

HPE Hybrid Cloud Solutions, Rev. 22.41

Course description

The HPE ATP Hybrid Cloud Solutions course is five days in duration and includes lectures and lab activities in the ratio of approximately 30/70 (lectures/activities). Hands-on lab exercises are performed using resources hosted by the HPE Partner Ready lab team. This course exposes participants to the HPE portfolio and HPE GreenLake services. It will focus on HPE networking, server, and storage solutions for SMB customers. Through customer scenarios and extensive hands-on labs, participants will learn how to match different types of workloads with HPE products, learn about HPE management tools, and have an introduction to virtual and containerized workloads.

Course ID	0001197140
Course format, Typical duration	Select one: VILT - Virtual Instructor Led, 5 days ILT - Instructor Led, 5 days
Skill level	Foundational
Delivery languages	English
Lab required	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.

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 hybrid IT 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 ATP Hybrid Cloud Solutions 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:

- Describe HPE portfolio positioning
- Describe HPE GreenLake
- Match different types of workload with products
- Describe different customer requirements
- Explain basic high-availability requirements and solutions
- List available tools and resources (Power Advisor, OCS etc.)

• HPE compute solutions

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

- Explain HPE ProLiant ML/DL servers
- Explain basic HPE Apollo 2000 servers
- Identify available HPE Services
- Introduction to basic virtual and containerized workloads (VMs, Docker Containers)

• HPE networking solutions

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

- Explain HPE networking portfolio (Aruba CX 6000 and 8000 series)
- Explain basic networking technologies and concepts (VLANs, IP addressing, Static routing)
- Explain basic networking security and secure management protocols (ACLs, SNMPv3, Radius/Tacacs+)

- Explain basic storage networking technologies and concepts
 - Compare and contrast SAN vs LAN vs NAS
- **HPE storage solutions**
Learning objectives: At the end of this module, the participant should be able to:
 - Discuss basics:
 - Protocols overview
 - Block vs object storage
 - RAID levels
 - Interface types
 - Disk types
 - SMB/NFS
 - Describe and explain products positioning
 - MSA
 - Nimble
 - StoreEasy
 - StoreOnce VSA
 - StoreEver
 - Storage networking
 - Perform storage configuration
- **HPE solution management**
Learning objectives: At the end of this module, the participant should be able to:
 - Explain the various management tools used for HPE solutions:
 - HPE OneView with integration (possibly integration like Storage Integration Pack or vCenter and MS SC will end-up on ASE)
 - iLO
 - Infosight/Remote Support
 - GreenLake management tools
- **Solution deployment, update and maintenance**
Learning objectives: At the end of this module, the participant should be able to:
 - Explain the various tools used for solution deployment
 - Intelligent Provisioning
 - Explain the update process
 - Firmware update
 - OneView update
 - Explain various maintenance and support procedures
- **Building a solution**
Learning objectives: At the end of this module, the participant should be able to:
 - Plan comprehensive HPE solution including storage, compute, networking and environmental components
 - Prepare BOM

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.
- 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 the traditional of a solution.
- Present and Demonstrate the solution to the customer and coordinate implementation planning.
- Ongoing Enhancements (upgrade, migration, optimization, etc.)
- Troubleshoot and repair HPE SMB solution components

- Management

- 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.
- Describe 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 the traditional of a solution.
- Present and Demonstrate the solution to the customer and coordinate implementation planning.
- Discuss ongoing Enhancements (upgrade, migration, optimization, etc.)
- Troubleshoot and repair HPE SMB solution components
- Identify and describe management and administration tools

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

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