

# Complement your HPE support contracts

## HPE Contractual Training Credit

Get the skills you need to address your technology transition



### **Making a great support contract perfect**

Hewlett Packard Enterprise offers a flexible purchase program that helps you easily plan and budget training for your organization—so that the right training is provided to the right people at the right time. The only decision you need to make is how much training your workforce will need in the coming year. Based on your situation and our experience with hundreds of organizations that have similar needs, Hewlett Packard Enterprise can help you estimate the amount of training required.

The HPE Contractual Training Credit is a flexible, economical, and simple way to purchase training with your HPE support contract. This option is a currency-based account that can be drawn from throughout the year to register for any of our comprehensive education services, ranging from technical training for Hewlett Packard Enterprise and industry-standard

technologies to training for IT Service Management, project management, and business analysis.

While support contracts provide a safety net with proactive and reactive means to maximize uptime of IT environments, they don't address the root causes of unplanned downtime and failed IT projects. Training does. Education services from Hewlett Packard Enterprise help you drive better business results through a comprehensive portfolio of learning solutions that can help you reduce IT costs, control the risks to business operations, and drive faster growth.

### **Benefits**

- Planning flexibility—No need to know student names, dates, or even locations in advance. Flexibility to attend training as needed.
- Simplified budgeting—Lock in budget dollars by prepurchasing training funds while funding is available.

## HPE Contractual Training Credit specifications

ONE PART NUMBER FOR ALL  
CONTRACT TYPES

HA167AC

<b>Pricing</b>	Available in increments of approximately \$1,000 USD and \$100 USD in local currency. Minimum purchase amount required in some countries. Additional training credits can be purchased at any time in the same increments.
<b>Discounts and payment</b>	Discounts are based on the discount applied to the associated support contract and are not eligible for additional discounts through any other HPE promotions or discount program. Payment terms follow the associated support contract.
<b>Eligible training services</b>	May be used for any training service provided by HPE Education Services. Course offerings can be found at <a href="http://hpe.com/ww/learn">hpe.com/ww/learn</a> . Funds cannot be used for industry events or training services provided by other HPE organizations, for example, training on HPE Software products.
<b>Duration and end-of-term options</b>	Within 12 months of purchase, you can redeem training credits as needed for any service offered through HPE Education Services at <a href="http://hpe.com/ww/learn">hpe.com/ww/learn</a> . At expiration, any unused funds are forfeited and no extension beyond the expiration date is permitted.
<b>Course registration and options</b>	Course registration and availability are on a first-come, first-serve basis. Standard HPE terms and conditions apply to course cancellations, student withdrawals, and onsite or dedicated delivery cancellations and changes. See the local terms and conditions for HPE Education Services.
<b>Student administration</b>	A valid account number is required to register. You are responsible for ensuring all registrations and orders are correctly identified to HPE and only authorized people within your organization utilize the agreement.

- Reduced purchasing effort—Avoid spending time and money on approving training purchases throughout the year and simply include training with your support contract purchase.
- Simple administration—Track number of students trained, courses taken, and training funds remaining on our secure website.
- Free planning assistance—Receive ongoing course recommendations by calling the HPE Customer Registration Center or by visiting our website.

### Why HPE Education Services?

- Named a 2014 IDC MarketScape leader in IT education in Cloud, Security, Big Data, Storage, ITSM and Project Management training, after being recognized in 2013 as an IDC MarketScape leader in IT education overall<sup>1</sup>
- Named as one of the top 20 IT training companies of 2014<sup>2</sup>
- Quality and consistent training for a global customer base of diverse sizes—worldwide reach in over 90 countries
- Key partnerships with industry leaders OpenStack®, VMware®, Linux®, Microsoft®, ITIL®, PMI®, CSA, and (ISC)<sup>2</sup>
- Education Consulting for unique business needs Solutions for IT Transformation projects
- Right training for industry mega trends—Cloud, Big Data, Mobility and Security

- Flexible learning delivery—Instructor-led training (ILT), Virtual instructor-led training (VILT), Self-paced e-learning (SPEL) games and simulations
- Simplified purchase options—HPE Training Credits for Total Education. HPE Technology-Specific Training Credits and HPE Contractual Training Credits

### To order

To order an HPE Contractual Training Credit with your HPE support, contact your local HPE support services representative or your HPE channel partner.

Learn more at  
[hpe.com/ww/learn](http://hpe.com/ww/learn)

<sup>1</sup> IDC MarketScape: U.S. Cloud, Security, Big Data, Storage, ITIL/ITSM, Project Management Training Ecosystem, August 2014 Vendor Assessments (IDC #250180, IDC #250186, IDC #250181, IDC #250182, IDC #250185, IDC #250178) and IDC MarketScape: Worldwide IT Education and Training 2013 Vendor Analysis, #239139

[TrainingIndustry.com](http://TrainingIndustry.com)



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