Audience

Selling HP Enterprise Storage Systems is intended for sales professionals whose sales tasks include presenting and explaining the business value of technology and applications solutions to solve customer problems at the enterprise level.

Typical job roles include:

- External sales representatives
- HP sales generalists
- HP storage sales generalists
- HP call center storage representatives
- HP enterprise account managers

This certification exam was developed to test HP StorageWorks Accredited Sales Consultant knowledge. HP sales certifications are designed to ensure sales professionals can effectively anticipate customer business needs and provide the very best HP solution. This requires an individual to gather customer business requirements and successfully position and sell HP enterprise StorageWorks products and services in an engagement with the customer.

Key Topics

- Identify business opportunities for enterprise storage solutions.
- Describe storage market trends.
- Apply a business value model to selling enterprise storage.
- Describe the HP difference in serving enterprise customers.
- Use storage opportunity worksheets as part of account planning.
• Apply common storage industry features and benefits to HP storage solutions.
• Articulate to customers the most appropriate HP storage portfolio solutions for their business needs.
• Describe key enterprise storage services.
• Identify competitive advantages of HP enterprise storage solutions.
• Know where and how to locate selling resource information.

Exam Specifications

• Number of Items: 60
• Passing Criteria: 75%
• Time Allocated: 90 minutes

Exam Preparation

Exam candidates typically have at least one year of selling experience and at least six months of experience selling storage products and solutions before taking this exam and should complete or have the equivalent knowledge from the training course listed in the Available Study Materials section of this document.

Available Study Materials

This certification test was developed to test your knowledge of Selling HP Enterprise Storage Solutions. This section lists the training courses and documents that can help you acquire the majority of the knowledge and skills needed to pass the exam. You are not required to take the course(s) 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.

Please refer to your regional websites for information on how to register for the courses below.

• Selling HP Enterprise Storage Solutions ILT Rev. 8.1.1.1 (Course ID: 43229)
• HP StorageWorks Enterprise Virtual Array 4400/6000/8000 and Software Solutions KMT Rev. 8.1.1 (Course ID: 38274)
• HP StorageWorks Automated Tape Library and Backup/Recovery/Archival Solutions KMT Rev. 7.4.1 (Course ID: 18803)
• HP StorageWorks XP24000 and XP20000 KMT Rev. 7.4.1 (Course ID: 41509)
• HP Storage Essentials SRM Software KMT Rev. 8.1.1 (Course ID: 38137)
• HP Storage Sales Builder WBT Rev. 8.1.1 (Course ID: 36317)

Exam Registration
Click here for information about exam registration,
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 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
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.