Selling HPE Hybrid Cloud Solutions, Rev. 21.41 (ILT-VILT)

Course description

Focused on HPE storage, HPE compute, HPE Ezmeral, and HPE GreenLake solutions, this course teaches HPE partner sales professionals to identify sales opportunities to increase their traditional infrastructure sales and add new revenue streams to their as-a-service sales.
They will also preview HPE's plans and vision, then learn how they benefit both sellers and their customers.

Course ID	0001180583
Course format, Typical duration	**Select one:**VILT – Virtual Instructor Led, 1 day ILT – Instructor Led, 1 day
Skill level	Foundational (FND)
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.

The course content includes:
- Market and technology trends that influence customers' purchasing decisions
- Plans for accelerating HPE GreenLake
- Exciting HPE storage and compute innovations: Unified DataOps, HPE Alletra, Data Services Cloud Console, and Compute Cloud Console
- HPE's industry-leading compute solutions, including HPE Gen10 Plus servers
- Expansion into the software market with HPE Ezmeral

Ideal candidate for this course

HPE channel partner sales professionals

Topics

- **Industry and Technology Trends**
- **Building the Future with HPE**
- **Selling the Value of HPE Storage Solutions**
- **Selling the Value of HPE Compute Solutions**
- **Selling the Value of HPE Software Solutions**
- **Selling the Value of HPE GreenLake Solutions**

Objectives

This course enables you to drive outcomes-based discussions with customers about:
- Effectively conversing with customers about current market and technology trends
- Confidently differentiating the value of HPE in the midmarket and enterprise space
- Leading strategic conversations about:
  - HPE as a leader in data management and insight
  - HPE GreenLake as the cloud that comes to you

How to register

Click on this link to register for this course: https://certification-learning.hpe.com/tr/TrainingCalendar?excludePartners=false&CourseId=0001180583

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

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