

Selling HPE Compute and Storage Solutions

Exam description

This exam certifies you can identify opportunities across HPE compute, storage, and edge solutions.

It includes:

- Current market trends driving your customers' purchasing decisions in compute, storage, and networking.
- What sets HPE apart from other vendors in AI, edge-to cloud, and sustainable IT solutions.
- The unique benefits HPE offers both partners and customers with HPE compute, storage, and edge solutions.

Ideal candidate for this exam

HPE channel partner sales professionals.

Traditional sellers interested in increasing their sales expertise around HPE solutions (compute and storage).

Exam contents

This exam has 30 questions. Here are types of questions to expect:

- Multiple choice (single response)

Advice to help you take this exam

- Complete the training and review all course materials and documents before you take the exam.
- Exam items are based on expected knowledge acquired from job experience, an expected level of industry standard knowledge, or other prerequisites (events, supplemental materials, etc.).
- Successful completion of the course or study materials alone, does not ensure you will pass the exam.

Objectives

This exam validates that you can:

Exam ID	HPE2-E83
Exam type	Web based
Exam duration	1 hour
Exam length	30 questions
Passing score	70%
Delivery languages	English

Register for this Exam

First-time users: Learn how to access, schedule, and take an exam through the HPE credential management platform.

No reference material is allowed at the testing site. This exam may contain beta test items for experimental purposes.

Percentage of Exam	Sections/Objectives
16%	Market Trends <ul style="list-style-type: none"> • Explain the value and the challenges of adopting AI, edge computing, and hybrid cloud • Explain the challenges customers face in protecting their environments and complying with regulations • Explain the challenges customers face in simplifying management • Explain the challenges customers face in achieving sustainability
18%	Why HPE? <ul style="list-style-type: none"> • Explain how the HPE strategy and vision help customers take advantage of technologies such as HPC and AI • Describe the business value of HPE AI and HPC solutions • Explain how HPE Financial Services and HPE Services benefit customers
20%	HPE Compute solutions <ul style="list-style-type: none"> • Identify core HPE compute solutions • Describe the business values of HPE ProLiant security features • Describe the business values of workload optimization in HPE ProLiant solutions • Describe the business values of HPE compute solutions' intuitive management
20%	HPE Storage solutions <ul style="list-style-type: none"> • Describe the business value of HPE primary storage solutions • Describe the business value of HPE hyperconverged solutions • Describe the business value of HPE data protection solutions
13%	Selling HPE Edge Solutions <ul style="list-style-type: none"> • Describe the business value of HPE Aruba Networking security first networks • Describe the business value of an AI-powered network
13%	Selling Workload-Optimized Solutions <ul style="list-style-type: none"> • Uncover the right information and size solutions correctly • Position HPE solutions effectively against the competition • Overcome customer objections

For more information

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