



# HPE Sales Certified – Solution Foundations [2024]

Learn how to increase your traditional infrastructure sales with HPE compute and storage solutions and add new revenue streams with HPE's leading AI, HPC, and as-a-service offerings.

This certification focuses on traditional infrastructure solutions (compute and storage) and will help you drive outcome-based conversations with your customers about:

- The current technology trends and what their challenges are.
- The benefits of using HPE compute and storage solutions to optimize their workloads.
- The value of HPE Services, including HPE Complete Care and HPE Tech Care.
- HPE's leading position in AI, HPC, and as-a-service.

## Why earn this certification?

Earning this certification will enable you to drive outcome-based conversations with your customers about:

- The current technology trends and what their challenges are.
- The benefits of using HPE compute and storage solutions to optimize their workloads.
- The value of HPE Services, including HPE Complete Care and HPE Tech Care.
- HPE's leading position in AI, HPC, and as-a-service.

## Candidate

HPE channel partner sales professionals, specifically:

- HPE Partner Ready Platinum, Gold and Silver Partners
- Traditional sellers looking to increase their sales expertise around HPE solutions (compute and storage)

## 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    | 0001205107 | Selling HPE Solution Foundations, 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-E81 | Selling HPE Solution Foundations (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](#)

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