



# HPE Sales Certified – Entry Level Solutions [2021]

This certification validates that you can identify sales opportunities for HPE products, solutions, and services to small- and medium-sized IT customers, including understanding:

- Market trends and shifts
- Common customer challenges
- HPE server, storage, hyperconverged, and networking portfolios
- Sales tools and resources
- Sales ethics and resources

## Why earn this certification?

This certification is ideal for all customer-facing sellers and may help partners meet their Partner Ready requirements.

## Candidate

Typical candidates for this certification is HPE partner individuals or HPE sellers

## Skill level

Sales

## Steps to acquire this certification

### Before you begin

Acquire access to [The Learning Center](#) and get an [HPE Learner ID](#). If this certification requires a written or online exam (HPE0 or HPE6 or HPE2), then create a user profile with Pearson VUE, our exam vendor for proctored/online exams. Practical exams (HPE1 or HPE0-AxxxP) are delivered through PSI or Aruba Education Services, therefore no Pearson VUE user profile is required.

### Step 1: Register or apply for this certification

[Register for this certification in The Learning Center](#). This will make your progress toward this certification more visible within your learner transcripts and the HPE Learning Management Systems.

### Step 2: Verify and complete all prerequisites and requirements for your chosen path:

## Digital Badge

Based on the [Open Badges Standard](#), digital badges are online representations of your HPE certifications. Each badge is unique to you. Once you accept and place your badge online—in LinkedIn, Twitter, your email signature, for example—clicking on the badge sends the viewer to a custom verification page that includes your name, HPE certification(s) held, and the skills and capabilities required of the certification. [Click here](#) for more information on HPE digital badges.

## For more information

[Contact our program](#)

© Copyright 2024 Hewlett Packard Enterprise. The information contained herein is subject to change without notice. The only warranties for HPE products and services are set forth in the express warranty statements accompanying such products and services. Nothing herein should be construed as constituting an additional warranty. HPE shall not be liable for technical or editorial errors or omissions contained herein.

Information is as of November 2020, Revision 1