



How to Sell

Sales motion	What to sell	Config & ordering system	SKU
HP Channel	HPE Training Credits Total Education One	Watson/SBW (value) Elf Pack/CSN (volume) Velocity processed in SAP Fusion	UC818E

SKU	Description
UC818E U5466S #4NK	HPE Training Credits Total Education One

UC818E is a generic training credit. The customer may purchase the number of units that make up the price of the course required, or more than needed immediately and use the balance credits in future for scheduled courses offered by HPE Education Services. Using Australia as example: UC818E costs \$100 per unit. The customer would like to take the training **HK902s Managing HP 3PAR StoreServ I** priced at \$3,000 per pax. You may sell one of the following:

- a) 30 units (30 x \$100 = \$3,000) which is exactly sufficient for the customer send a participant to this training.

OR

- b) 70 units (70 x \$100 = \$7,000) which entitles the customer to take \$7,000 worth of training to be consumed within 12 months of purchase.
 - After taking **HK902s Managing HP 3PAR StoreServ I** there is a balance of \$3,000 credit.
 - The customer may use the balance of \$4,000 to take any training valued up to \$4,000 (such as **HL048s IMC Essentials for Network Administrators**).