Audience

This course is intended for:

- BCS Sales Specialists
- ISS Sales Specialists
- SW D sales Specialists
- Server peaked EAMs
- Server & storage peaked EAMs
- Value Territory Representatives
- EAMs
- BCS focused resellers
- BCS focused
- System Integrators
- BCS focused distributors
- Internal pre-sales or services roles
- Partner pre-sales and service roles
Key Topics

- HP BCS server strategic initiatives
- BCS products and match them to business needs
- The BCS Multi-OS strategy
- Basic server technologies
- Services available to BCS customers
- HP BCS showcase solutions by combining products and services to create the best overall solution
- ROI selling concepts and HP Utility Pricing offerings
- HP Financial Services value to customers
- The importance of BCS Attach opportunities

Exam Specifications

- Number of items: 60
- Passing Criteria: 43 (71%)
- Time Allocated: 75 minutes

Exam Preparation

- BCS Products and Solutions ILT ELMS 32760

Available Study Materials

This certification test was developed to test your knowledge of the Business Critical Server Accredited Sales Consultant performance objectives. We recommend that you become very familiar with the HP 9000 and HP Integrity server product lines and attend the Selling HP 9000/HP Integrity Server Solutions training course.

These study materials are not required to pass the certification exam. They are simply additional exam preparation materials of which we are aware. Product datasheets and technology white papers are available at:

http://h20341.www2.hp.com/integrity/cache/332341-0-0-225-121.html
Exam Registration
This exam is available at Prometric.

Sample Exam 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.

To view sample items that reflect the subject matter for this exam, review the ASP Exam Prep Guide on the ProCurve Networking Training & Certification website www.hp.com/go/procurvetraining under the Sales Certification tab.

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

Conclusion

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