HPE aruba networking

Selling Aruba Small Business Solutions

Course description

This course will guide channel partners to successfully position and sell the Aruba Instant On portfolio. It provides an overview of the Instant On products & solutions, examples of key use cases, customer benefits and Aruba's competitive differentiators. After completing the course and assessment, partners will receive the Aruba Small Business Sales Accreditation.

Ideal candidate for this course

Sellers in the Small and Medium Business space.

Course ID	0001201357
Course format, Typical duration	WBT – Web Based, Self Paced, 45 minutes
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.

Topics

- **Selling to small businesses**
  - What is a small business?
  - Small business trends
  - Unique small business challenges
  - Small business requirements
  - Small business opportunities
  - WiFi 6

- **Aruba Instant On**
  - End-to-end solution with Aruba Instant On portfolio
  - WiFi 6 with Aruba
  - Aruba Instant On portfolio
  - Aruba Instant On APs
  - Aruba Instant On switches
  - Instant On cloud feature set
  - Mobile app
  - Guest access portals
  - Software features
  - Cloud management for partners (MSP)
  - Warranty
  - Meeting customer business objectives

- **Selling Aruba Instant On**
  - Qualifying questions
  - Use cases
  - Customer examples
  - Seller benefits
  - Competition
  - Improved customer satisfaction

Objectives

At the end of this course, learners will be able to:

- Describe the unique needs of customers in the small business market
- Describe the Aruba Instant On portfolio and how it meets the unique needs of small businesses
- Position the appropriate Aruba solutions for a particular Small business use case
- Describe the high-level competitive landscape and explain how Aruba Partners can win with the Aruba SMB portfolio

How to register

Click on this link to register for this course: https://certification-learning.hpe.com/tr/TrainingCalendar?excludePartners=false&CourseId=0001201357

For more information

Contact our program