Audience

This exam is for consultants who design solutions based upon HP technologies and services including Solution Architects, System Engineers and System Integrators.

Key Topics

<table>
<thead>
<tr>
<th>Objective</th>
<th>Identify and understand the customer's technical needs. [41%]</th>
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</thead>
<tbody>
<tr>
<td>1.0</td>
<td>• Identify existing infrastructure</td>
</tr>
<tr>
<td></td>
<td>• Gather customer requirements and project scope</td>
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<tr>
<td></td>
<td>• Determine resource requirements needed by the APP to build a solution</td>
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<td></td>
<td>• Identify possible solution categories</td>
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<tr>
<td>2.0</td>
<td>Develop, validate and propose a solution [53%]</td>
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<td></td>
<td>• Demonstrate familiarity with tools and resources for sizing and designing a complete solution</td>
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<td>• Use tools and resources to determine specific solution components</td>
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<td></td>
<td>• Identify methods and resources for solution validation</td>
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<td></td>
<td>• Explain how the proposed solution will meet customer needs</td>
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</table>
### Objective

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Details</th>
</tr>
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<tbody>
<tr>
<td>3.0</td>
<td>Expand and extend opportunities for current and future customer business [6%]</td>
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<tr>
<td></td>
<td>• Identify current expansion opportunities</td>
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<tr>
<td></td>
<td>• Identify future expansion opportunities</td>
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</tbody>
</table>

### Exam Specifications
- Number of items: 60
- Passing Criteria: 75%
- Time Allocated: 90 minutes

### Exam Preparation
- Instructor-led Training: 38319 (Planning and Designing Commercial/ SMB Products v8.11)

### Available Study Materials
This certification test was developed to test your knowledge of Planning and Designing Commercial Solutions. We recommend that you have hands-on experience with the products and tools before you take the exam.

Use the information in this guide and the practical experience you have gained to determine your need for training. It is highly recommended, prior to taking this exam, that you take the 3-day instructor-led course Planning and Designing Commercial/ SMB Products (38319).

### Exam Registration
Click here for information about exam registration, [www.hp.com/certification/exam_registration.html](http://www.hp.com/certification/exam_registration.html)
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 are 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
4. Click the Task button.

Place the planets in order of closest to farthest from the planet Earth.

Betelgeuse

I. Andromeda

Place the planets in order of closest to farthest from the planet Earth.

1. closest (place here)  
2. (place here)  
3. (place here)  
4. farthest (place here)  

Neptune  
Uranus  
Pluto  
Saturn  

Done
Conclusion

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