

# HPE Edge-to-Cloud Solutions, Rev. 22.41

## Course description

The HPE Edge-to-Cloud Solutions course lasts five days and teaches you how to describe and differentiate HPE Edge-to-Cloud and GreenLake solutions based on HPE technologies and industry standards. Hands-on activities will guide you through design exercises using skills such as information gathering and analyzing customer business and technical requirements. You will learn to recommend and position HPE GreenLake, compute, storage, network solutions, tools, and appropriate services for customer use cases and workloads.

## Ideal candidate for this course

The ideal candidate for this course is anyone who needs to learn how to describe, position, recommend, and demonstrate HPE Edge to Cloud technologies to meet a customer's technical and business requirements.

Typical candidates for this course are:

- Consultants
- Field Engineers
- Systems Engineers
- Solutions Integrators

## Topics

### • Course overview and introduction

**Learning objectives:** At the end of this module, the participant should be able to:

- Describe the purpose and content of the HPE ASE Edge to Cloud course
- Recognize the psychological principles used in this course
- Discuss the exam preparation checklist

### • HPE value proposition

**Learning objectives:** At the end of this module, the participant should be able to:

- Explain different types of workloads and their characteristics
- Describe HPE portfolio positioning
- Describe different types of solutions and their use cases
- Describe different customer requirements, including cloud implementation use cases and benefits
- Define business continuity requirements and solutions
- Explain and apply business value knowledge
- List available resources including tools used for sizing
- Describe HPE InfoSight
- Discuss HPE GreenLake

### • Planning and designing compute elements of an HPE solution

**Learning objectives:** At the end of this module, the participant should be able to:

- Explain the HPE Synergy platform:
- Architecture, design rules and Virtual Connect technology
- Describe the HPE EdgeLine portfolio
- Describe the HPE Moonshot portfolio

### • Planning and designing networking elements of an HPE solution

**Learning objectives:** At the end of this module, the participant should be able to:

- Explain LAN networking

<b>Course ID</b>	0001197139
<b>Course format, Typical duration</b>	<b>Select one:</b> VILT - Virtual Instructor Led, 5 days ILT - Instructor Led, 5 days
<b>Skill level</b>	Intermediate
<b>Delivery languages</b>	English
<b>Lab required</b>	Yes

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.

- Overview and positioning of Aruba CX switches
- Explain and implement Virtual Switching Extension
- Explain Quality of Service and Data Center Bridging protocols
- Describe and implement Aruba NetEdit
- Describe Network Analytics Engine

- Storage networking

- Overview and position storage networking offerings (B/C/M-Series)
- List management options
- Explain protocols (FC/iSCSI/NVMe-oF/RoCE)
- List SAN topologies
- Explain SAN features, services and security
- Discuss monitoring options

- **Planning and designing storage elements of an HPE solution**

**Learning objectives:** At the end of this module, the participant should be able to:

- Describe and explain products positioning
- List building blocks, management options, features, and monitoring capabilities of HPE Alletra 6000 and 9000
- List building blocks, management options, features, and monitoring capabilities of HPE SimpliVity
- Describe HPE GreenLake for Storage
- Plan and size HPE Alletra 6000, 9000 and HPE SimpliVity

- **Planning and designing a software-defined storage solution**

**Learning objectives:** At the end of this module, the participant should be able to:

- Introduce the object-storage concept
- Describe and explain available options (Scality, Cohesity, Qumulo)
- Describe and explain HPE Ezmeral Data Fabric
- Explain positioning
- Describe solutions architectures
- HPE hardware platforms used to deploy the solution
- List solutions features
- Plan and size a solution

- **Planning and designing a containers solution**

**Learning objectives:** At the end of this module, the participant should be able to:

- Explain the containers concept and their advantages
- Describe and explain Kubernetes
- Overview CSI driver concept
- List CSI-supported HPE solutions
- Present solution architecture and building blocks
- Overview container protection solutions

- **Planning and designing a data protection solution**

**Learning objectives:** At the end of this module, the participant should be able to:

- Explain the data protection concepts (theory, terminology such as 3-2-1, RPO, RTO, BC, DR, etc.)
- Differentiate data protection technologies (snapshot, replication)
- Plan backup topology
- Describe ways to protect from ransomware
- Compare types of backups (full, incremental (forward and reverse), synthetic)
- Overview hardware offerings and associated technologies (StoreOnce, StoreEver)
- Discuss data reduction (compression, deduplication)

- **Integrating data protection software and services**

**Learning objectives:** At the end of this module, the participant should be able to:

- Demonstrate Catalyst integrations
- List Veeam integrations with HPE hardware products:
  - Short-term protection products and technologies (snapshot integration): Alletra
  - Long-term protection products and technologies (backup repository platforms): StoreOnce, Apollo 4000

- Explain Zerto architecture and advantages
- List HPE GreenLake data protection offerings
- Describe HPE Data Services Cloud Console protection policies
- Present HPE Backup and Recovery Service

## Objectives

After you successfully complete this course, expect to be able to:

- Describe, differentiate, and apply IT industry trends, standard architectures, technologies, and cloud delivery models.
- Gather and analyze customer business and technical requirements.
- Recommend and position HPE offerings (solutions, products, and \*services\*) for customer use cases.
- Understand HPE value differentiation/distinction in the marketplace, positioning, and upsell/cross sell opportunities.
- Architect and design an HPE solution based on customer needs.
- Qualify, architect, plan, and design for GL Private Cloud Offering (Cloud Services side).
- Qualify, architect, plan, and design the traditional of a solution.
- Present and Demonstrate the solution to the customer and coordinate implementation planning.

## How to register

View the [Certification and Learning Global Training Calendar](#) to register for the training offerings that best meets your needs.

## Policies, fees and cancellations

Course fees may vary. Fees are established and collected by the training center that delivers the course. Cancellation fees may apply. Contact your HPE Authorized Training Partner for their respective policies.

## For more information

[Contact our program](#)

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