Selling HPE AI and As-a-Service Solutions, Rev 24.41

Course description

Learn how HPE leadership in fast-evolving AI technology and its partnership with NVIDIA opens new AI and as-a-service service sales opportunities by offering powerful, flexible AI-driven solutions.

The course content includes:
· The market trends driving customer preference for AI and as-as-service solutions.
· HPE's market leadership in AI-driven solutions.
· How to prepare for effective AI and as-a-service conversations with customers (includes AI primer)
· Positioning HPE SaaS and IaaS solutions, which run on HPE GreenLake cloud.
· Understanding the opportunity with HPE GreenLake Flex Solutions, tailored to specific customer requirements
· How HPE supports partners with their AI and as-a-service journey.

Course ID	0001209688
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
Related certifications	• HPE Sales Certified – AI and As-a-Service Solutions [2025]
In preparation for these exams	Selected items from this course are included in these exams: • Selling HPE AI and As-a-Service 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.

Ideal candidate for this course

Service providers and traditional channel partner sellers looking to build or expand their AI and as-a-service offerings.

Topics

- Introduction
- Reviewing Market Trends (includes AI primer)
- Why HPE?
- Selling HPE Software-as-a-Service (SaaS) Solutions
- Selling HPE Infrastructure-as-a-Service (IaaS) Solutions
- Selling HPE GreenLake Flex Solutions
- Selling HPE AI Solutions

Objectives

After you successfully complete this course, expect to be able to:
· Position HPE as a leader in AI
· Make HPE AI-driven solutions readily accessible to customers.
· Identify HPE SaaS and IaaS solutions sales opportunities.
· Communicate the benefits of HPE GreenLake Flex Solutions, tailored to specific customer requirements.
· Position HPE as a leader in sustainable IT solutions.

How to register

Click on this link to register for this course: https://certification-learning.hpe.com/tr/TrainingCalendar?excludePartners=false&CourseId=0001209688

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