

HPE Education Services

Storage Prescriptive Auto Quote

Improve customer satisfaction and HPE loyalty with training enabled by Prescriptive Auto Quote (PAQ).

Why include Storage training with your quote?

In-depth, skills based training from HPE Education Services:

- Improves customers' return on HPE technology investment
- Increases customer satisfaction with HPE
- Builds customer loyalty, which:
 - Creates HPE advocates
 - Leads to repeat sales
 - Reduces competitive risks

The bottom line—training is required for successful deployment, customer “stick” time and loyalty to the HPE product. Confident, skilled and satisfied customers become repeat buyers.

What our customers are saying about our classes...

'Exceptional instructor! The instructor's passion for teaching and extensive in-depth knowledge of the material makes this an awesome class!'

'Excellent up to date material and labs!'

'...This training was essential for me to be able to perform my job!'

For additional assistance

If you need additional assistance, connect with your HPE Education Consultant or contact:

HPE Customer Registration Center
800-472-5277
hpe.com/americas/training/contactus

HPE Education Services has simplified the inclusion of customer training with HPE Storage quotes. With our Storage PAQ process, suggested days of storage training may be automatically included with certain product quotes. By including training on the quote, customers commit the funding they need for HPE Storage training—upfront as part of the solution.

How does Storage PAQ work?

Storage PAQ is built into some of the HPE quote systems such as Watson, Sales Builder and SCE (Simplified Configuration Experience). With each Storage quote, as indicated below, the quote tool will add in a default quantity of storage training units for the **HPE Training Credits for Storage Services** (HF383E Fixed or HF383A1 Flexible). Each Training Credit unit is equal to one day of Storage training for one student in our open enrollment classes.

Storage PAQ Options

STORAGE PRODUCT	# OF UNITS QUOTED (PER STUDENT)	SAMPLE OF CLASSES FROM WHICH TO CHOOSE
3PAR StoreServ	3 ¹	Managing HPE 3PAR StoreServ I (HK902S) —3 days
	2 ²	Managing HPE 3PAR StoreServ II (HK904S) —2 days
	3 ¹	Managing HPE 3PAR StoreServ III (HK9P97S) —3 days
StoreOnce	2	Managing HPE StoreOnce Backup Solutions (HK766S)—2 days
StoreVirtual	2	HPE StoreVirtual 4000 Storage Administration and Configuration (HK364S)—2 days
StoreEasy	2	HPE StoreEasy Configuration, Administration and Troubleshooting (HK970S)—2 days

¹PAQ quotes 3 units for most hardware arrays.

²An additional 2 units may be quoted for software suites.

Need to train a team?

If your customer is interested in a dedicated onsite class to train a team of people, please contact your HPE Education Services representative. .

View our storage curriculum at
hpe.com/us/training/storage

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