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, and sample test items to help you achieve a successful passing score.

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 technology or market segment-aligned technical presales specialists who provide support to sales account teams within HP, HP channel or HP customer organizations. The presales professional most likely to pass this exam will have a minimum of two years of industry experience supporting the sale of HP business-class and enterprise-class solutions within enterprise environments.

Examples of job roles:

- HP Solution Architect
- HP Authorized Partner BCS Elite Specialist

General areas of content include: Identifying and describing HP 9000 and HP Integrity architecture, products and solutions; explaining products and technical competitive positioning; identifying the customer’s technical needs; preparing, qualifying and designing the customer’s solution; validating the pre-deployment solution; and generating technical solution opportunities.

Certification requirements

This Planning & Design of HP 9000/HP Integrity Server solutions HP0-P16 exam is one of the core requirements to be certified as an Accredited Presales Consultant (APC) - HP 9000/Integrity Server Solutions. APC measures the ability to apply a specific knowledge of business requirements, products, technologies, and solution within a specific customer engagement.
This level of certification measures the competencies required for planning and design of entry-level and mid-range HP 9000 and HP Integrity server solutions for enterprise-class, networked environments. Given a set of customer business requirements, this individual is expected to be able to design solutions that integrate platform, operating system, storage, network and options to solve a customer’s business problem. The ideal candidate is anyone who designs Enterprise class solutions based on HP technologies.

Prerequisites

One of the following HP credentials is required:

- APP - HP Enterprise Solutions
- ASP - HP Enterprise Solutions

Exam details

At the beginning of the exam, you will be asked to answer several survey questions. The survey questions are designed to assist the exam development team in accurately profiling test results and to improve future exams.

The following are details about the exam:

- **Number of items:** 74
- **Item types:** Multiple choice and drag-and-drop
- **Time commitment:** 90 minutes
- **Passing Score:** 70% (52 items correct out of 70)
- **Reference Material:** No on-line or hard copy reference material will be allowed at the testing site.

Comments on the exam

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

Exam content

The following testing objectives represent 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.

<table>
<thead>
<tr>
<th>Objective</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.0</td>
<td>Describe HP 9000/HP Integrity architecture and products</td>
</tr>
<tr>
<td>2.0</td>
<td>Describe HP 9000/HP Integrity technologies and solutions</td>
</tr>
</tbody>
</table>
Objective

<table>
<thead>
<tr>
<th></th>
<th>Recognize and pursue customer opportunities</th>
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<tbody>
<tr>
<td>3.0</td>
<td></td>
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<tr>
<td>4.0</td>
<td>Perform the planning, design, and validation of a solution</td>
</tr>
</tbody>
</table>

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.

Instructor-Led Training

Use the information in this guide and the practical experience you have gained to determine your need for the instructor-led training.

<table>
<thead>
<tr>
<th>Title</th>
<th>Course Number</th>
<th>How to Enroll</th>
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</thead>
<tbody>
<tr>
<td>Planning and Design of HP 9000/HP Integrity Server Solutions (APC)</td>
<td>ELMS Catalog Code 31107</td>
<td>Refer to your regional websites for local training information.</td>
</tr>
<tr>
<td>Technical Essentials of HP Enterprise Products</td>
<td>ELMS Catalog Code 30805</td>
<td>Refer to your regional websites for local training information.</td>
</tr>
<tr>
<td>Planning and Designing HP Enterprise Solutions</td>
<td>ELMS Catalog Code 30336</td>
<td>Refer to your regional websites for local training information.</td>
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</tbody>
</table>

Web-based Training

Self-paced training and technical documentation may provide appropriate learning alternatives to instructor-led training for more experienced candidates.

<table>
<thead>
<tr>
<th>Title</th>
<th>How to Order/Obtain</th>
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<tbody>
<tr>
<td>HP Integrity Entry-Level and Mid-Range System</td>
<td><a href="http://learn.hp.com">http://learn.hp.com</a> Catalog Code 28915</td>
</tr>
</tbody>
</table>
Other Reference Material

<table>
<thead>
<tr>
<th>Title</th>
<th>Number</th>
<th>Source</th>
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<tbody>
<tr>
<td>Quick Specs for the HP Integrity server</td>
<td>rx1620-2</td>
<td>Quick Specs for each of these servers are available at the Product Bulletin website: <a href="http://h18000.www1.hp.com/products/quickspecs/productbulletin.html">http://h18000.www1.hp.com/products/quickspecs/productbulletin.html</a></td>
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<td>rx2620-2</td>
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<td>rx4640-8</td>
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<td>rx8620-32</td>
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<tr>
<td>Quick Specs for the HP 9000 server</td>
<td>rp3410-2</td>
<td>or you can download these documents from: <a href="http://www.docs.hp.com/en/hw.html">http://www.docs.hp.com/en/hw.html</a></td>
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<td>rp3440-4</td>
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<td>rp8420-32</td>
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</table>

Exam Registration

This exam is available at Prometric.
Sample Test Items

The following examples represent the types of items and question formats that you could see on the exam. These are generic samples and do not reflect the content being tested.

1. Which planet is closest to the Earth?
   A. Mars
   B. Pluto
   C. Venus
   D. Saturn

2. Which planets are “inner planets” — planets found within the asteroid belt? (Select two.)
   A. Pluto
   B. Earth
   C. Neptune
   D. Mercury
   E. Venus

3. Click the Exhibit button.
   What is this constellation called?
   A. Leo
   B. Aries
   C. Orion
   D. Taurus
   E. Gemini
   F. Pleiades
   G. Ursa Minor
   H. Ursa Major
   I. Andromeda
4. Click the Task button.
   Place the planets in order of closest to farthest from the planet Earth.

5. Click the Task button.
   Review the picture of the planets and click on Saturn.
Conclusion

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