Configuring HPE GreenLake Solutions, Rev. 20.11

Course description

This course is specifically designed for HPE partner presales professionals to help identify and qualify HPE GreenLake opportunities as well as design, propose, and quote HPE GreenLake solutions.

The course content includes:
• The HPE GreenLake Opportunity and the industry trends that drive customers to new consumption models
• Articulating the HPE GreenLake value proposition to customers and the significant opportunity for partners
• How to qualify the HPE GreenLake customer and the HPE GreenLake sales process
• Designing and quoting an HPE GreenLake Solution
• Building the business case for an HPE GreenLake Solution in technical and financial terms
• The final steps in the sales process that lead to quoting and proposal as well as the change order process

Please note: for the best learning experience, it is recommended that you use Google Chrome to take this course. Course duration my vary depending on learning style.

Course ID	01129162
Course format, Typical duration	WBT - Web Based, Self Paced, 7 hours
Skill level	Advanced
Delivery languages	English
Lab required	No

Register for this course.
Find this course offering in the Training calendar. Click "Register" to take the course in The Learning Center. Login and Password required.

Ideal candidate for this course

Channel Partner Presales Solutions Architects, Sales Engineers, or individuals in sales and/or presales technical roles who sell, design, and configure HPE GreenLake solutions

Suggested prerequisites

not applicable

Topics

- **The HPE GreenLake Opportunity**
- **Selling the Value of the HPE GreenLake Portfolio**
- **Qualifying the HPE GreenLake Customer**
- **Designing the HPE GreenLake Solution**
- **Building the Business Case**
- **Finalizing the Solution**

Objectives

After you successfully complete this course, expect to be able to:
• Identify and describe HPE GreenLake solutions
• Design HPE GreenLake Solutions
• Propose HPE GreenLake Solutions

How to register

View the Certification and Learning Global Training Calendar to register for the training offerings that best meets your needs.

For more information

Contact our program

herein.

Information is as of January 2020, Revision 1.