

Configuring HPE GreenLake Solutions, Rev. 21.21

Course description

This course is specifically designed for HPE channel partner and HPE presales solution architects to help identify and qualify HPE GreenLake opportunities as well as design, propose, and quote HPE GreenLake solutions.

The course content includes:

- The HPE GreenLake opportunity and the industry trends that drive customers to new consumption models
- Articulating the HPE GreenLake value proposition to customers and the significant opportunity for partners
- How to qualify the HPE GreenLake customer
- Designing and quoting an HPE GreenLake Solution
- Qualifying and designing an HPE GreenLake: Swift Sales Program solution
- Building the business case for an HPE GreenLake Solution in technical and financial terms

Course duration is 4.5 to 7 hours depending on your HPE GreenLake expertise. Modules 1–3 focus on the HPE GreenLake value and qualifying the opportunity and are optional yet included in the exam.

Ideal candidate for this course

HPE Channel Partner and HPE Presales Solution Architects

Topics

- The HPE GreenLake Opportunity
- Selling the Value of the HPE GreenLake Portfolio
- Qualifying the HPE GreenLake Customer
- Designing HPE GreenLake Solutions
- Expanding the HPE GreenLake Opportunity
- Building the Business Case
- Finalizing the Solution

Objectives

After you successfully complete this course, expect to be able to:

- Identify HPE GreenLake opportunities
- Qualify HPE GreenLake customers
- Design, propose and quote HPE GreenLake solutions

How to register

Click on this link to register for this course: <https://certification-learning.hpe.com/tr/TrainingCalendar?excludePartners=false&CourseId=0001173987>

Policies, fees and cancellations

Course fees may vary. Fees are established and collected by the training center that delivers the course. Cancellation fees may apply. Contact your HPE Authorized Training Partner for their respective policies.

For more information

[Contact our program](#)

Course ID	0001173987
Course format, Typical duration	WBT – Web Based, Self Paced, 7 hours
Skill level	Advanced (ADV)
Delivery languages	English
Lab required	No

Register for this course.

Find this course offering in the Training calendar. Click “Register” to take the course in The Learning Center. Login and Password required.

editorial errors or omissions contained herein.

Information is as of April 2021, Revision 1