Hewlett Packard Enterprise

CERTIFICATION AND LEARNING PROGRAM

Get more opportunities with HPE certifications

CAREER OPPORTUNITIES

21%

of IT-certified professionals are promoted.[1]

SALES OPPORTUNITIES

85%

of learners said sales certification training helps increase their sales funnel.[2]

TABLE OF CONTENTS

WHY GET CERTIFIED?

Certifications: A win-win approach

While employers often include certification as a prerequisite when seeking qualified candidates to fill positions, certified professionals receive numerous benefits:

Higher salaries:

28% of IT-certified professionals earned a pay increase.[1]

More ROI for employers:

IT-certified professionals bring $10,000 more value.[3]

Enhanced skill sets:

72% of IT-certified professionals are more efficient.[1]

Increased respect from peers:

76% of IT-certified professionals feel more respected by co-workers.[3]

HPE infographic | Aruba infographic

[1] Global Knowledge 2020, IT Skills and Salary Report.

[2] FY21 HPE sales certifications training post-survey, 2021.

[3] Pearson VUE Survey 2021, Value of IT Certification Report

The value of certifications

94%

of IT decision-makers worldwide say that certified team members provide added value above and beyond the cost of certifications.[1]

PROGRAM OVERVIEW

Certification and Learning program

An HPE certification verifies your sales or technical skills and knowledge, enhancing your credibility among customers and colleagues and validating your ability to lead technology change and drive business outcomes.

HPE technical certifications

demonstrate your expertise in our industry-leading edge-to-cloud solutions as well as transferable multivendor technologies.
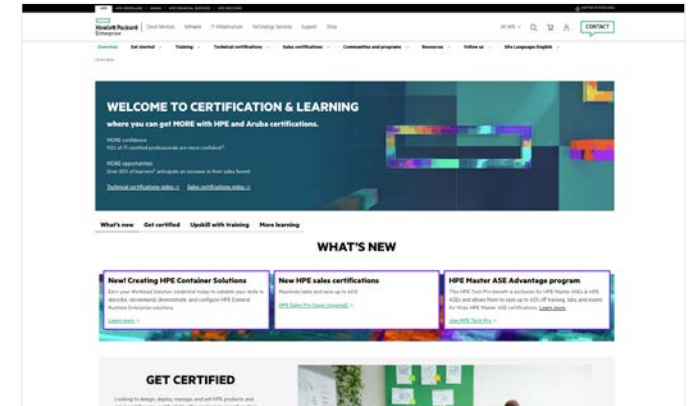
Watch the video (00:02:07).

HPE sales certifications

help you achieve your full selling potential by improving your sales expertise in specific solution areas and enabling you to articulate their value proposition.

Watch the video (00:01:58).

Learn more

Visit the Certification and Learning site.

Program guide

Certification portfolio

Compute   Networking

Software   Storage

Hybrid Cloud

Get more confidence with HPE certifications

94%

of IT professionals feel more confident after earning a certification.[1]

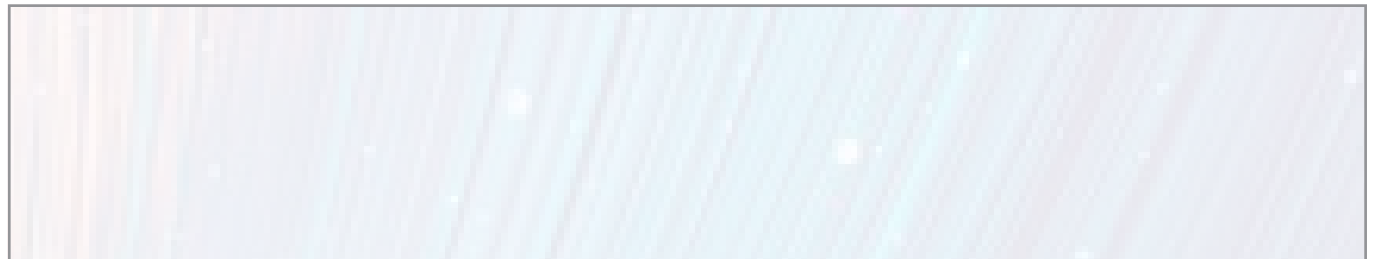# HPE TECHNICAL CERTIFICATIONS

Overview

HPE technical certifications give you the skills you need to stay up to date with the ever-evolving technology and growing HPE portfolio. They help strengthen your thought leadership and optimize the solutions you design. Learn more.

Certifications and credentials
Click on the boxes below

Career certifications from entry to mastery levels

Keep your certification current
The length of time a certification is active may vary depending upon changes in technology. Learn more.

[1] Global Knowledge 2020, IT Skills and Salary Report.

HPE Accredited Technical Professional (HPE ATP)
"One device at a time" configuration, setup, and management with SMB and commercial-level products and solutions.

View all certifications

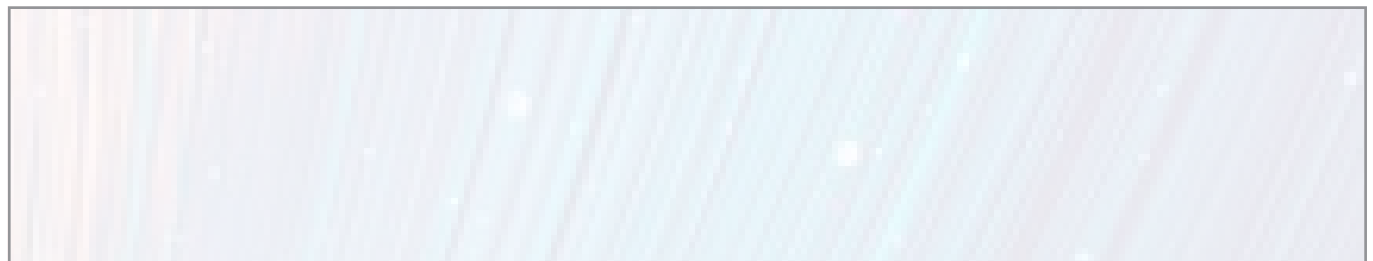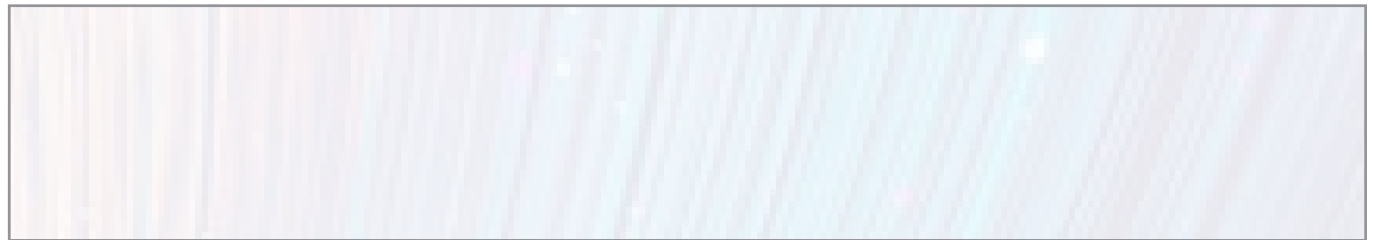# HPE TECHNICAL CERTIFICATIONS

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Certification portfolio

Compute   Networking

Software   Storage

Hybrid Cloud

**HPE Accredited Solutions
Expert (HPE ASE)**
Multiple devices at a time,
scalable configuration, setup,
and management with
midrange enterprise-class
HPE equipment.

View all certifications

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HPE Master Accredited Solutions Expert (HPE Master ASE)
Multi-site, multi-tenancy infrastructure as well as ToR and EoR networking, including third-party solution workloads on HPE platforms.

View all certifications

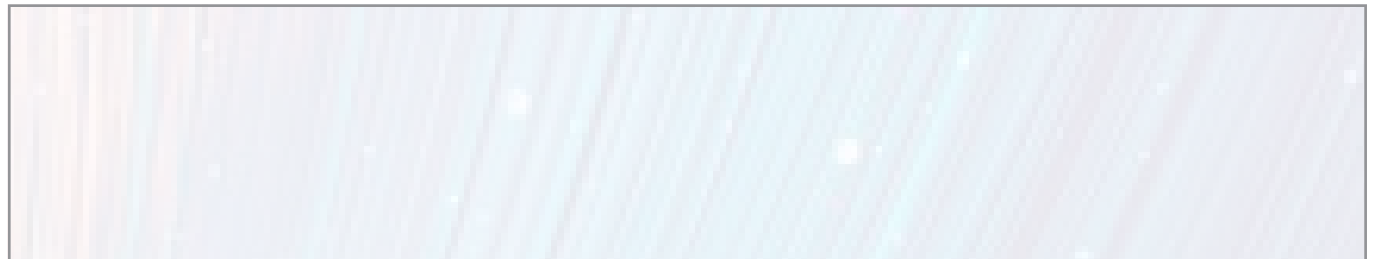# HPE TECHNICAL CERTIFICATIONS

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Product certifications
Validate that you
can recommend and
demonstrate a specific
HPE product or solution.

View all certifications

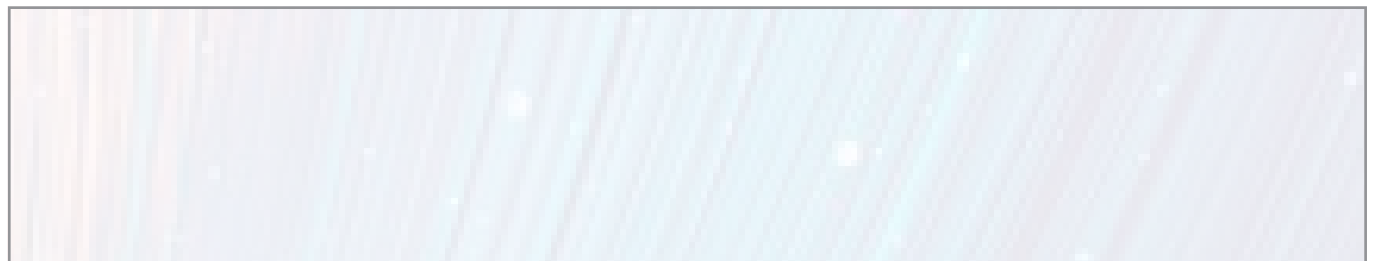# HPE TECHNICAL CERTIFICATIONS

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Credentials

Credentials help you deepen your skills in HPE solutions. They may also operate as electives for HPE career certifications, providing HPE certified professionals with world-class solution engineering expertise.

View all credentials

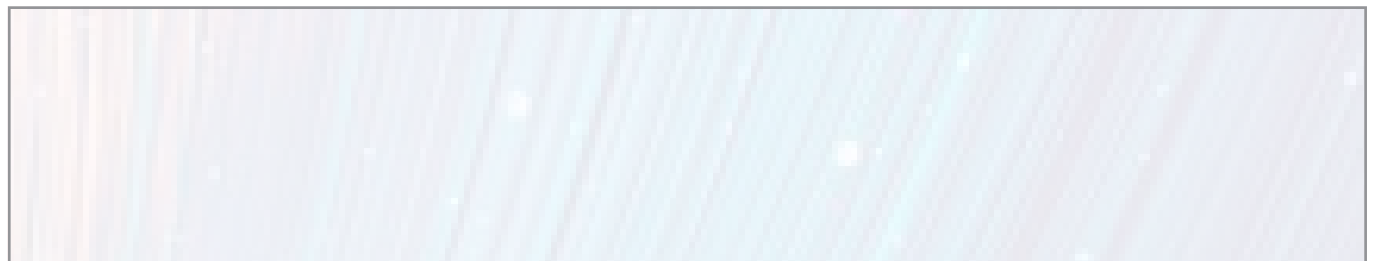# HPE TECHNICAL CERTIFICATIONS

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HPE TECHNICAL CERTIFICATIONS

Process

1

Get trained

Whether you are preparing for your next certification or just want to stay in the know, our courses help you acquire the fundamental skills on the latest IT technology and HPE solutions.

Training classes: Find a convenient class delivered virtually or in person.

Local learning opportunities: Find the Training Delivery Partners and training offerings available in your region.

Self-directed learning: Access hands-on and self-directed labs, study guides and official practice exams through HPE Press.

2

Get certified

With HPE certifications, your skills are proven quickly through access to our award-winning practical exams. They give you the unique opportunity to learn on some of the most sophisticated solutions HPE has to offer.

Review the interactive certification process to get certified and stay in the know.

3

Get recognized

Digital badges verify that your technical certifications and credentials are genuine HPE. They are a great way to show your customers, peers, and employers the HPE-based skills and knowledge you have obtained.

Hewlett Packard Enterprise
HPE ATP
Certified

Hewlett Packard Enterprise
HPE ASE
Certified

Hewlett Packard Enterprise
HPE Master ASE
Certified

Hewlett Packard Enterprise
Workload Solution
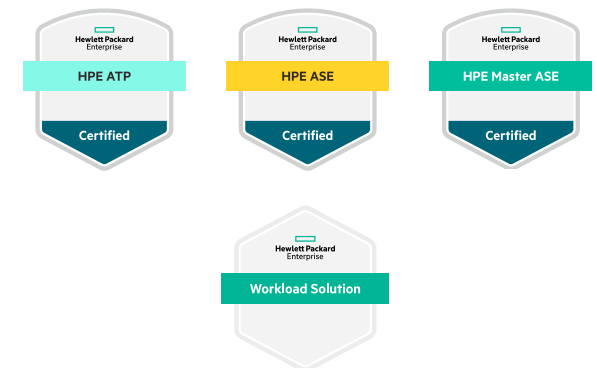
Check how to showcase your achievement.

HPE TECHNICAL CERTIFICATIONS

HPE Tech Pro

Explore this exclusive, global technical community built by solution architects for solution architects, with HPE tools, training, resources, and expertise all in one place. With HPE Tech Pro, you can connect, learn and grow—and win with HPE. Your gateway to all things technical. Learn more.

"HPE Tech Pro is a continuous boost of good knowledge, information, and best practices."

– Mark Salomon
  Sales Consulting | Enterprise Architect
  ACP IT Solutions AG

Access exclusive benefits
New! HPE Master ASE Advantage program
This exclusive benefit for HPE Master ASEs and HPE ASEs allows them to save up to 62% off training, labs, and exams for three HPE Master ASE certifications.

Learn more | Access the program page (login required)

There's more

• Access to technical communities, tools and resources

• Continuous learning through curated concise Learning Path designed to keep you up to speed on the latest HPE and industry innovations

• Events and networking: exclusive webinars, events, and training courses

• Exclusive discounts with HPE Press for study guides, self-directed labs, and exam vouchers based on your HPE Tech Pro membership level

• Plus more benefits for all HPE Tech Pro member levels

HPE SALES CERTIFICATIONS

Overview

Sales certifications help you build your pipeline, engage your customers in outcome-based conversations to uncover their business needs, and begin to qualify and validate these opportunities for HPE solutions. Restricted to HPE sellers and partners only, HPE sales certifications are available on HPE Sales Pro. Learn more.

Get more relevance with HPE certifications

75%

of trainees will apply learning to their job within the next week or month after earning a sales certification.[1]

Hewlett Packard Enterprise

HPE Sales

Certified

Digital badge
Once you are sales certified, you will receive a digital badge to showcase your achievement.

Check how to showcase your achievement.

[1] FY21 HPE sales certifications training post-survey, 2021

HPE SALES CERTIFICATIONS

HPE Sales Pro

HPE Sales Pro is a unified sales enablement destination for HPE and partner sales professionals to deepen their knowledge and skills and prepare for their next customer conversation.

> "HPE Sales Pro is the one place that helps you find training and resources and stay up to date on solutions—so that my team and I are always ready to discuss business with our customers."

– Manuel Mendoza
  Presales Solution Architect | Business Unit coordinator
  Compucad

Innovative and curated sales enablement
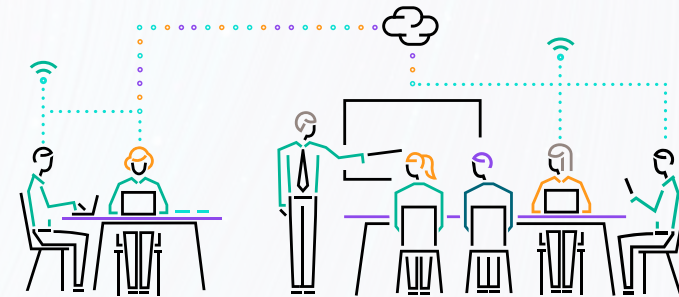
Learning is quick...
With HPE Sales Pro personalized portal, you have access to engaging and industry award winning learning content, including:

• Videos and podcasts

• Gamification

• Web-based training

• Skills/coaching

... and relevant
HPE Sales Pro offers the most up-to-date content displayed through:

• HPE portfolio curriculums

• Outcome-based selling resources

• Industry training and resources

• Specialized enablement

• Onboarding

Technical certifications and training portfolio:

Management & Operations

Switching

Design

Security

Wireless

Software-Defined Wide Area Network (SD-WAN)

Aruba Certified Associate

Validates that you have foundational knowledge to build mobile-first networks; you can recognize and recommend the appropriate Aruba products and solutions based on customer needs.

View all certifications

ARUBA CERTIFICATIONS

Overview

Expand your networking acumen with Aruba certifications to become the go-to resource for Aruba technologies. Aruba offers comprehensive training and certification programs from fundamental to advanced levels across the Aruba product line. Learn more.

Certifications and credentials

Click on the boxes below

Career certifications

Keep your certification and credential current

Aruba career certifications require recertification every three years. Product Specialist Credentials are valid for two years. Learn more.

Aruba Airheads

Join an interactive community of 130,000+ industry experts and enthusiasts to voice product and service questions, find solutions, and share ideas.

Aruba Education Services

Access complete training and certification programs, including free introductory courses to get started in a networking career.

Aruba Certified Professional

Validates that you can design, implement, and manage the modern mobile-first network for enterprise.

Aruba Certified EDGE Professional holds three or more Professional certifications.

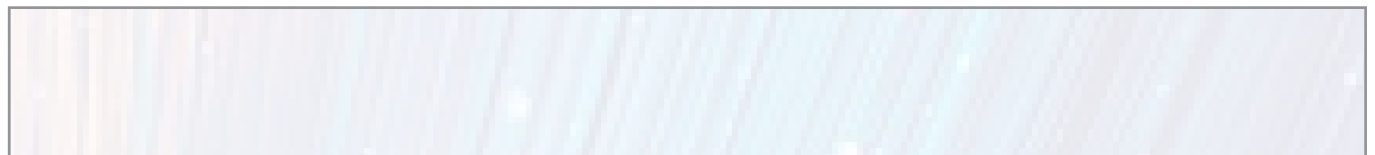View all certifications

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Technical certifications and training portfolio:

Management & Operations

Switching

Security

Design

Software-Defined Wide Area Network (SD-WAN)

Wireless

Aruba Certified Expert

Aruba's top-level achievement. Validates that you have the rich technical expertise to install, configure, and support mobile-first networks.

Aruba Certified EDGE Expert holds three or more Expert certifications.

View all certifications

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Management & Operations

Design

Wireless

Switching

Security

Software-Defined Wide Area Network (SD-WAN)

Product Specialist

Validates that you can recommend and demonstrate a specific Aruba product or solution.

View all credentials

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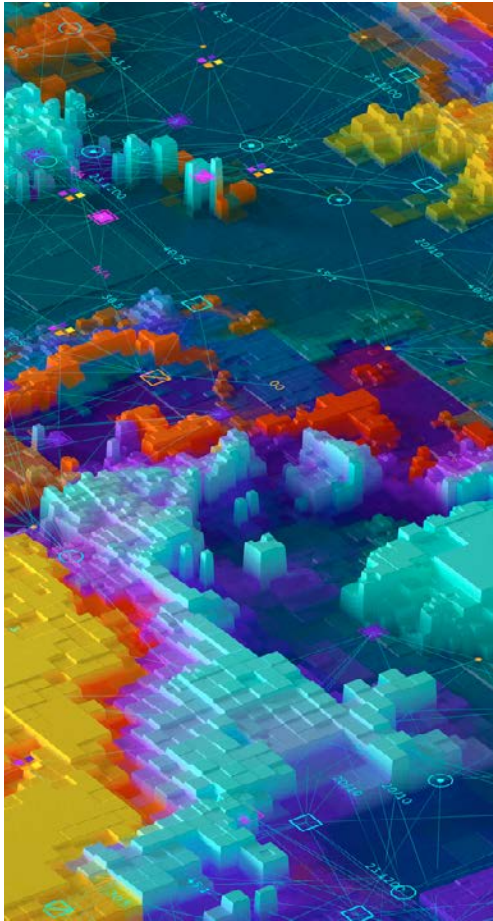
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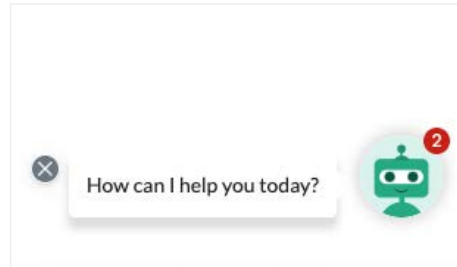
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RESOURCES

Get help

- Click on the Robot icon shown on every page of the Certification and Learning site (bottom right) and answer a few questions.

- Chat with our support team Monday through Friday.

- Get your most common questions answered with the Assist Kit (FAQs) available on the Certification and Learning site.

- Go to the Certification and Learning site to contact our support.

- Complete the online form. Our support team will respond within 48 hours from time of receipt.