Purpose of the Exam Prep Guide

The intent of this guide is to set expectations about the content and the context of the exam and to help candidates prepare for the exam. In this guide, you will find recommended HP training courses, reference and study material to assist you in preparing for the exam.

Studies conducted by HP and Prometric show that a combination of course attendance and self-study maximizes the likelihood of passing the exam on the first attempt.

Audience

This exam is for anyone who designs enterprise class solutions based upon HP technologies and services. The exam is targeted for individuals with 18 months of industry experience designing enterprise class solutions and at least 6 months of designing HP based solutions.

Examples of job roles:
- Solution Architects
- Solution Designers
- System Engineers
- System Integrators
- IT Consultants

General areas of content include: Describing Customer Business Challenges and Drivers, Gathering Customer Requirements, Describing the Adaptive Enterprise philosophy and elements, Determining the elements of a solution, Developing the solution, and Preparing the solution for implementation.

Certification Requirements

This exam, Planning and Designing HP Enterprise Solutions HPO 087, is one of the core requirements to be certified as an Accredited Presales Professional (APP) – HP Enterprise Solutions. The Accredited Presales Professional credential is designed for account-aligned technical presales generalists to design and justify HP based solutions for their customers with elements from across the HP enterprise portfolio. APP measures the ability to apply a broad knowledge of business requirements, products, technologies and solutions within a customer sales engagement.
Prerequisites:

- None

Exam Details

At the beginning of the exam, you will be asked to answer several survey questions. The survey has been designed to assist the exam development team define the final exam forms and set the passing score. Your honest responses will assist the exam team in properly tailoring this exam to the appropriate audience.

- **Number of items:** 70
- **Item types:** Multiple choice and drag-and-drop
- **Time commitment:** 105 minutes
- **Passing Score:** 68%
- **Reference Material:** No on-line or hard copy reference material will be allowed at the testing site.

Registration

- This exam is available at Prometric.

Comments on the Exam

During the exam you will be able to make specific comments about the test items (i.e., accuracy, appropriateness to audience, etc). HP welcomes these comments as part of our continuous improvement process.

Exam Content

The following outline represents the specific areas of content covered in the exam. Use this outline to guide your study and to check your readiness for the exam. The exam measures your understanding of these areas. The approximate percentage of exam questions dedicated to each major content area is included in parenthesis. The higher the percentage, the more questions will be on the exam.
Planning and Designing HP Enterprise Solutions

(HPO 087) Exam Content

1.0 Selling in the Adaptive Enterprise (15%)
   1.1 Explain business and technology trends
   1.2 Discuss the AE philosophy & components
   1.4 Discuss cross-GBU alignment & associated initiatives around AE sales & delivery -- CSG service/product lines, IPG & PSG
   1.5 Discuss AE market competition

2.0 Business Context (17%)
   2.1 Recognize business challenges and drivers
   2.3 Recognize and evaluate opportunity indicators of prospective customers and assess their purchase readiness
   2.4 Identify customer's infrastructure and application requirements
   2.5 Identify the opportunity
   2.6 Identify potential customer sponsors or interested parties
   2.7 Determine key value propositions and benefit messages tailored to decision-making levels & priorities
   2.8 Define target market criteria -- characterize market segments and identify typical server and storage sales opportunities
   2.9 Sales methodology

3.0 Delivering the HP Solution (33%)
   3.1 Develop a solution framework for mapping product/service components and identifying and addressing gaps
   3.2 Specify and configure solution components
   3.3 Describe product/service/solution features & benefits
   3.4 Determine OS appropriate to HP product
   3.5 Map solution components to product roadmap--what is being introduced, what discontinued, what it replaces, how it fits within a solution, etc
   3.6 Identify competition
   3.7 Evaluate and adapt solution proposals and messaging to opportunity

4.0 Solution Interface (26%)
   4.5 Identify and evaluate licensing issues & support options associated with products
   4.6 Relate key Adaptive Management concepts to parameters of opportunity
4.7 Recognize underlying technologies (e.g., virtualization) and their use in customer environments

4.8 Describe how products are positioned with regard to each other

4.9 Advance a sale

5.0 Implementation (9%)

5.1 Identify marketing initiatives and incentives associated with products (i.e., real-time -- ongoing/quarterly)

5.2 Explain how HP marketing strategy supports opportunity and relates to solution framework -- direction, priorities and major initiatives

5.3 Use configuration tools to ensure accurate configuration purchases -- storage, management s/w, etc

5.4 Define and size opportunity in terms of customer requirements & technical resources/expertise needed to build an effective solution

5.5 Evaluate pricing & financing alternatives
Recommended Training and Study References

This section lists training courses and documents that can help you acquire a majority of the knowledge and skills needed to pass the exam. You must also gain the practical experience outlined in this guide.

You are not required to take the courses listed in this section. However, HP strongly recommends that you attend the classes, participate in class labs, and thoroughly review all course material and documents before taking the exam, even if you believe you have sufficient on-the-job experience.

Use the information in this guide and the practical experience you have gained to determine your need for training. There are two courses that are highly recommended prior to taking this exam. One is a Web Based, online course. The other is a 5 day Instructor led Course.

<table>
<thead>
<tr>
<th>Title</th>
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<tr>
<td>Technical Essentials of HP Enterprise Products WBT</td>
<td>HP Learning Center</td>
</tr>
<tr>
<td>Web-based Training (24 hours) ELMS: 20041</td>
<td>[<a href="http://www.hp.com/go/onlinelearning">www.hp.com/go/onlinelearning</a>]</td>
</tr>
<tr>
<td>Planning and Designing HP Enterprise Solutions Instructor-led Training (5 days) ELMS: 20039</td>
<td>Use WW training website: <a href="http://www.hp.com/certification/training.html">http://www.hp.com/certification/training.html</a></td>
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Sample Test Items

The sample test items give you a preview of what the actual test items will look like. It is important to note that these items WILL NOT be on the exam itself. However, they are representative of the actual items, and they should help you become familiar with the format and complexity of the test items. These sample test items are not a check for readiness.

1. An energy services company preparing for an initial public offering (IPO) has asked for your assistance in complying with the Sarbanes-Oxley Act. They need to implement policies and procedures regarding the data used to compile their financial reports. Which HP offering helps store and manage electronic documentation, including emails and instant messaging?
   A. Darwin Reference Architecture
   B. Adaptive Application Architecture
   C. Information Lifecycle Management
   D. Adaptive Network Architecture

2. What question would you ask a customer to determine their reliability/availability needs?
   A. What is your planned uptime and downtime?
   B. What is your infrastructure budget?
   C. What kind of business growth do you expect?
   D. What are your requirements for backup storage capacity?

3. What are the main reasons why IT managers might enlist outside assistance for their next storage area network (SAN)? Select TWO.
   A. supplement configuration and implementation services
   B. customize solutions
   C. reduce risk of data loss
   D. increase coverage for technical support
   E. use management options more effectively
4. Match the HP competitor with its weakness in the multiple operating system environment.

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3x3Match
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5. Which architectural layers does HP OpenView Storage Data Protector use? Select TWO.
   A. Manager of Managers (MOM)
   B. Cell Client layers
   C. Distributed graphical user interface (GUI)
   D. OpenView Operations (OVO)
   E. Cell Manager

6. Which components allow a networked HP storage environment to provide virtual connections between networked clients, application servers, and storage? Select THREE.
   A. SecurePath
   B. Data migration service
   C. HP-UX Workload Manager
   D. HP Partitioning Continuum
   E. Switch management software
   F. Built-in storage array redundancy
Conclusion

HP wishes you success in the HP Certified Professional Program and in passing the exam for which you are preparing.
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