

HPE Hybrid Cloud Solutions, Rev. 22.41

Course description

The HPE Hybrid Cloud Solutions course is five days in duration and includes lectures and lab activities in the ratio of approximately 30/70 (lectures/activities). Hands-on lab exercises are performed using resources hosted by the HPE Partner Ready lab team. This course exposes participants to the HPE portfolio and HPE GreenLake services. It will focus on HPE networking, server, and storage solutions for SMB customers. Through customer scenarios and extensive hands-on labs, participants will learn how to match different types of workloads with HPE products, learn about HPE management tools, and have an introduction to virtual and containerized workloads.

Ideal candidate for this course

The ideal candidate for this course is anyone who needs to learn how to describe, position, recommend, and demonstrate HPE Hybrid IT technologies to meet a customer's technical and business requirements.

Typical candidates for this course are:

- Consultants
- Field Engineers
- Systems Engineers
- Solutions Integrators

Topics

- **HPE value proposition**
 - HPE GreenLake
 - Workload with products
 - Customer requirements
 - High-availability requirements and solutions
 - Available tools and resources (Power Advisor, OCS etc.)
- **HPE compute solutions**
 - HPE ProLiant ML/DL servers
 - HPE Apollo 2000 servers
 - HPE Services
 - Virtual and containerized workloads (VMs, Docker Containers)
- **HPE networking solutions**
 - Aruba CX 6000 and 8000 series
 - VLANs, IP addressing, Static routing
 - Networking security and secure management protocols (ACLs, SNMPv3, Radius/Tacacs+)
 - Storage networking technologies
 - SAN vs LAN vs NAS
- **HPE storage solutions**
 - SMB/NFS
 - MSA
 - Nimble
 - StoreEasy
 - StoreOnce VSA

Course ID	0001197140
Course format, Typical duration	Select one: VILT – Virtual Instructor Led, 5 days ILT – Instructor Led, 5 days
Skill level	Foundational (FND)
Delivery languages	English
Lab required	Yes
Related certifications	<ul style="list-style-type: none">• HPE ATP – Hybrid Cloud
In preparation for these exams	Selected items from this course are included in these exams: <ul style="list-style-type: none">• HPE Hybrid Cloud Solutions

[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.

- StoreEver
- Storage networking
- Perform storage configuration
- **HPE solution management**
 - HPE OneView with integration
 - iLO
 - Infosight/Remote Support
 - GreenLake management tools
- **Solution deployment, update and maintenance**
 - Intelligent Provisioning
 - Firmware
 - OneView
 - Maintenance and support procedures
- **Building a solution**
 - Storage, compute, networking and environmental components
 - Creation of a BOM

Objectives

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

- Describe, differentiate, and apply IT industry trends, standard architectures, technologies, and cloud delivery models.
- Gather and analyze customer business and technical requirements.
- Recommend and position HPE offerings (solutions, products, and *services*) for customer use cases.
- Describe HPE value differentiation/distinction in the marketplace, positioning, and upsell/cross sell opportunities.
- Present and Demonstrate the solution to the customer and coordinate implementation planning.
- Discuss ongoing Enhancements (upgrade, migration, optimization, etc.)

How to register

Click on this link to register for this course: <https://certification-learning.hpe.com/tr/TrainingCalendar?excludePartners=false&CourseId=0001197140>

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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Information is as of November 2022, Revision 1