



# Certification and Learning program

Get more opportunities with HPE certifications



**Hewlett Packard**  
Enterprise

**Program guide**

# Table of contents

## **3 Why get certified?**

3 Certifications: A win-win approach

## **4 Program overview**

4 Certification and Learning program

## **5 HPE technical certifications**

5 Overview

10 Process

11 HPE Tech Pro

## **12 HPE sales certifications**

12 Overview

13 HPE Sales Pro

## **14 HPE Aruba Networking certifications**

14 Overview

## **19 Resources**

19 Get help

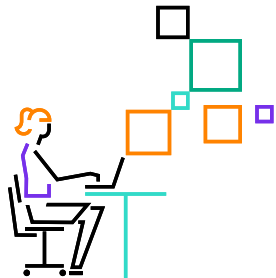
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Certifications: A win-win approach

The value of certifications:

81%

of IT decision-makers believe that certified IT consultants produce higher quality work than their noncertified colleagues.<sup>1</sup>



[HPE infographic](#)

## Why get certified?

### Certifications: A win-win approach

While employers often include certification as a prerequisite when seeking qualified candidates to fill positions, certified professionals receive numerous benefits:

Higher salaries:

**35% of IT-certified professionals earned a pay increase of 20% or more.<sup>1</sup>**

Enhanced skill sets:

**72% of IT-certified professionals are more efficient.<sup>1</sup>**

More ROI for employers:

**IT-certified professionals bring \$10,000 more value.<sup>1</sup>**

Increased respect from peers:

**79% of IT-certified professionals feel more respected by co-workers.<sup>1</sup>**

<sup>1</sup> "2023 Value of IT Certification | Candidate Report," Pearson VUE, 2023.

# Program overview

## Certification and Learning program

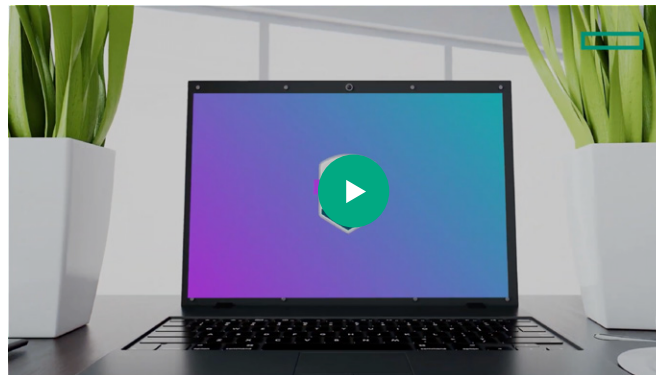
An HPE certification verifies your sales or technical skills and knowledge, enhancing your credibility among customers and colleagues and validating your ability to lead technology change and drive business outcomes.



### HPE technical certifications

demonstrate your expertise in our industry-leading solutions as well as transferable multivendor technologies.

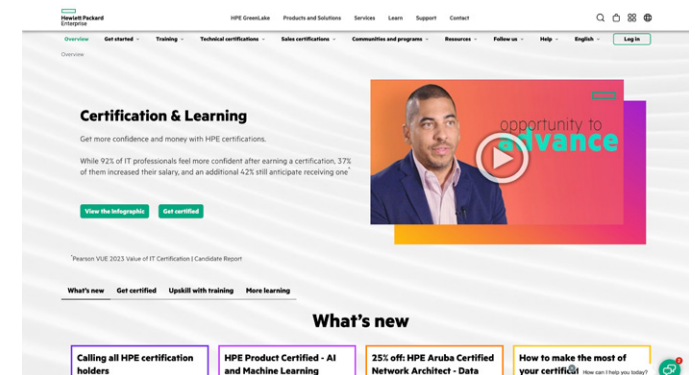
Watch the [video](#) (00:02:31).



### HPE sales certifications

help you achieve your full selling potential by improving your sales expertise in specific solution areas and enabling you to articulate their value proposition.

Watch the [video](#) (00:02:03).



### Learn more

Visit the [Certification and Learning](#) site.



Overview

Certification portfolio

[Compute](#)

[Software](#)

[Hybrid Cloud](#)

[Storage](#)

[High Performance Computing](#)

[HPE GreenLake Cloud Services](#)

Save up to

45%

on a comprehensive set of resources to help you prepare and succeed through your certification journey.

[Learn more.](#)

HPE Certification Advantage Program

## HPE technical certifications

### Overview

HPE technical certifications give you the skills you need to stay up to date with the ever-evolving technology and growing HPE portfolio. They help strengthen your thought leadership and optimize the solutions you design.

[Learn more.](#)

Click on the boxes below.

### Career certifications from entry to expert levels



### Keep your certification current:

Under HPE new versionless approach to technical certifications, you need to recertify once every three years.

[Learn more.](#)

Overview

Certification portfolio

[Compute](#)

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[Storage](#)

[High Performance Computing](#)

[HPE GreenLake Cloud Services](#)

HPE ATP

One device at a time” configuration, setup , and management of HPE technology solutions for SMB and mid-market customers.

[View all certifications.](#)

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Certification portfolio

[Compute](#)

[Software](#)

[Hybrid Cloud](#)

[Storage](#)

[High Performance Computing](#)

[HPE GreenLake Cloud Services](#)

**HPE Accredited  
Solutions Expert  
(HPE ASE)**

Multiple devices at a time, scalable configuration, setup, and management with midrange enterprise-class HPE equipment

[View all certifications.](#)

## HPE technical certifications

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[HPE GreenLake Cloud Services](#)

**HPE Master  
Accredited  
Solutions Expert  
(HPE Master ASE)**

The pinnacle of our certifications validates demonstrated expert technical skills in advanced enterprise solutions, combined with IT business acumen.

**Blog post:** [Setting you up for success on your next HPE Master ASE certification](#)

[View all certifications.](#)

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[High Performance Computing](#)

[HPE GreenLake Cloud Services](#)

Product and solution  
certifications

Validate that you can recommend and demonstrate a specific HPE product or solution.

[View all certifications.](#)

# HPE technical certifications

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[Learn more.](#)

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## Career certifications from entry to expert levels



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[Learn more.](#)

# HPE technical certifications

## Process

1

### Get trained

Whether you are preparing for your next certification or just want to stay in the know, our courses help you acquire the fundamental skills on the latest IT technology and HPE solutions.

Training classes: Find a convenient class delivered virtually or in person.

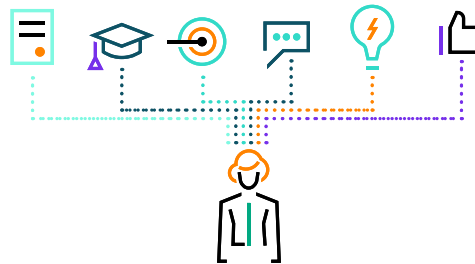
Local learning opportunities: Find the HPE Learning Partners and training offerings available in your region.

Self-directed learning: Access hands-on and self-directed labs, study guides, and official practice exams through HPE Press.

2

### Get certified

With HPE certifications, your skills are proven quickly through access to our certification exams. They give you the unique opportunity to learn on some of the most sophisticated solutions HPE has to offer.



Review the interactive certification process to get certified and stay in the know.

3

### Get recognized

Digital badges verify that your technical certifications and credentials are genuine HPE. They are a great way to show your customers, peers, and employers the HPE-based skills and knowledge you have obtained.



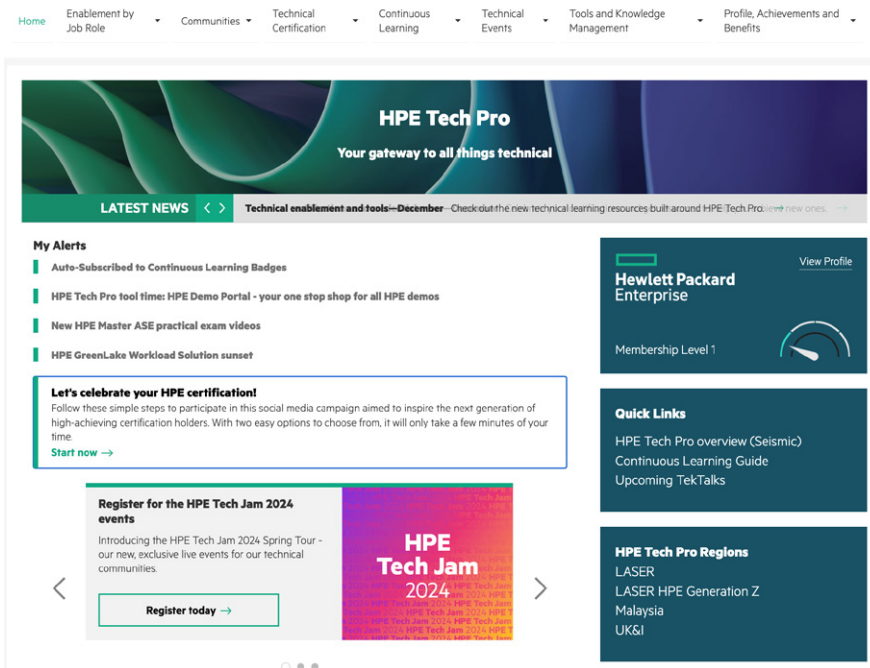
Learn how to showcase your achievement.



# HPE technical certifications

## HPE Tech Pro

HPE Tech Pro is a free, exclusive, global technical community for partner solution architects and HPE presales professionals to connect, learn, and grow together. Everything you need to design solutions is now in one place—along with features like learning paths—so that you can learn, architect, and advance solutions, and wield the full power of HPE to drive growth and business outcomes. Learn more.



### Access exclusive benefits

#### HPE Master ASE Advantage program

This exclusive benefit for HPE Master ASEs and HPE ASEs allows them to save up to 51% off training, labs, and exams for select HPE Master ASE certifications.

[Learn more](#) | [Access now](#) (login required)

### There's more

- Access to technical communities, tools and resources
- Continuous learning through curated, concise Learning Paths designed to keep you up to speed on the latest HPE and industry innovations
- Events and networking: Exclusive webinars, events, and training courses
- Exclusive discounts with HPE Press for study guides, self-directed labs, and exam vouchers based on your HPE Tech Pro membership level
- Plus more benefits for all HPE Tech Pro member levels

Overview

Get more relevance with  
HPE certifications.

92%

of sales-certified professionals agree  
that sales certifications are relevant to  
their job.<sup>3</sup>



## HPE sales certification

### Overview

Sales certifications help you build your pipeline, engage your customers in outcome-based conversations to uncover their business needs, and begin to qualify and validate these opportunities for HPE solutions. Restricted to HPE sellers and partners only, HPE Hybrid Cloud sales certifications are available on HPE Sales Pro, and the HPE Aruba Networking sales certification is available on the Certification and Learning site. It includes an exam on Pearson VUE. [Learn more.](#)

### Digital badge

Once you are sales certified, you will receive a digital badge to showcase your achievement.

Check how to [showcase your achievement.](#)



<sup>3</sup> FY23 HPE sales certifications survey, 2023.



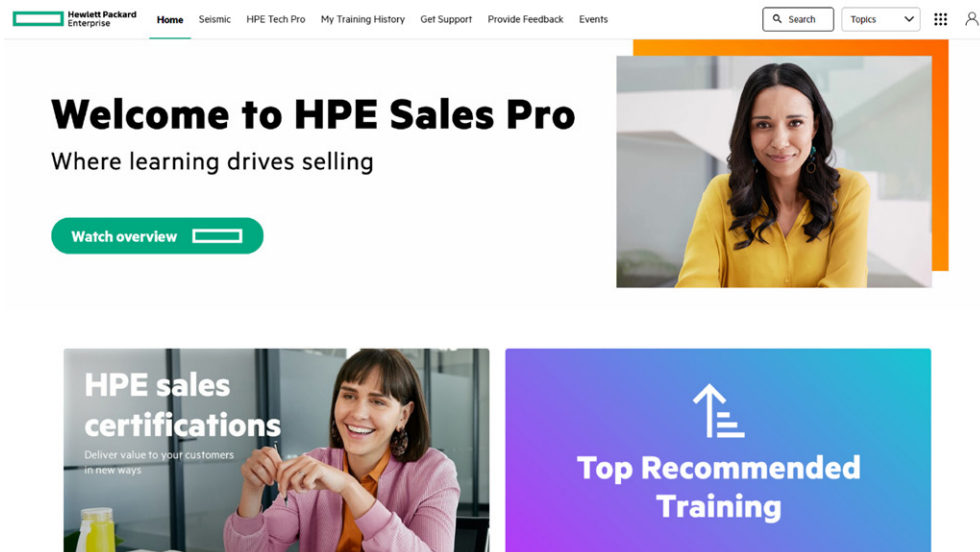
HPE Sales Pro

# HPE Sales Pro

HPE Sales Pro is a powerful, one-stop destination for all HPE sales enablement training that helps you grow your sales—as well as your sales career. [Learn more.](#)

## Use HPE Sales Pro to:

- Deepen your knowledge of HPE offers and solutions to engage customers and differentiate HPE.
- Gain more opportunities and bigger wins.
- Build and expand your sales skills and expertise to differentiate yourself.



## Innovative and curated sales enablement

HPE Sales Pro is the destination for you to access sales enablement quickly and easily—anytime, anywhere.

## HPE Sales Pro is:

- Designed exclusively for HPE partners and sellers with an intuitive, personalized, and interactive experience that tracks and suggests enablement to achieve your learning and sales goals.
- Comprehensive, so you can confidently lead customer conversations and win more business.
- Continually updated to offer the latest on:
  - HPE offers and solutions
  - Industry and sales skill training
  - Selling resources and competitive intelligence
  - Sales certifications, and badges

Overview

**Technical certifications and training portfolio:**

- [Free training](#)
- [Campus Access](#)
- [Design](#)
- [Management & Operations](#)
- [New to Networking](#)
- [Security](#)
- [Secure Access Service Edge \(SASE\)](#)
- [Switches](#)

Save up to

**45%**

on a comprehensive set of resources to help you prepare and succeed through your certification journey.

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**HPE Certification Advantage Program**

# HPE Aruba Networking certifications

## Overview

Expand your networking acumen with HPE Aruba Networking certifications to become the go-to resource for HPE Aruba Networking technologies. HPE Aruba Networking offers comprehensive training and certification programs—from fundamental to advanced levels—across the HPE Aruba Networking product line. [Learn more.](#)

Click on the boxes below.

### Career certifications from entry to expert levels



### Keep your certification current:

HPE Aruba Networking career certifications require recertification every three years. Product specialist credentials are valid for two years. [Learn more.](#)

### [Airheads Community](#)

Join an interactive community of 130,000+ industry experts and enthusiasts to voice product and service questions, find solutions, and share ideas.

### [HPE Aruba Networking Education Services](#)

Access complete training and certification programs, including free introductory courses, to get started in a networking career.

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- [Switches](#)

**HPE Aruba  
Networking Certified  
Associate**

Validates the foundational knowledge to build mobile-first networks and can perform simple configuration and installation of HPE Aruba Networking equipment and software.

[View all certifications.](#)

# HPE Aruba Networking certifications

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**HPE Aruba  
Networking Certified  
Professional**

Validates that you can design, implement, and manage the modern, mobile-first network for enterprise.

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## HPE Aruba Networking Certified Expert

HPE Aruba Networking top-level achievement. Validates that you have the rich technical expertise to install, configure, and support mobile-first networks.

[View all certifications.](#)

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- [Switches](#)

**Product Specialist**

Validates that you can recommend and demonstrate a specific HPE Aruba Networking product or solution.

[View all credentials.](#)

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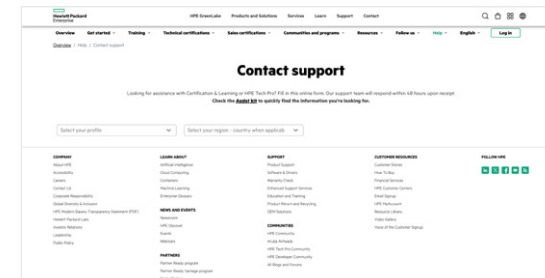
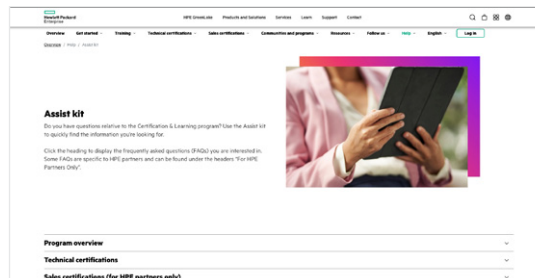
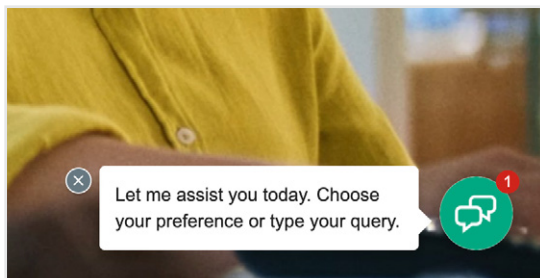
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Get help

# Resources

Get help



- Click on the Chat icon shown on every page of the [Certification and Learning](#) site (bottom right) and answer a few questions.
- Chat with our support team Monday through Friday.

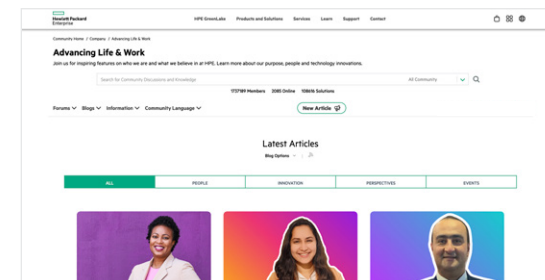
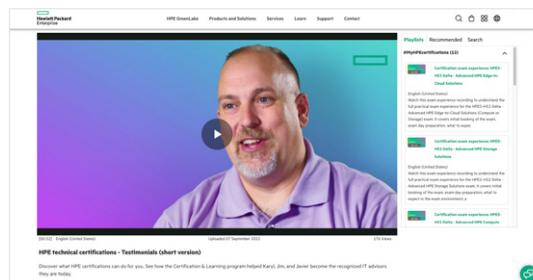
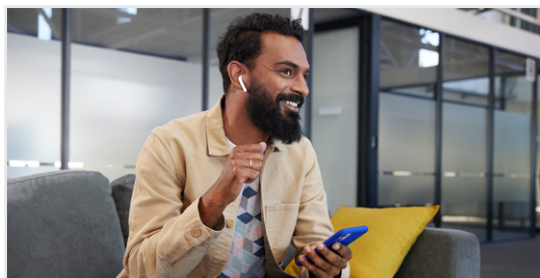
- Get your most common questions answered with the [Assist Kit \(FAQs\)](#) available under the Help menu on the [Certification and Learning](#) site.

- Go to the [Certification and Learning](#) site to [contact our support](#).
- Complete the online form. Our support team will respond within 48 hours from time of receipt.

Follow us

# Resources

## Follow us



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Visit the HPE Community to read our blog posts published in the [Advancing Life & Work channel](#) and ask questions through the [Partner Solutions and Certifications forum](#).

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