



Hewlett Packard Enterprise



Kit Somal: HPE Master ASE – Storage Solutions Architect
HPE ASE – Server Solutions Architect
MBA (Rutgers University), Masters in Commerce (India) MCSE, MCDBA, CISSP, CGEIT, CRISC, CISM

Industry:

IT solutions provider to healthcare, financial, accounting, legal, and insurance

Challenges:

- Develop well-rounded skillset across software and hardware
- Keep up with rapidly changing technology
- Build confidence to lead with innovative IT solutions

Professional rewards:

- Advanced career to the highest levels
- Continually wins new business for company
- Gained reputation as expert and leader in IT

Training and certification drive long-term career success

HPE Master ASE is ready to tackle the most daunting technical challenges

From MBA to Master ASE

Kit Somal wasn't really supposed to be an IT guy. He started out in finance and marketing, having earned a Masters in Commerce followed by an MBA from Rutgers University. In a simple twist of fate, Kit began writing code for a database project and was immediately bitten by the technology bug. He went on to become a Microsoft Certified Solutions Expert (MCSE) and Microsoft Certified Database Administrator (MCDBA).

Kit felt that understanding software alone was not enough. He wanted a holistic and deeper perspective. While working for an HPE reseller, he became fascinated with server hardware and decided to enroll in HPE training. Hungry for more knowledge, he soon earned his first certification as an Accredited Solutions Expert (ASE) for servers.

Working on his ASE certification provided Kit with a whole new level of knowledge. He notes, "In training, we get direct hands-on experience to really understand the technology. We're taught by the best people in the world how to architect solutions correctly and to understand everything that affects server health and performance. It's a huge confidence-builder."

Soon after, Kit was on vacation in India when he received a message regarding the dangerous thermal temperature in a U.S. customer's control room. Immediately understanding the critical implications, he called his boss and quickly provided an effective solution. His boss was amazed at Kit's in-depth grasp of the technical situation and his ability to respond quickly with a

remediation plan even from a great distance away. This was just the first time Kit's ASE certification proved invaluable to both his employer and his customer.

Parlaying HPE certifications into business opportunities

Recognizing the growing importance of storage in the age of Big Data, during the course of the next year Kit achieved and maintains one of HPE's most demanding credentials: the HPE Master Storage Solutions Architect certification. The Master ASE is a recognized leader in translating business requirements into complex, often multi-site, HPE storage-based solutions. These elite experts have deep knowledge in physical, virtual and cloud environments, as well as proven skillsets to optimize de-duplication and backup/recovery services.

To earn this prized certification, experts like Kit must pass rigorous tests and devote many hours of additional time maintaining their skills in each of their focus areas. Kit agrees that it's crucial for any IT professional to continually maintain his or her education. In fact, he recommends taking advantage of the certification upgrade paths that HPE makes available. When appropriate for the technology and skillset, HPE offers upgrade paths enabling the move between certification versions more quickly. Upgrade paths focus on the critical changes within the competencies that warrant a revalidation of skills. This is key to remaining a recognized leader due to the rapid pace of change in technology.

“Customers recognize certifications. OPTIMUS asked me directly how they could know with confidence I was the right person to provide their solution. I pointed to my HPE Master ASE—Storage Solutions Architect certification and other credentials as proof. That sealed the deal.”

— Kit Somal, HPE Master ASE

Kit points out, “Staying current with technology is like ‘riding the tiger.’ When you’re riding, everyone thinks you’re great, but you can’t afford to get off because then you are lunch. So you need to always maintain your certifications and keep riding.”

The effort has paid off. Kit has advanced his career as an IT professional to the position of Chief Technology Officer of a leading IT solutions provider to the Fortune 1000. Most recently, Kit helped secure a valuable business deal with OPTIMUS Health Care thanks to his knowledge and skills.

Andre Furtado, IT director at OPTIMUS Health Care, explains, “Mr. Somal’s SAN skills and his impeccable credentials were a major deciding factor.”

Kit secured the business with OPTIMUS, because he was able to radically transform the customer’s IT infrastructure, eliminating performance problems affecting critical applications and backups. Kit was the sole architect of an innovative solution comprised of HPE servers, storage, and networking.

The customer speaks best to the results: “The upgrade was a resounding success! We observed a 300% performance increase in backup speed. Delays caused by disk I/O bottlenecks and other performance issues are nonexistent. And we now have a scalable, highly available, cutting-edge infrastructure with an extraordinary disaster plan.”

How to avoid missed opportunities

Kit’s HPE certifications and commitment to ongoing education have taken him far in his career, and will continue leading him to even greater business opportunities. So what would he say to someone not yet certified?

“I have worked with people who think they are experts and have been deploying solutions for a long time,” Kit remarks. “The problem is that the solutions are not optimally deployed! Even if the solution functions, it won’t survive a failure if it is not optimized. Even a simple hardware upgrade could bring it down. By passing up training and related certifications, engineers lack the knowledge and often the confidence to deliver innovative solutions that bring real, lasting value to customers. In many cases, they are simply missing great opportunities to excel as professionals.”



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