



NTT ICT's Knowledge Strategy

HPE Partner Ready Certification and Learning
a key to IT Leadership


**Hewlett Packard
Enterprise**


NTT Communications
ICT Solutions

NTT Communications ICT Solutions' (NTT ICT) reputation as a premier global IT provider is built on its history of delivering world-class solutions to its clients. Focused on helping organisations with smooth IT operations and transformation for the future, the company has developed the expertise of its team with help from HPE Partner Ready Certification and Learning.

“The most interesting and enjoyable experience is when you have to integrate all the different products and services offered by HPE to achieve a good business outcome for the customer.”

– *Bambos Haralambous,*
Presales Engineer

Strategic partnership with HPE

For NTT ICT in Australia, its 15-year partnership with HPE has been strategic on multiple levels – joint business development, joint product development and close sales engagement. As a key Platinum Partner of HPE in Australia, NTT ICT has invested heavily in HPE Partner Ready Certification and Learning, going above and beyond the required number of certifications. This has been crucial to their continued strength in the industry.

“Accreditation and certifications are important,” shared Julie Barbieri, Director National Sales and General Manager Infrastructure at NTT ICT, “From a customer’s point of view, we are an extension of HPE and they get the surety that the supplier is providing a quality service and risk is minimized.”

Staying Relevant

Although NTT ICT is a leading company in the field of IT solutions, they continue to upgrade and invest in HPE Partner Ready certifications so as to stay ahead of the game. Barbieri’s insight was that, “Technology changes quickly. If we want to be relevant in the market, we need the training and certification that comes with that.” HPE Partner Alliance Manager at NTT ICT, Joy McKay also added, “The management supports this by organizing internal training exercises and road map sessions to provide trainings for all parts of the NTT business.”

Their investments have definitely paid off as Bambos Haralambous, Pre-Sales Engineer at NTT ICT’s Melbourne office commented, “With my HPE server and storage certifications, I understood the clients’ requirements and could offer the right solution. The client mentioned on many occasions the trust he had in my ability to solve his problems based on my extensive product knowledge, experience and HPE certifications.”

NTT ICT’s HPE Platinum Partner Specializations



Gold Server
Specialist



Gold Networking
Specialist



Gold Services
Specialist



Gold Storage
Specialist

“Accreditations and certifications require a level of investment and focus. We are committed to HPE Partner Ready and Certification so the customer can be rest assured that they are in safe hands.”

– Julie Barbieri, Director National Sales & General Manager Infrastructure

A team of experts and veterans

With staff who continually upgrade themselves through sales and technical training and certifications, NTT ICT has established a team of best-in-class experts who are passionate in solving customer problems. The highly-qualified staff are all reputable industry veterans with a wealth of experience under their belts.

At a glance

- NTT ICT's knowledge strategy, supported by well-qualified and experienced sales and technical teams has enabled it to stay at the top of the IT solutions field in Australia.
- An in-house HPE Partner Alliance Manager provides a strategic edge to NTT ICT's focus on knowledge and skills investment.
- Choosing to invest in HPE Partner Ready Certification and Learning as well as the HPE BPSA program, NTT ICT is able to stay relevant and agile in this fast-paced and disruptive digital age.
- As a HPE Platinum Partner, NTT ICT has the capability to create end-to-end solutions and deliver world-class solutions to customers.

The company is also an active participant in the HPE Business Partner Solutions Architects (BPSA) program, a HPE program for presales architects that aims to increase capability, focus, productivity and mutual profitability in its partners. Adept at using HPE configuration tools and working on HPE server, storage and networking configurations, NTT ICT exemplifies the best of HPE Partner Ready Certification and Learning.

For clients, this means they benefit from the ability to harness HPE end-to-end solutions with the flexibility of transitioning from one environment to another. Ultimately, NTT ICT's industry know-how and strategic thinking work hand in hand to meet the customer's ICT challenges.

About NTT ICT

NTT Communications ICT Solutions (NTT ICT) provides network, infrastructure, security, cloud and managed services to Australian companies who care about quality. The team of local experts and engineers help companies decide which solution will best suit their business and deliver bespoke tools and services to make it easier for them to operate and innovate. NTT ICT also helps companies expand into Asia and globally, leverage their legacy IT to transform into next generation solutions and reduce complexity and risk.

NTT ICT is a wholly owned subsidiary company of NTT Communications, one of the largest ICT companies in the world. Their offerings are backed by NTT Communications worldwide infrastructure, including a leading global Tier 1 IP network reaching 196 countries/regions and 140 secure data centers worldwide. Every day, 80 of the Fortune 100 companies trust NTT ICT's technology to do their work.

Aside from its significant R&D, investment in time and resources to the HPE Partner Ready certification has helped to cement NTT ICT's position as a leader in Australia.

About HPE Partner Ready Certification and Learning

HPE Partner Ready Certification and Learning can open doors by providing professional certifications as well as continuous learning activities and plans for the most sought-after IT disciplines and top IT Transformation areas—including convergence, cloud computing, networking, servers, and storage. You get the hands-on experience you need to start quickly. And you learn how to design solutions that deliver business value.

HPE Partner Ready Certification and Learning gives you:

- A focus on the knowledge and skill-building activities in the leading technology Transformation Areas, products, and solutions that drive the greatest number of business opportunities
- A full range of certifications for all skill levels, from foundational to master
- Personalized learning plans that are customized to your level of expertise and technology areas of interest
- Respect from earning advanced HPE certifications and the technical knowledge and know-how that comes from them
- A supportive global community of IT professionals
- A learning curriculum of unprecedented breadth and depth that capitalizes on HPE's long-standing, world-leading IT solution expertise



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