

Configuring HPE GreenLake Solutions, Rev. 21.41

Course description

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

The course content includes:

- The as-a-service opportunity and the benefits it provides for customers and partners.
- How to qualify the HPE GreenLake customer and identify the steps of the HPE GreenLake sales process throughout the entire customer lifecycle.
- How to determine which HPE GreenLake solution option to offer to customers.
- Sizing, designing, quoting, and proposing an HPE GreenLake solution using HPE GreenLake specific tools.
- Building the business case for an HPE GreenLake solution in technical and financial terms.

Course duration is 4 to 6 hours depending on your HPE GreenLake expertise and your learning style. It is recommended that you use Google Chrome to take this course.

Ideal candidate for this course

HPE Channel Partner Presales and HPE Presales Solution Architects

Topics

- The HPE GreenLake Opportunity
- Selling the Value of the HPE GreenLake Portfolio
- The HPE GreenLake Sales Process
- Identifying the HPE GreenLake Solution
- Building Standard HPE GreenLake Solutions
- Designing Custom HPE GreenLake Solutions
- Completing the HPE GreenLake Solution

Objectives

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

- Identify HPE GreenLake opportunities
- Qualify HPE GreenLake customers
- Size, design, quote, and propose the appropriate HPE GreenLake solution to customers
- Identify and utilize the quoting and proposal tools specific to HPE GreenLake

How to register

Click on this link to register for this course: <https://certification-learning.hpe.com/tr/TrainingCalendar?excludePartners=false&CourseId=0001177736>

For more information

[Contact our program](#)

Course ID	0001177736
Course format, Typical duration	WBT – Web Based, Self Paced, 5 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.

