



Brochure

Accelerate your transformation

Get the training you need to deliver the outcomes your customers want



Hewlett Packard
Enterprise

80%

of IT managers say training is critical to project success.¹

Success today depends on the ability to turn ideas into value faster than the competition. HPE Partner Ready Certification and Learning can equip you and your team with the knowledge, skill, and continuous learning you need to capitalize on new opportunities and help customers accelerate time to value.

Accelerate IT transformation and innovation

IT professionals can no longer remain siloed and focused on just one technology area. Everything is becoming software-defined. Technology is being embedded everywhere—connecting everyone and everything—and generating masses of data that can be tapped for valuable insights that drive critical business decisions.

You and your team need skills and training around new applications, data, and the optimization of current IT environments. Only with the right skills and training can you help your customers accelerate IT transformation, innovation, and time to value.

Achieve competency in today's key skill areas

Today, top IT professionals are gaining new skills around **Hybrid IT, data and analytics**, and **Intelligent Edge**. HPE Partners can get the sales tools and technical skills they need to lead the conversation and deploy solutions within these three domains.



Tools such as videos, sales play cards, field guides, tek talks, reference architectures, and success stories are all available to you through the Partner Ready Portal. And through HPE Partner Ready Certification and Learning, you can access the training, skills, and certification you need to:

- Deliver the business outcomes customers care about.
- Empower customers to compete effectively in the idea economy.
- Expand your professional connections, and advance your career.

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

– Meg Whitman, HPE President and CEO

¹ “Realize Technology Value with Training.”
IDC Infographic #2037, January 2016.



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

Explore	Learn	Validate
• Free education	• Classroom learning	• Professional certification
• Personalized learning plans	• Virtual instructor	• Fast-track for certification holders
• Self-study with HPE Press	• Web-based	• HPE invitation-only events
• Community and HPE user group	• Hands-on and self-directed labs	• Competency practice validation ²
• Knowledge Credit continuous learning activities	• Simulators and emulators	

Professionals with advanced HPE certifications achieve better close rates and **increased deal size**.³

HPE Partner Ready Certification and Learning—empower your customers, drive your career

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

HPE Partner Ready Certification and Learning gives you:

- Knowledge and skills around the technologies, products, and solutions that are driving customer change
- Training, where and how you want it: self-paced web learning, traditional classroom, video on-demand, virtual instructor-led, hands-on and self-directed labs, simulators and emulators, or dedicated on-site training
- A curriculum of unmatched breadth and depth that capitalizes on HPE’s longstanding, world-leading IT solution expertise
- Personalized learning plans to fit with your expertise, job role, and interests
- A supportive global community of IT professionals
- Advanced HPE certifications and all the know-how and respect that comes with them

² For HPE Partners achieving specializations.

³ Survey of HPE Master ASEs, February 2016.

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, many of them offered free of charge. From there, you can start working on your learning plan or path to certification.

My Learning Portal—your one-stop skills shop

- 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

Explore

You can begin your HPE Partner Ready Certification and Learning journey by heading over to the [My Learning Portal](#)—your personalized IT skills resource. There, you can find options that fit your role and areas of interest, explore multiple technologies and career paths, and benefit from a wide range of free content—all from your own desk. Through the My Learning Portal, you can:

Get free content. You'll find a wealth of detailed information about a variety of IT topics—much of it available at no charge to you.

Subscribe to a learning plan. Explore the My Learning Plans area in your My Learning Portal. Create a personalized plan based on your interests and career objectives, or select a curated plan in a technology area of interest to you. As you advance, your plan will keep you up-to-date and progressing efficiently.

Succeed with self-study. Self-study guides, self-directed labs, and exam prep materials from HPE Press let you learn when and where you want, at your own speed. HPE Press materials also serve as handy 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 hundreds of thousands of members. Engineer or associate, architect or integrator, support or sales staff, you'll find peers and partners to connect with. Forums, blogs, special event meetings, and other tools help you 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.

The screenshot displays the My Learning Portal interface. At the top, there is a navigation bar with tabs for Overview, Training, Benefits, Contact Us, and Sign Out. Below this, the user is logged in as 'Demo_Reseller AMS_5_User_A' with an HPE Learner ID of 'PL72269583'. A language dropdown menu is set to 'English'. The main content area features a prominent announcement for the 'HPE ASE - Synergy Solutions Integrator V1 certification', including a 'Find out more' button and a photo of two people in a server room. To the right, a 'My Benefit Level' progress bar shows the user is at the 'Active Learner' stage, with subsequent stages being ATP, ASE, and Master ASE. Below the announcement, there are sections for 'My Alerts' (announcing new software certifications), 'My Learning Plans' (listing 'Composable and Software Defined' plans), 'My Learning Spotlight' (recommending HPE SimpliVity 380 content), 'Partner Certification Status' (with links to management tools and resources), and 'My Interests' (prompting the user to select their job role).

40+ certifications

2000+ courses

450+ instructors

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

Learn

Your customers rely on your having up-to-date knowledge and skills. Use your My Learning Portal to quickly create your personalized learning plan and start gaining valuable IT skills you can use immediately.

Get training in server, storage, data center networking, mobility, and infrastructure management, as well as fast-growing fields such as composable infrastructure, hybrid infrastructure and cloud, software defined networking, the Intelligent Edge, and Internet of Things.

Partner organizations holding or working toward an HPE Partner Ready Silver, Gold, or Platinum Specialist designation can receive recognition for continuous learning activities such as attendance at HPE events, training courses, product introduction webinars, and other learning activities in our curated Knowledge Credit program. Consult the **Knowledge Credit Quick Reference Guide** for more information.

Train the way you want to

Choose from:

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

Get real-world experience

Gain experience and 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 and emulators

Learning and certifications spanning a wide range of technologies

- Hybrid infrastructure and cloud
- Converged systems
- Composable infrastructure
- Mobility
- Data center networking
- Servers and blades
- Storage

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

Validate

HPE certifications are some of the most respected in the industry. According to IDC, IT professionals with a certification and three years of experience have almost 60% more capabilities than those with experience alone.

Advance through multiple levels

The HPE Partner Ready Certification and Learning Program offers certification for technical and sales professionals. Technical certifications allow progression from entry-level to master.

HPE certification levels

Certification	What it means
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 solution areas that customers care about most.
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 Accredited Technical Professional (ATP)	Introductory level certification. The individual understands the fundamental concepts, terms, technologies, and processes needed to implement and design HPE solutions.
HPE Accredited Solutions Expert (ASE)	Advanced level certification. Indicates expert technical skills for proposing, designing, implementing, configuring, administering, or supporting enterprise IT solutions.
HPE Master Accredited Solutions Expert (Master ASE)	The pinnacle of our certifications. This individual has demonstrated expert 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.

We also offer a range of **technical certifications**—from associate to expert—supporting Aruba, a Hewlett Packard Enterprise company.

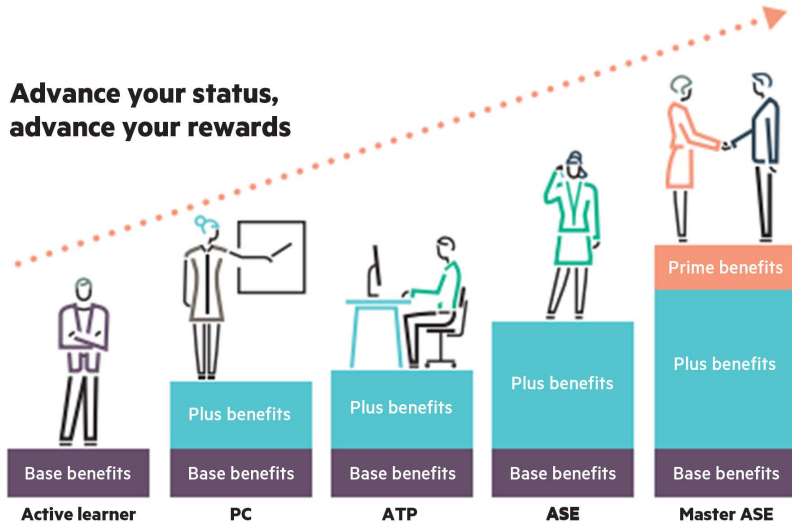
⁴ "Realize Technology Value with Training." IDC Infographic #2037, January 2016.

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

HPE Master ASEs are known and respected for their vast technical knowledge and skills.

Get progressive benefits and rewards

The Certification and Learning program rewards you with progressively greater benefits and rewards. These 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.



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

Ready to equip yourself with the knowledge and skills you need to lead the IT conversation, drive bigger wins, and deliver the business outcomes your customers want? To get started:

1. Register for our **program**.
2. Explore free web-based training, guided learning plans, continuous learning activities, and HPE certifications in the **My Learning Portal**.

Learn more about HPE's certification and learning at **certification-learning.hpe.com**



Make the right purchase decision. Click here to chat with our presales specialists.



Sign up for updates
