HPE Sales Certified - Hybrid by Design [2024]

This certification verifies that you can articulate the unique value offered by HPE as-a-service solutions to increase profitability, win rates, and penetration into existing and new accounts.
Earning this certification will enable you to understand:
- Market trends driving a shift to as-a-service solutions.
- How to prepare for effective as-a-service conversations with customers.
- How to position HPE GreenLake Solutions and hybrid environments.
- The AI opportunity with HPE GreenLake.
- How HPE supports partners with their as-a-service journey.

Why earn this certification?

Earning this certification will enable you to:
- Offer as-a-service solutions that are hybrid by design (rather than by accident).
- Make AI and High-Performance Computing (HPC) readily accessible to customers.
- Provide sustainable solutions through more efficient technology, cloud consumption models, and the circular economy.
- Position the financial benefits of HPE GreenLake.
- Use the HPE GreenLake Mapbook.
- Accelerate customers' digital transformation.

Candidate

HPE channel partner sales professionals, specifically HPE Vantage Partners and HPE platinum, gold, and silver Partners

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:

Requirements for candidates new to this certification
There are no prerequisites for this path.

Complete:

Item Type	Item #	Item name	Register for item
Course	0001205163	Selling HPE Hybrid by Design Solutions, Rev 23.41 (inactive)	N/A

Recommended Training
None

Requirements for candidates new to this certification (translations only)
There are no prerequisites for this path.

Complete:

Exam #	Exam name	Register for exam
HPE2-E82	Selling HPE Hybrid by Design Solutions (inactive)	N/A

Recommended Training
None

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

Information is as of December 2023, Revision 1