Key Topics

- BladeBuilder University I
  - Identify what blade computing is and why the market is hot.
  - Identify the HP BladeSystem c-Class including the new c3000 enclosure.
  - Identify how to successfully sell blades: prospecting for business, who to talk with, what to say.
  - Identify how to build the business case for CEOs, CFOs and CIOs.
  - Identify how to create a winning proposal every time.
  - Identify how to sell against competing technologies.
  - Identify how to make more money once the customer says "Yes!".
  - Identify specific tactics to build and grow your blade practice.

- BladeBuilder University II - Virtualization, Managed Services, IT Consolidation
  - Identify the market opportunity.
  - Identify why customers need this solution: business drivers.
  - Demonstrate solution components: how to put the pieces together.
  - Demonstrate where to prospect for business: who to talk with.
  - Identify what questions to ask: what to say.
o Demonstrate handling common objections: eliminating the barriers.

o Identify up sell opportunities: increasing margins and customer satisfaction.

o Demonstrate how to do a business assessment (including a checklist).

o Demonstrate how to do a technical assessment (including a checklist).

o Demonstrate how to create the proposal (including a template).

o Identify implementation checklists.

Exam Specifications

- Number of items: 37
- Passing Criteria: 65%
- Time Allocated: 60 minutes

Exam Preparation

These study materials are not required to pass the certification exam. They are simply exam preparation materials of which we are aware. The exam is based on the course content from both Blade Builder I and Blade Builder II. Please refer to your regional websites for information on how to register for the courses below.

- Blade Builder University I, ELMS: 40696 - W BT with video content
  or
- Blade Builder University I, ELMS: 40696 - BBUI, Instructor-led (1 day)
- Blade Builder University II, ELMS: 40678, Instructor-led (1 day)

Available Study Materials

This certification test was developed to test your knowledge of HP BladeSystem Sales Consultant. We highly recommend that you participate in the applicable training courses. We also recommend that you have significant hands-on experience with the product before you take the exam.
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.

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.