HPE CERTIFICATIONS—EMPOWER YOUR CUSTOMERS, DRIVE YOUR CAREER

Get the certifications and training you need to deliver the right IT outcomes
The pace of change has never been greater—with years of digital transformation now achieved in months. Enterprises are reimagining customer experiences, reinventing workplaces, redefining operations, and reinforcing security to thrive in a world that is now edge-centric, cloud-enabled, and data-driven. As the edge-to-cloud platform-as-a-service (PaaS) company, we help enterprises accelerate digital transformation with an approach that spans technology, people, and economics.

Unlock the value of all your data, everywhere
Data is at the heart of everything we do—transforming how enterprises create growth, optimize operations, and engage and delight clients. From capturing new data at the edge, to improving data management and portability in the cloud, we help enterprises bring data together and apply artificial intelligence (AI) and machine learning (ML) to accelerate insights. While the majority of enterprises are leveraging AI and ML, 87% of data science projects don’t make it to production.¹ We help clients operationalize the entire AI/ML and analytics lifecycle and solve your most data-intensive challenges with the industry’s leading high-performance computing solutions, all delivered as a service.

Redefine experiences and operations at the edge
The data explosion is happening at the edge, where people, devices, data, and things intersect—in factories, hospitals, homes, and workplaces—everywhere we live and work. The edge is where new digital services are created to redefine experiences and operations. By 2022, over 50% of data will be created and processed outside the data center.² We help clients create an edge that connects, protects, analyzes, and acts on all of your data, and accelerates insights across your business, edge-to-cloud.

Bring the cloud experience and operating model to all your apps and data, no matter where they live
The first wave of digital transformation delivered speed, agility with cloud as a catalyst. Yet today, 70% of core business apps remain outside the public cloud. We bring the cloud experience to apps and data everywhere they are—in edges, colocations and data centers—with cloud services that are self-serve, pay-per-use,³ scale up and down and managed for you by HPE.

We help clients find the right mix of clouds with an open approach—and modernize applications, streamline container management, and gain visibility and control across your entire IT estate—creating investment capacity to help you free up capital, boost operational and financial flexibility, and ensure your talent can focus on accelerating what’s next for your business.

As the edge-to-cloud PaaS company, we help enterprises accelerate digital transformation with an approach that spans technology, people, and economics.

¹ VentureBeat, “Why do 87% of data science projects never make it to production?” July 2019.
³ Reserve may apply.
Badges are a great way to display and verify with customers or employers the HPE-based skills and knowledge you have obtained. Check out the digital badge overview for more information.

HPE provides avenues for skills exploration, training, and validation

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Certified HPE professionals feel that their credentials open the door to new opportunities and advancements in their field.\(^5\)

**HPE CERTIFICATIONS—EMPOWER YOUR CUSTOMERS, DRIVE YOUR CAREER**

HPE certifications can open doors by providing you and your team with the most sought-after IT skills and knowledge. Get the hands-on experience you need to start quickly and learn how to design and build solutions that increase your value to your customers and your employer.

HPE gives you:

- Certifications that validate your skills and knowledge, so you know you have what it takes to excel in your career
- Advanced HPE certifications and the know-how and respect that comes with them
- Digital badges to electronically verify your certifications on social platforms such as LinkedIn, Facebook, and Twitter
- Knowledge and skills around technologies, products, and solutions driving customer change
- Training where and how you want it: self-paced web learning, traditional classroom, video on-demand, virtual instructor-led, hands-on and self-directed labs, HPE Press study guides and official practice exams, simulators and emulators, or dedicated on-site training
- A curriculum of unmatched breadth and depth that capitalizes on HPE’s IT solution expertise
- Personalized learning paths to fit with your expertise, job role, and interests
- A supportive global community of IT professionals

\(^1\) For HPE Partners achieving specializations.

\(^5\) Survey of HPE-certified learners, September 2018.
EXPLORE

HPE offers you several resources to start your certification journey. The Certification and Learning website has the resources to get you started and then explore your options. You will be able to find the technology area(s) that interest you the most and build a career path based on those interests. Through the Certification and Learning site, you can access:

• **Get started information.** You’ll find a wealth of information about how to get started, creating your profile and steps to certification. Then discover the technology areas you are focusing on and the training options and locations for certification.

• **Certifications paths.** Whether you are building a technical career or want to focus on sharpening your product knowledge, understanding the certification paths and requirements will help you achieve your goals.

• **Self-study materials.** Self-study guides, self-directed labs, and exam prep materials from HPE Press let you learn when and where you want, at your own speed. HPE Press materials also serve as handy reference guides while on the job. See the wide variety of study materials—including free content—at hpepress.hpe.com.

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**Continuous Learning Paths: The key to long-term success.**

Earning an HPE technical certification can give you the skills and knowledge to bring solutions and expertise to the table. Technology moves fast, though, and products continually change to meet market and customer demands.

How do you fill that gap between certifications or if your focus changes? Continuous Learning Paths allow you to do that. Learning Paths allow you to create custom learning activities mapped to your selected job role, level of expertise, and product/solution area of interest. In addition, courses are organized by level of difficulty to make your learning experience structured and progressive.

[Learn more about Learning Paths.](#)
CONNECT, LEARN, AND GROW WITH HPE TECH PRO

HPE Tech Pro is an exclusive, global technical community for Partner solution architects and HPE presales professionals to connect, learn, and grow together. This global initiative is part of the HPE strategy to significantly invest in the enablement of our internal and channel technical community.

HPE Tech Pro aggregates hundreds of HPE technical tools and resources from across HPE—including OCA, PSNow, QuickSpecs, HPE Demonstration Portal, and Seismic—to provide fast and comprehensive access to content, training, and certifications, along with tools, events, and knowledge sharing.

Community members enjoy advanced access to HPE expertise, tools, training, and people, and receive acknowledgment for achievements and successes from peers, employers, and customers. In addition, HPE Tech Pro provides benefits and recognition based on tiered membership levels within the program. Members receive deeper levels of access to content and resources based on their investment in enablement with HPE.

Go to techpro.hpe.com to access the portal with your HPE login information, or to get more information about how to join.

Why join HPE Tech Pro?
Membership has specific benefits and provides:

| Access to communities and resources | • HPE Tech Pro members receive access to a supportive global community of IT professionals, including peers and Partners.  
• Get access to hundreds of HPE technical tools and resources—including PSNow, OCA, HPE Information Library, and QuickSpecs—all in one place, with guidance on the best tool for your particular requirement.  
• Targeted forums immediately connect you with IT pros and HPE experts for guidance, problem-solving, and best practices. |
| Continuous learning | • HPE Tech Pro continuous learning enables you to stay up to date on the latest HPE products and solutions, resulting in higher value and higher margin opportunities with your customers.  
• Learning Paths are a modular set of curated concise and comprehensive learning activities by portfolio, so you can take your knowledge in one area from 0 to 100% just in time.  
• The continuous learning badges recognize your accomplishments when you complete specific learning activities delivering the latest information. Designed to keep you up to speed on the latest and greatest HPE and industry innovation. |
| Events and networking | • Join HPE Tech Pro exclusive webinars, events, and trainings aligned to our technical community priorities.  
• Hear about leading-edge thoughts and ideas from HPE’s top technical professionals and executives.  
• Network with HPE-certified professionals, online and in person at events, for expert help and guidance.  
• Preview product roadmaps, and drill down deeper into new product introductions, new certifications, and tools designed to make you more effective. |
HPE SALES PRO: THE RESOURCES PARTNERS NEED IN ONE PLACE

HPE Sales Pro is a new global learning experience that links HPE and Partner sales professionals to innovative enablement, all in one place. It aggregates all the innovative sales enablement and tools in one experience that you can access anytime, anywhere. Through HPE Sales Pro, you can access:

- Skills and portfolio training
  - Focused on what to sell and how to sell it, with Portfolio Learning Curriculums and HPE Sales Pro Learning Catalog.
- On-the-go learning
  - Short, engaging modules offered by HPE Sales Pro Learning Center, including videos, podcasts, and gamification as well as personalized development activities.
- HPE Sales Certifications
  - HPE Sales Certifications are highly recommended for all customer-facing Partners and help equip you with the questions, skills, and knowledge to deliver the right HPE technologies.

87% of HPE Partners agree or strongly agree that ongoing training is essential if professionals want to successfully meet customer IT needs.

Go to HPE Sales Pro (salespro.hpe.com), where learning means selling:
- Brings all HPE learning platforms together in one place
- Makes it easy for you to find training designed to grow sales
- Offers engaging content and targeted training, including soft skills, based on your sales role and area of interest
- Delivers a mobile experience that fits your on-the-go lifestyle

### HPE TECH PRO REWARDS: TIER AND BENEFITS

Advance your skill set, advance your membership level, advance your rewards.

<table>
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<th>Tier</th>
<th>Level</th>
<th>Requirements</th>
<th>Examples of Benefits</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1</td>
<td>HPE Tech Pro Learner ID, Opt-in to Tech Pro.</td>
<td>Access to Tech Pro Portal, Access to online forums.</td>
</tr>
<tr>
<td></td>
<td>2</td>
<td>HPE PC, HPE ATP or Aruba Associate certification, And two continuous learning badges</td>
<td>Access to Tech Pro Portal, Access to online forums.</td>
</tr>
<tr>
<td></td>
<td>3</td>
<td>HPE ASE or Aruba Professional Certification, And two continuous learning badges</td>
<td>Access to Tech Pro Portal, Access to online forums.</td>
</tr>
<tr>
<td></td>
<td>4</td>
<td>Master ASE Certification or Aruba CE, And two continuous learning badges</td>
<td>Access to Tech Pro Portal, Access to online forums.</td>
</tr>
</tbody>
</table>

What if learning drives selling?

Get trained to provide insights to your customer. You’ll increase your win rates by 23%.

Go to HPE Sales Pro (salespro.hpe.com), where learning means selling:
- Brings all HPE learning platforms together in one place
- Makes it easy for you to find training designed to grow sales
- Offers engaging content and targeted training, including soft skills, based on your sales role and area of interest
- Delivers a mobile experience that fits your on-the-go lifestyle

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1 Survey of HPE-certified learners, September 2018
2 CSO Insights, 2018–2019 Sales Performance Report
Customer resources and tools
Customer-facing resources to help you prepare for your next opportunity, along with links to sales tools you’re using daily.

With HPE Sales Pro, you have access to fast, easy, and compelling training that meets your needs—whether you’re at your desk or on the go—so you can select and position the best HPE solutions for your customers and close the deal.

To learn more, visit HPE Sales Pro at salespro.hpe.com or review the materials in the HPE Sales Pro Seismic Briefcase.

ARUBA RESOURCES

Aruba Airheads
The Aruba Airheads are an interactive community of 120,000+ customers, Partners, employees, industry experts, and enthusiasts. They come together to share and learn about products, attend events, and connect. Members use the community as a forum to voice product and service questions, share ideas, opportunities, and best practices and find solutions to the challenges they face.

Join the Airheads Community and benefit from:
- Free access to Aruba documents, verified articles, technical webinars with our support team, and Validated Reference Designs (VRDs) to 8800+ Knowledge Base articles, terms, and definitions
- Access to 50,000+ forum discussion topics and solutions
- Exclusive training in the form of curated learning paths
- Sessions from Aruba’s Atmosphere Conference, technical conferences, and Airheads events
- The opportunity to become a recognized MVP for participation, expertise, and contribution (MVPs also receive exclusive access to events, Aruba teams, and the office of the CTO)

Aruba Instant On Community
The Aruba Instant On (AIO) Community is a great place to connect, learn, and share with some of IT’s most enthusiastic small business and luxury home IT and installer professionals. What you get are technology updates, self-help, and troubleshooting tips that help you deploy something new or turn on everything Instant On has to offer.

Anyone joining the AIO Community gains access to discussions about each product, blogs from Aruba subject matter experts, how-to guides, and the best way to get support for their AIO products. The AIO is free and open to join.

Community benefits
- Collective knowledge: Experience from a worldwide community that gives you access to insights on today’s most popular mobile, IoT, and cloud use cases.
- The help you need: Free access to all of our product startup, install, and configuration guides. And just in case you’re looking at something new, a full range of how-to documents.
- Discussion forums: A familiar way to ask your peers and subject matter experts questions that no one else in the office could help answer.
- Product data: A simple way to see how Aruba Smart Mesh works, when a feature was added, or when new software became available.

The best thing is that if you need answers to some tough questions, the AIO is always on. You’ve told us that access to information when you need it matters, and we listened. To participate in the AIO, learn more here: Aruba Instant On Community.
VALIDATE

HPE certifications are some of the most respected in the industry. According to a recent survey of HPE-certified Partners, 76% agree or strongly agree that their customers have increased confidence in their work because they hold HPE certifications.¹

Advance through multiple levels

The program offers HPE certification for technical and sales professionals. Technical certifications allow progression from entry-level to highly experienced.

HPE certifications

<table>
<thead>
<tr>
<th>Certification</th>
<th>What it means</th>
</tr>
</thead>
<tbody>
<tr>
<td>HPE Master Accredited Solutions Expert (Master ASE)</td>
<td>The pinnacle of our certifications. This individual has demonstrated expert technical skills in advanced enterprise solutions, combined with IT business acumen. The Master ASE can align information technology to an organization’s financial and business goals—and is able to design and implement complex solutions from the proposal stage to live deployment.</td>
</tr>
<tr>
<td>HPE Accredited Solutions Expert (ASE)</td>
<td>Advanced-level certification. Indicates expert technical skills for proposing, designing, implementing, configuring, administering, or supporting enterprise IT solutions.</td>
</tr>
<tr>
<td>HPE Accredited Technical Professional (ATP)</td>
<td>Introductory-level certification. The individual understands the fundamental concepts, terms, technologies, and processes needed to implement and design HPE solutions.</td>
</tr>
<tr>
<td>HPE Product Certified</td>
<td>Validates that you can recommend and demonstrate a specific HPE product or solution. It also shows that you understand the benefits and strengths of the solution or product.</td>
</tr>
<tr>
<td>HPE Sales Certified</td>
<td>Indicates skills to harness HPE tools and resources to effectively uncover top customer needs, identify and validate the best sales opportunities, and leverage the solution areas that customers care about most. Restricted to HPE Partners only.</td>
</tr>
</tbody>
</table>

HPE Certification status

Certifications are always in one of four states: active, inactive, expiring, or expired. For those about to acquire a certification, we recommend that you review any program benefits you or your organization may be participating in, to verify you are obtaining the correct certification.

Active: Valid and current certification. Valid for program benefits such as HPE Tech Pro and HPE Partner Ready.

Inactive: Valid, but no longer available. Inactive certifications cannot be achieved after the inactive date. If you are in the process of achieving a certification that displays an inactive date, complete all the requirements before the inactive date or move to the newer version. You continue to receive program benefits if the certification you have becomes inactive.

Expiring: Expiring certifications are still valid, but their expiration date has been announced because the products and technology are changing significantly. To continue to receive program benefits (such as HPE Tech Pro, HPE Partner Ready), update your certification to an active certification.

¹ Survey of HPE-certified learners, September 2018.
**Expired:** No longer valid, not available. Expired certifications are not valid because the products and technology have changed significantly. To continue to receive program benefits (such as HPE Tech Pro, HPE Partner Ready), update your certification to an active certification.

When you become certified, you enter a unique global community with hundreds of thousands of members. Expert or professional, architect or integrator, support or sales staff, you'll find peers and Partners to connect with. As you progress through the levels of certification, you'll gain access to a broader range of benefits. HPE Master ASEs and Aruba Certified Experts are known and respected for their vast technical knowledge and skills.

**Aruba certification levels**

<table>
<thead>
<tr>
<th>Certification</th>
<th>What it means</th>
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</thead>
<tbody>
<tr>
<td>Aruba Certified Expert</td>
<td>Aruba's top-level achievement. This validates that you have the rich technical expertise to install, configure, and support mobile-first networks.</td>
</tr>
<tr>
<td>Aruba Certified EDGE Expert</td>
<td>Holds three or more Expert certifications.</td>
</tr>
<tr>
<td>Aruba Certified Professional</td>
<td>This level validates that you can build mobile-first network solutions. This means you know how to design, implement, and manage the modern mobile-first network for enterprise.</td>
</tr>
<tr>
<td>Aruba Certified EDGE Professional</td>
<td>Holds three or more Professional certifications.</td>
</tr>
<tr>
<td>Aruba Certified Associate</td>
<td>This level validates that you have foundational knowledge to build mobile-first networks. This means you can recognize and recommend the appropriate Aruba products and solutions based on customer needs.</td>
</tr>
<tr>
<td>Aruba Certified EDGE Associate</td>
<td>Holds three or more Associate certifications.</td>
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</tbody>
</table>

**Aruba certification status**

- Aruba recertification is now based on the date a candidate achieved the certification. This change took effect on November 1, 2019, after which all technical career certifications will require recertification every three years. All Aruba product and sales certification will require recertification every two years.

- New certification prerequisite requirements and recertification policies:
  - The prerequisite for all professional level certifications will be the associate level certification within that certification domain.
  - Associate certifications will not have a prerequisite certification.
  - Expert level certifications will no longer require a professional level certification and will consist of a written and practical exam.

- Course and exam names will be updated to be consistent with their related certification level. Certification badges/logos will be updated to reflect program changes (no more versions).

- The Aruba EDGE domain was introduced last year and Aruba EDGE Expert will replace Aruba Mobile First Expert.
**Impact on certification holders prior to November 1, 2019**

Aruba certification holders prior to November 1, 2019, will be assigned a transition period to re-certify their existing certification(s) based on the date they achieved the certification. Please reference the table below to identify when your certification will be set to expire. Existing certification holders will also receive an email from HPE with a six-month, three-month, and one-month reminder to recertify.

<table>
<thead>
<tr>
<th>Certification is older than...</th>
<th>Date achieved</th>
<th>Expiration time</th>
<th>Expiration date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Over 4 years</td>
<td>Prior to November 1, 2015</td>
<td>6 months</td>
<td>May 1, 2020</td>
</tr>
<tr>
<td>2–4 years</td>
<td>Nov. 1, 2015–Oct. 31, 2017</td>
<td>1 year</td>
<td>Nov. 1, 2020</td>
</tr>
<tr>
<td>1–2 years</td>
<td>Nov. 1, 2017–Oct. 31, 2018</td>
<td>2 years</td>
<td>Nov. 1, 2021</td>
</tr>
<tr>
<td>0–1 year</td>
<td>Nov. 1, 2018–Oct. 31, 2019</td>
<td>3 years</td>
<td>Nov. 1, 2022</td>
</tr>
</tbody>
</table>

There are FAQs by topic to address any questions you have. Please click [here](#) to access the document.

**HOW TO GET STARTED**

Ready to equip yourself with the knowledge and skills you need to lead the IT conversation, drive bigger wins, and deliver the business outcomes your customers want? To get started:

1. Register for our [program](#).
2. Explore free web-based training, guided learning plans, continuous learning activities, and HPE certifications in the [My Learning Portal](#).

**LEARN MORE AT**

certification-learning.hpe.com

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