

Configuring HPE GreenLake Solutions, Rev. 20.11

Course Summary

Description

This course is specifically designed for HPE partner presales professionals to help identify and qualify HPE GreenLake opportunities as well as design, propose, and quote HPE GreenLake solutions.

The course content includes:

- The HPE GreenLake Opportunity and the industry trends that drive customers to new consumption models.
- Articulating the HPE GreenLake value proposition to customers and the significant opportunity for partners.
- How to qualify the HPE GreenLake customer and the HPE GreenLake sales process.
- Designing and quoting an HPE GreenLake Solution.
- Building the business case for an HPE GreenLake Solution in technical and financial terms.
- The final steps in the sales process that lead to quoting and proposal, as well as the change order process.

Objectives

At the end of this course, students will be able to:

- Identify and describe the HPE GreenLake solutions.
- Design HPE GreenLake Solutions.
- Propose HPE GreenLake Solutions.

Topics

- The HPE GreenLake Opportunity
- Selling the Value of the HPE GreenLake Portfolio
- Qualifying the HPE GreenLake Customer
- Designing the HPE GreenLake Solution
- Building the Business Case
- Finalizing the Solution

Audience

This certification is targeted to Channel Partner Presales Solutions Architects, Sales Engineers, or individuals in sales and/or presales technical roles who sell, design, and configure HPE GreenLake solutions.

Prerequisites

None

Duration

Five days

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Course Outline

- I. The HPE GreenLake Opportunity*
- II. Selling the Value of the HPE GreenLake Portfolio*
- III. Qualifying the HPE GreenLake Customer*
- IV. Designing the HPE GreenLake Solution*
- V. Building the Business Case*
- VI. Finalizing the Solution*