



**Hewlett Packard  
Enterprise**

# HPE Digital Learner for HPE Hybrid Cloud Content Pack

<b>HPE Content Pack number</b>	CP088
<b>Content Pack length</b>	40 hours
<b>Content Pack category</b>	Category 1
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## Why HPE Education Services?

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This content pack includes lectures and lab activities in the ratio of approximately 30/70 (lectures/lab activities). This content pack exposes participants to the HPE portfolio and HPE GreenLake services, focusing on HPE networking, server, and storage solutions for SMB customers. Through customer scenarios and extensive hands-on labs, participants learn how to match different types of workloads with HPE products, learn about HPE management tools, and get an introduction to virtual and containerized workloads.

This content pack contains HPE Hybrid Cloud Solutions eLearning, Rev. 22.41(0001197140). It has two components:

1. Web-based training available online
2. Hands-on practice, available through HPE Virtual Labs (HPE vLabs)

With this self-paced eLearning course, you have options normally unavailable with an instructor-led course. You enjoy access to the web-based portion of the training as part of your HPE Digital Learner subscription service so that you may repeat sections for reinforcement. Take this training at your own pace and on your own schedule. You have five consecutive days of access to the HPE Virtual Labs to run the labs associated with this course.

## Audience

Ideal candidates for this content pack are those who need to learn how to describe, position, recommend, and demonstrate HPE hybrid IT technologies to meet customers' technical and business requirements. Typical candidates for this course include:

- Consultants
- Field engineers
- Systems engineers
- Solutions integrators

## Content Pack objectives

After you successfully complete this course, you should be able to:

- Describe, differentiate, and apply IT industry trends, standard architectures, technologies, and cloud delivery models
- Gather and analyze customer business and technical requirements
- Recommend and position HPE offerings (solutions, products, and services) for customer use cases
- Describe HPE value differentiation/distinction in the marketplace, positioning, and upsell/cross sell opportunities
- Present and demonstrate solutions to the customer and coordinate implementation planning
- Discuss ongoing enhancements (upgrade, migration, optimization, etc.)

## Detailed Content Pack outline

<b>HPE Value Proposition</b>	<ul style="list-style-type: none"> <li>• HPE GreenLake</li> <li>• Workload with products</li> <li>• Customer requirements</li> </ul>	<ul style="list-style-type: none"> <li>• High availability requirements and solutions</li> <li>• Available tools and resources (Power Advisor, One Config Simple (OCS) etc.)</li> </ul>
<b>HPE Compute Solutions</b>	<ul style="list-style-type: none"> <li>• HPE ProLiant ML/DL servers</li> <li>• HPE Apollo 2000 servers</li> </ul>	<ul style="list-style-type: none"> <li>• HPE Services</li> <li>• Virtual and containerized workloads (VMs, Docker containers)</li> </ul>
<b>HPE Networking Solutions</b>	<ul style="list-style-type: none"> <li>• Aruba CX 6000 and 8000 series</li> <li>• VLANS, IP addressing, static routing</li> <li>• Networking security and secure management protocols (ACLs, SNMPv3, Radius/Tacacs+)</li> </ul>	<ul style="list-style-type: none"> <li>• Storage networking technologies</li> <li>• SAN vs LAN vs NAS</li> </ul>
<b>HPE Storage Solutions</b>	<ul style="list-style-type: none"> <li>• SMB/NFS</li> <li>• HPE MSA</li> <li>• HPE Nimble</li> <li>• HPE StoreEasy</li> <li>• HPE StoreOnce VSA</li> </ul>	<ul style="list-style-type: none"> <li>• HPE StoreEver</li> <li>• Storage networking</li> <li>• Perform storage configuration</li> </ul>
<b>HPE Solution Management</b>	<ul style="list-style-type: none"> <li>• HPE OneView with integration</li> <li>• HPE Integrated Lights Out (iLO)</li> </ul>	<ul style="list-style-type: none"> <li>• HPE InfoSight/remote support</li> <li>• HPE GreenLake management tools</li> </ul>
<b>Solution Deployment, Update and Maintenance</b>	<ul style="list-style-type: none"> <li>• Intelligent provisioning</li> <li>• Firmware</li> </ul>	<ul style="list-style-type: none"> <li>• HPE OneView</li> <li>• Maintenance and support procedures</li> </ul>
<b>Building a Solution</b>	<ul style="list-style-type: none"> <li>• Storage, compute, networking and environmental components</li> </ul>	<ul style="list-style-type: none"> <li>• Creation of a Bill of Materials (BOM)</li> </ul>

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CP088 A.00, May 2023