



**Hewlett Packard
Enterprise**

HPE sales certifications

Deliver value to your
customers in new ways

The FY24 sales certifications help you make the connection between your customer needs and how the unique value and benefits of HPE solutions can address their IT challenges. Get sales certified today!

Get started >

Interactive brochure

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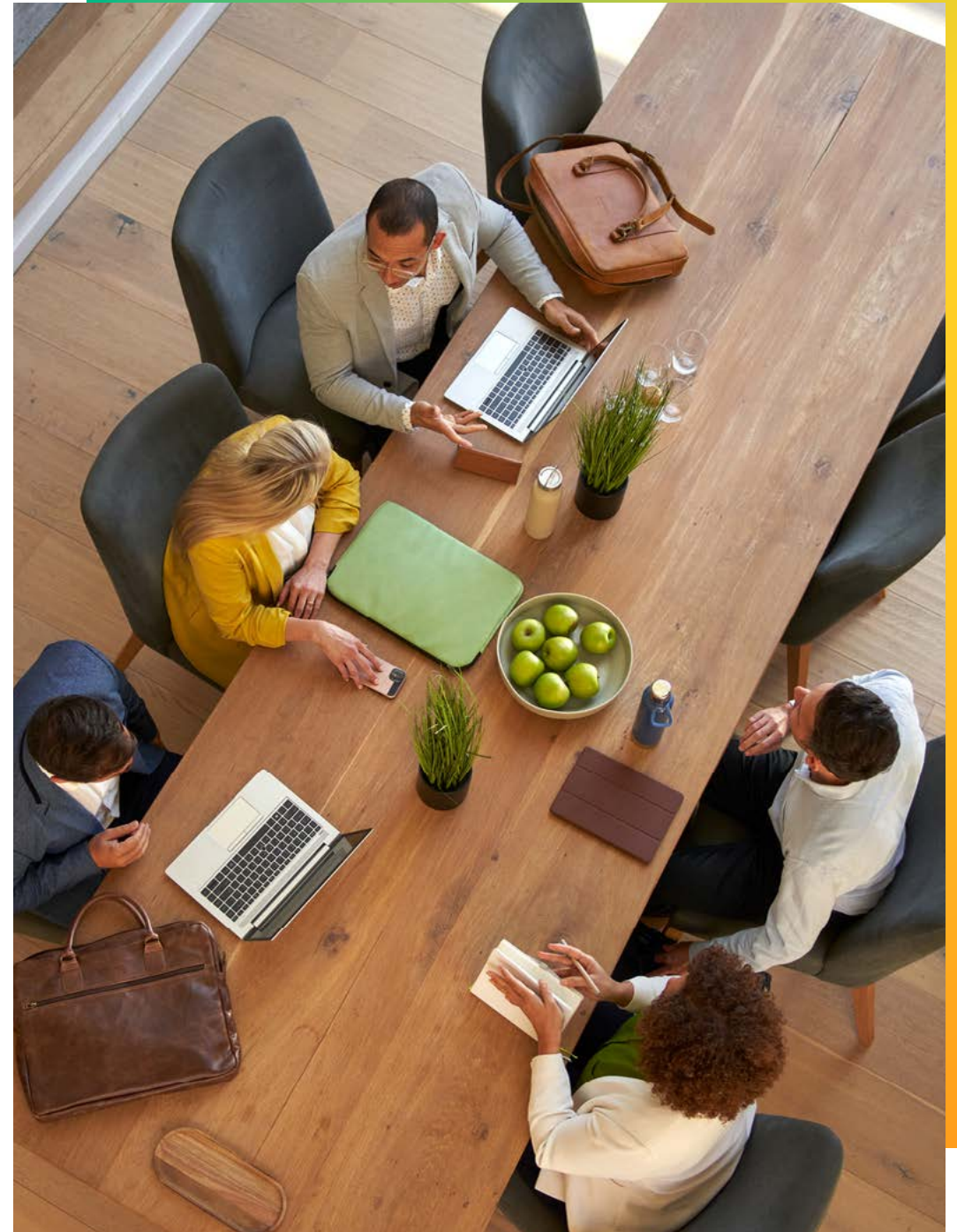


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How can we help you today?


Overview



I am a sales professional. How do I register for a certification?

See how →


Overview



I need more information on what certification I should take.

See how →

Overview



I am purchasing multiple vouchers.

See how →

I want to learn more about

[HPE Sales Certified - Solution Foundations \[2024\] →](#)

[HPE Sales Certified - Hybrid by Design \[2024\] launching on December 15, 2023 →](#)

[HPE Sales Certified - Aruba Networking Solutions →](#)

[HPE Partner Readiness Series \[2024\] for Business Partners →](#)

Still have questions? [Visit the HPE Sales Pro Briefcase](#)



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Purchasing certification training for yourself or redeeming a voucher

Follow these steps to earn the HPE Sales Certified - Hybrid by Design [2024] and/or the HPE Sales Certified - Solution Foundations [2024] certifications available on HPE Sales Pro.

Note: The [HPE Sales Certified - Aruba Networking Solutions](#) certification is available on [Pearson VUE](#). You cannot purchase it on HPE Sales Pro using the process described on this page.

Get ready:



If someone assigns you a voucher, you must redeem it before the expiration date.



From the day you purchase your certification or redeem your voucher, enter the training module on HPE Sales Pro and come back whenever you want. Access to the course is unlimited until the end of the fiscal year.

The FY24 HPE sales certifications on HPE Sales Pro

From [HPE Sales Pro](#), click on the HPE sales certifications tile and select the sales certification of your choice. Review the certification description on the certification page and click **Purchase** at the bottom of the page. Your cart displays two payment types: **Pay With Card** or **Redeem Voucher**.

Purchase a certification for yourself

1

Select **Pay With Card**. Click **Review Purchase**.

2

You will advance to **Xvoucher**, the HPE payment partner, where you will complete your payment information; then you will automatically return to HPE Sales Pro to start the training and assessment.

Redeem a voucher

1


Select **Redeem Voucher** and enter your voucher code using the field **Redemption code**.

2

Click **Review Purchase**; then **Confirm Purchase** within your cart.

Next steps

Website



Visit HPE Sales Pro to purchase vouchers.

[Get started](#)

Certification



HPE Sales Certified - Solution Foundations [2024]

[View now](#)

Certification



HPE Sales Certified - Hybrid by Design [2024]

[View now](#)

Certification



HPE Sales Certified - Aruba Networking Solutions

[View now](#)



Purchasing vouchers for others

Vouchers let you centralize payment, allocate vouchers, and track consumption through Xvoucher, the HPE payment partner.

Tip: You can benefit from the lowest \$60 price by purchasing your vouchers for sales certifications on HPE Sales Pro before January 31, 2024. Your teams can get certified later, keeping in mind the details below.

Things to remember:



Vouchers are valid for 90 calendar days from the date of purchase. You must assign vouchers to learners, and they must redeem them before expiration date.



Vouchers not assigned or redeemed will expire; new vouchers must be purchased.



From the day they redeem a voucher, learners have unlimited time until the end of the fiscal year to complete training and achieve certification.

What are the HPE sales certifications I can purchase on HPE Sales Pro?

You can purchase vouchers for the upcoming HPE Sales Certified - Hybrid by Design [2024] and/or the HPE Sales Certified - Solution Foundations [2024] certifications on [HPE Sales Pro](#).


Note: [HPE Sales Certified - Aruba Networking Solutions](#) is available on [Pearson VUE](#). You cannot purchase it on HPE Sales Pro using this process.

What is the process for purchasing and assigning vouchers on HPE Sales Pro?

- 1 Determine the number** of vouchers you'll need.
- Click **Vouchers for HPE Sales Pro** on the [HPE Sales Pro home page](#) under the **Don't miss** section. From the Vouchers for HPE Sales Pro page, click the **Buy Vouchers** button at the bottom of the page. .
- You will automatically advance to Xvoucher, the HPE payment partner, where you can **purchase the number of vouchers you need**. Vouchers may be used for either/both of the HPE sales certifications. If you are a first-time user, you will need to create an Xvoucher account, or use your existing account if you already have one.
- You can buy vouchers via credit card, purchase order, or wire transfer.
- After purchase, you will **receive an email from Xvoucher with a link** for voucher management. Within Xvoucher, you can assign vouchers to learners, track purchases, and see who consumed each voucher, on what day, and for which certification. Visit the [Xvoucher help section](#) or contact examvouchers@hpe.com if you need assistance.

Next steps

Website




Visit [HPE Sales Pro](#) to purchase vouchers.
[Get started](#)

Certification



[HPE Sales Certified - Solution Foundations \[2024\]](#)
[View now](#)

Certification



[HPE Sales Certified - Hybrid by Design \[2024\]](#)
[View now](#)

Certification



[HPE Sales Certified - Aruba Networking Solutions](#)
[View now](#)



Determining which certification your organization needs

The FY24 sales certifications help build your pipeline, uncover customers' business needs, and identify, qualify, and validate new opportunities.

Find which certification or training your organization requires by:



Checking with your local HPE contact or your organization's PEM



Referring to the essential documents available from the left navigation bar of the [HPE Partner Ready portal](#) > HPE Partner Ready > Membership > Essential Documents

What are the FY24 HPE Partner Ready requirements and deadlines?

FY24 HPE Partner Ready program sales criteria mapping

	Achievement	Business Partners	Silver Hybrid Cloud	Gold Hybrid Cloud	Platinum Hybrid Cloud	Silver Networking	Gold Networking	Platinum Networking
Certification	HPE Sales Certified - Solution Foundations [2024]	• ¹	•	•	•	-	-	-
	HPE Sales Certified - Hybrid by Design [2024]	• ¹	•	•	•	-	-	-
	HPE Sales Certified - Aruba Networking Solutions	• ¹	-	-	-	• ²	• ²	• ²
Training	HPE Partner Readiness Series [2024]	• ¹						

¹ Business Partners can choose between:

- Completing the HPE Partner Readiness Series [2024]
- Achieving a valid sales certification for FY24 (recommended for Business Partners looking at moving to Silver status in the near future)

² For HPE Aruba Networking specialists, the sales certification must be valid:

- For onboarding: The personalized expiration date occurs after the onboarding date.
- For FY25 readiness: The personalized expiration date occurs after the end of the September 2024 deadline

What certification should my organization take if we plan to change levels?

If your organization is working toward achieving a different level of medallion partner this year, consider taking the certification required by the level you are aspiring to achieve.

Next steps

Website

Visit HPE Sales Pro to purchase vouchers.
[Get started](#)

Certification

HPE Sales Certified - Solution Foundations [2024]
[View now](#)

Certification

HPE Sales Certified - Hybrid by Design [2024]
[View now](#)

Certification

HPE Sales Certified - Aruba Networking Solutions
[View now](#)

Training

HPE Partner Readiness Series [2024] for Business Partners
[View now](#)



Solution Foundations [2024] Certification

HPE Sales Certified

Solution Foundations [2024] Certification

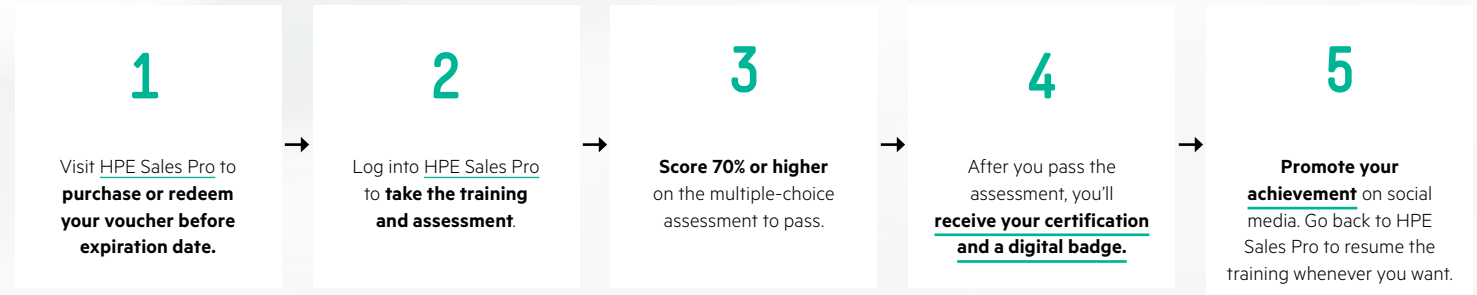
Learn how to increase your traditional infrastructure sales with **HPE compute** and **storage solutions** and add new revenue streams with HPE leading AI, HPC, and as-a-service offerings.

Total learning experience: 4.45 hours* (training and assessment) / 3.45 hours* through the Express Path (for partners only).

Modules include:

- Market Trends and HPE Vision and Strategy
- HPE Compute Solutions
- HPE Storage Solutions
- Selling Workload-Optimized Solutions
- HPE Services
- HPE AI and HPC Solutions
- Assessment

The certification process



I can't access my assessment anymore. What's happening?

You have probably reached the number of attempts through the certification assessment. To encourage our learners to reach the 70% pass score, we will reset the web-based training modules after five failed attempts, enabling students to prepare for the assessment by reviewing the course content and studying the downloadable eBook.

Who should earn this certification?

This certification is designed for traditional sellers who want to increase their sales expertise around HPE solutions (compute and storage).

From an HPE Partner Ready compliance standpoint, you can check the essential documents available from the left navigation bar of the [HPE Partner Ready portal](#) > HPE Partner Ready > Membership > Essential Documents.

What's the cost?

The date you purchase your voucher determines the cost.

Q1 (November 2023–January 2024):	\$60
Q2 (February–April 2024):	\$140
Q3 and Q4 (May–October 2024):	\$200

What will I learn?

This course will help you drive outcome-based conversations with your customers about:

- The current technology trends and what their challenges are
- The value of HPE Services, including HPE Complete Care and HPE Tech Care
- The benefits of using HPE compute and storage solutions to optimize their workloads
- HPE leading position in AI, HPC, and as a service

What is an Express Path?

To honor the investment you've made toward HPE certifications, we are offering a streamlined experience for this certification, called Express Path. If you're a partner and hold the HPE Sales Certified - Edge-to-Cloud Solutions [2023] certification, you will have access to a shorter version of the full certification course. Total learning experience: 4.45 hours* (training and assessment) / 3.45 hours* through the Express Path.

How do I register?

Follow [this process](#) if you have been assigned a voucher or want to purchase the certification for yourself.

*Course duration may vary. For new and non-native English learners, allow an additional 1–2 hours for interactivity and learning checks.

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Hybrid by Design [2024] Certification

HPE Sales Certified

Hybrid by Design [2024] Certification

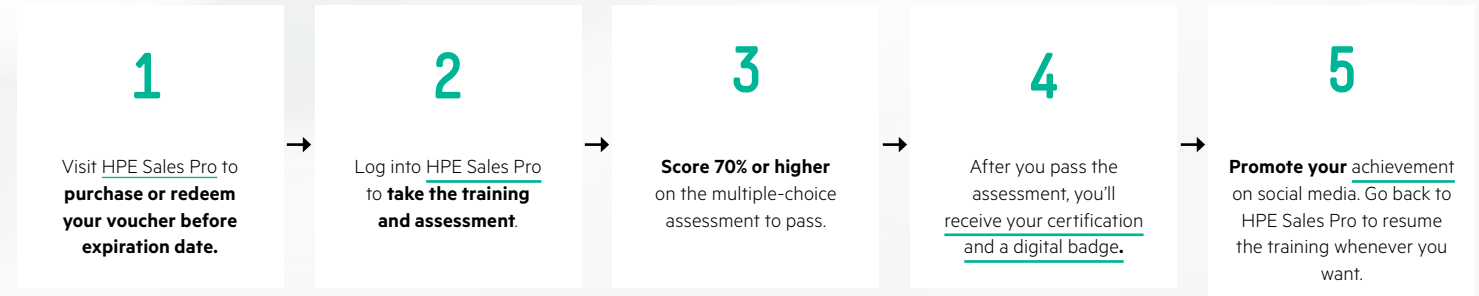
Understand how to articulate the unique value offered by HPE as-a-service solutions to increase profitability, win rates, and penetration into existing accounts.

Total learning experience: 4.5 hours*

Modules include:

- Market Trends
- HPE Strategy and Innovation
- Selling HPE GreenLake Solutions
- Selling Hybrid by Design
- Embracing the AI Opportunity with HPE GreenLake
- Enhancing Your As-a-Service Business with HPE
- Assessment

Launching on December 15, 2023 — The certification process



I can't access my assessment anymore.

What's happening?

You have probably reached the number of attempts through the certification assessment. To encourage our learners to reach the 70% pass score, we will reset the web-based training modules after five failed attempts, enabling students to prepare for the assessment by reviewing the course content and studying the downloadable eBook.

Who should earn this certification?

This certification is designed for service providers, partners, and sellers looking at building or expanding their as-a-service offerings.

From an HPE Partner Ready compliance standpoint, you can check the essential documents available from the left navigation bar of the [HPE Partner Ready portal](#) HPE Partner Ready > Membership > Essential Documents.

How do I register?

Follow this process if you have been assigned a voucher or want to purchase the certification for yourself.

What will I learn?

This training will enable you to:

- Offer as-a-service solutions that are hybrid by design (rather than by accident).
- Make AI and high-performance computing (HPC) readily accessible to customers.
- Provide sustainable solutions through more efficient technology, cloud consumption models, and the circular economy.
- Position the financial benefits HPE GreenLake.
- Use the HPE GreenLake Mapbook.
- Accelerate customers' digital transformation.

What's the cost?

The date you purchase your voucher determines the cost.

Q1 (November 2023–January 2024):	\$60
Q2 (February–April 2024):	\$140
Q3 and Q4 (May–October 2024):	\$200

*Course duration may vary. For new and non-native English learners, allow an additional 1–2 hours for interactivity and learning checks.

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HPE Sales Certified

Aruba Networking Solutions Certification

This sales certification enables you to sell HPE Aruba Networking products and solutions using a strategic sales approach that focuses on their unique qualities and advantages.

Modules include

HPE Aruba Networking Vision and Strategy

Connect: Selling the Value of HPE Aruba Networking Unified Infrastructure

Connect Edge to Cloud: Selling the Value of HPE Aruba Networking SD-WAN Solutions

Protect: Selling the Value of HPE Aruba Networking Zero Trust Security Solutions

Analyze and Act: Selling the Value of HPE Aruba Networking AI/ops Solutions

Accelerate: Selling the Value of HPE Aruba Networking Consumption and Support Services

Who earns the HPE Sales Certified - Aruba Networking Solutions certification?

This certification is a requirement of the HPE Partner Ready for Networking program. This certification is valid for two years. Individuals with the previous Aruba Products & Solutions sales certification should upgrade before their certification expires. To confirm which certification or training your organization requires, check with your local HPE contact or your organization's PEM.

How do I obtain the HPE Sales Certified - Aruba Networking Solutions certification?

The certification exam is available on Pearson VUE. If you're interested in this certification, make sure to buy vouchers on Pearson VUE as sales certification vouchers for HPE Sales Pro cannot be used on Pearson VUE and/or the Aruba sales certification.

Pearson VUE exam fees:

- \$140 for developed countries
- \$75 for emerging countries

[View country list](#)

Where do I go to get more information on the HPE Sales Certified - Aruba Networking Solutions certification?

You can find additional information on the current version of the certification [here](#).

What you will learn

This course will enable you to:

- Lead strategic conversations with customers about current IT trends and issues they face at the network edge.
- Have impactful dialogue with different customer personas about how HPE Aruba Networking vision, strategy, and solutions address those issues to meet customer objectives.

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Go to [HPE Sales Pro](#).

Still have questions? [Visit the HPE Sales Pro Briefcase and contact Certification & Learning Support](#).



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