

Brochure

Accelerate your transformation

Build the knowledge and skills to capitalize on new opportunities



Hewlett Packard
Enterprise

4 out of 5 HPE Master ASEs say their certification has helped them do a better job.¹

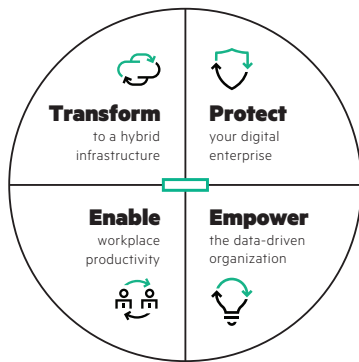
Success today is defined by the ability and skill to turn ideas into value faster than your competition. Hewlett Packard Enterprise Partner Ready Certification and Learning can equip you and your team with the knowledge, skill, and continuous learning needed to identify and capitalize on these new opportunities.

Accelerate IT transformation

IT professionals can no longer remain siloed and deeply rooted in one technology area or another.

New skills in high demand today are those that:

- **Transform** organizations into a hybrid infrastructure
- **Protect** the digital enterprise
- **Empower** the data-driven organization
- **Enable** workplace productivity



IT Transformation Areas

We call these areas the four Transformation Areas. They address our customers’ most important business outcomes: increasing agility and flexibility, reducing costs, generating revenue and profit growth, minimizing risk, and improving customer and employee experiences.

For each of these four Transformation Areas, partners can access web-based trainings, solution briefs, quick reference cards, and solution design and configuration guides in what we call Transformation Area (“TA”) Solution Bundles to lead the conversation, drive bigger wins, and deliver the business outcomes your customers care about most.

“The most profound and disruptive opportunities still lie ahead of us.”

— Meg Whitman, HPE President and CEO

¹ Survey of HPE Master ASEs, February 2016

HPE Partner Ready Certification and Learning provides avenues for skills exploration, training, and validation

| EXPLORE | LEARN | VALIDATE |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> • Free education • Personalized learning plans • Self-study with HPE Press • Community and HPE user group • Knowledge Credit continuous learning activities | <p>Classroom learning</p> <ul style="list-style-type: none"> • Online • Web-based • Hands-on labs • Simulators | <p>Professional certification</p> <ul style="list-style-type: none"> • Fast-track for certification holders • HPE invitation-only events • HPE Press discounts |

Individuals with advanced HPE certifications achieve better close rates and **increased deal size.**²

HPE Partner Ready Certification and Learning—helping drive your personal and business acceleration

HPE Partner Ready Certification and Learning can open doors by providing you and your team with the most sought-after IT skills and knowledge. You get the hands-on experience you need to start quickly. You will also learn how to design solutions that increase your value to your customer and your employer.

HPE Partner Ready Certification and Learning gives you:

- A focus on the knowledge and skill-building activities in the leading technologies, products, and solutions that will drive customer change
- Access to training where and how you want it: self-paced web learning, traditional classroom, video on-demand, live virtual instructor led, hands-on labs, or dedicated on-site training
- A learning curriculum of unprecedented breadth and depth that capitalizes on HPE’s long-standing, world-leading IT solution expertise
- Personalized learning plans that allow you to customize according 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

² Survey of HPE Master ASEs, February 2016

Explore

The HPE Partner Ready Certification and Learning journey begins with exploration. With the My Learning Portal, your personalized IT skills resource, you can easily find what you need based on your role and area of interest. In fact, you can explore multiple technologies and career paths—and benefit from a wide range of free content—right from your own desk.

Try for free

Go to Mylearninghpe.com and log in using your HPE Passport credentials, or create your login.

Visit My Learning Portal to find a variety of learning opportunities. From there you can start working on your learning plan or path to certification.

Get free content

Head over to the [My Learning Portal](#), and choose from wide variety of learning opportunities. You'll find a wealth of detailed information about a variety of data center topics, much of it available at no charge to you.

Subscribe to a learning plan

Join the My Learning Plans area. From here, you can create a personalized learning plan based on your interests and career objectives, or you can design a plan around a particular product, technology, or IT Transformation Area. As you acquire more knowledge and progressively increase your skill level, your learning plan will help ensure that you take the most efficient path toward your goal.

Succeed with self-study

Self-study guides and exam prep materials from HPE Press let you study when and where you want. Learn top-of-mind technologies like cloud computing and networking at your own speed. Use HPE Press materials for reference guides while on the job. See the wide variety of study materials—including free content—at hpepress.hpe.com.

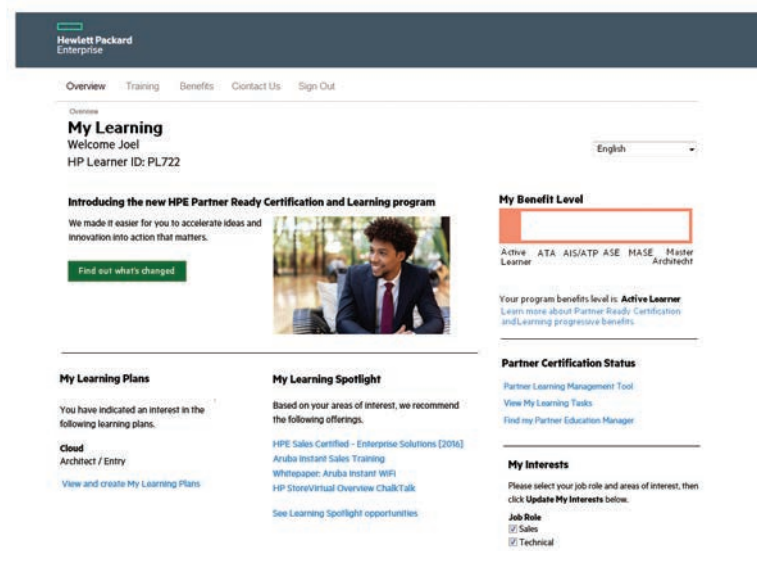
Join the community

When you join, HPE Partner Ready Certification and Learning, you enter a unique global community with more than 1 million members. Engineer or associate, architect or administrator, support or sales staff, you'll find peers and partners to connect with. Targeted forums and other tools help you immediately network with IT pros and HPE experts for guidance, problem-solving, best practices, and expertise. You can get to know HPE-certified professionals, and even find expert help for passing certification exams.

Learn

The My Learning Portal is your one-stop shop for skills

- Create your own learning plan
- View the certifications recommended specifically for you
- Find free and fee-based learning opportunities
- See which benefits you are eligible for



90+
certifications

600+
courses

800+
instructors

22,000
square feet of lab training
facilities around the globe

Customers want to work most with professionals who have up-to-date knowledge and skills year round. Using your personalized My Learning Portal, you can quickly put together a personalized learning plan and start acquiring invaluable IT skills—knowledge you can put to use immediately. We offer training in fast-growing fields, such as the most important Transformation Areas shaping the future of IT, including cloud computing, SDN, campus, brand and edge, and IoT, as well as the traditional data center with server, storage, networking, and IT management.

Partner organizations holding or working toward a Hewlett Packard Enterprise Partner Ready Silver, Gold, or Platinum Specialist designation can receive credit for their investment of time and learning in a variety of learning activities like HPE events, training courses, product introduction webinars, and other activities in our curated Knowledge Credit program. Consult the [Knowledge Credit Quick Reference Guide](#) for information on how to enroll in the program and get started.

Train the way you want to

Choose from a variety of training avenues, including:

- In-person, instructor-led classroom education at hundreds of authorized training centers worldwide
- Remote or online instructor-led training for the working student who still can commit time to instruction at a scheduled hour
- Flexible Web-based training for the busy professional

Get real-world experience

Gain experience and build your skills via:

- Hands-on labs in a classroom setting
- Remote, real-time access to labs equipped with live IT equipment setups and hardware
- Online simulators

80% of IT managers say that training is critical to success.³

HPE learning and professional career certifications span the full range of HPE enterprise and SMB hardware and software

- Cloud computing
- HPE Converged Systems
- Converged infrastructure/data center
- Mobility applications
- Networking
- Operating systems
- Servers and blades
- Software-defined networking
- Storage
- Wireless technology

“IT professionals with a certification and three years of experience have 60% more capability than those with experience alone.”⁴

Validate

HPE certifications are some of the most respected in the industry, and Master ASEs are known for their technical knowledge and know-how. According to IDC, IT professionals with a certification and three years of experience have 60% more capabilities than those with experience alone.⁴

Advance through multiple levels

The HPE Partner Ready Certification and Learning program offers certifications representing everything from entry-level to master-level contributor.

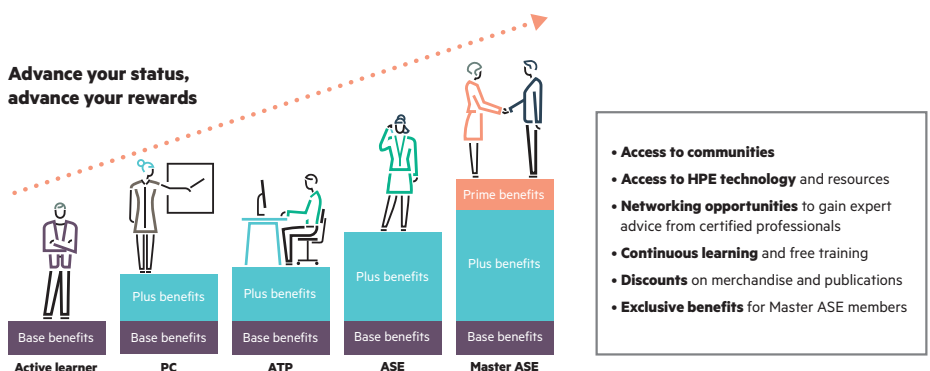
HPE technical career certifications validate your skills

| CERTIFICATION | WHAT IT MEANS |
|-----------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| HPE Product Certified | Validates that you can recommend and demonstrate a specific HPE product or solution. It also shows that you understand the benefits and strengths of the solution or product. |
| HPE Sales Certified | Indicates skills to harness HPE tools and resources to effectively uncover top customer needs, identify and validate the best sales opportunities, and leverage the top IT Transformation Areas that customer care about most. |
| HPE Accredited Technical Professional (ATP) | Introductory level certification. The individual understands the fundamental concepts, terms, technologies, and processes needed to implement and design HPE solutions, install and configure equipment and software, and administer and support the solutions. |
| HPE Accredited Solutions Expert (ASE) | Indicates advanced technical skills for enterprise technologies. This person can design, implement, administer, or deploy and support IT solutions aligned to a specific job role. |
| HPE Master Accredited Solutions Expert (Master ASE) | The pinnacle of our certifications. This individual has demonstrated rich technical skills in advanced enterprise solutions, combined with IT business acumen. The Master ASE can align information technology to an organization’s financial and business goals, and is able to design and implement complex solutions—from the proposal stage to live deployment. |

Get progressive benefits and rewards

The Certification and Learning program rewards you with progressively greater benefits and rewards. These depend on your status in the program, and can include invitation-only seminars and webinars, along with access to HPE technologists and other HPE resources. You may also qualify for discounts on merchandise and HPE Press publications.

When you join HPE Partner Ready Certification and Learning, you enter a unique global community with more than 1 million members. Expert or professional, architect or administrator, support or sales staff, you'll find peers and partners to connect with. As you progress through the levels of certification you will gain access to a broader range of benefits.



⁴ IDC Infographic 2037, Jan 2016

HPE Master ASEs **earn more respect** and are known for their technical knowledge and know-how.

Specialized certification paths are often available for professionals holding other certifications.

With HPE Partner Ready Certification and Learning certifications, you can advance to progressively more responsible job levels, and also change roles within each level:

| CERTIFICATION LEVEL | JOB RESPONSIBILITIES |
|--------------------------------------|-----------------------------------------------------------------------------------------------------------------------------|
| Professional level – HPE ATP | <ul style="list-style-type: none">• Architect• Integrator• Administration• Support |
| Expert level – HPE ASE | <ul style="list-style-type: none">• Architect• Integrator• Administration• Support |
| Master level – HPE Master ASE | <ul style="list-style-type: none">• Architect• Integrator• Administration• Support |

Affiliate certifications for HPE partners

If you're employed by an HPE reseller, you can acquire HPE Affiliate (partner-restricted) certifications. Exclusively for HPE channel resellers, these certifications are designed to validate the skills required to meet HPE partner program and service support qualifications.

How to get started

HPE Partner Ready Certification and Learning equips you with the knowledge to architect, deploy, and take advantage of HPE solutions to harness the Idea Economy and accelerate IT transformation to meet the needs of the New Style of Business. To start your learning journey, explore the My Learning Portal for free Web-based training, guided learning plans, and Continuous Learning activities, or step right onto an HPE certification path.

Learn more at mylearninghpe.com



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