AGENDA

The critical value of IT education

HPE Education Services offering

HPE Digital Learner: Solution Partner Edition and SMB Edition

How to offer HPE Education Services

THE NEED TO EVOLVE YOUR WORKFORCE IS MORE URGENT THAN EVER BEFORE

THE WAY WE WORK HAS CHANGED FOREVER

"Since the start of COVID-19, executives say adoption of digitization and automation technologies has accelerated

Unprecedented restrictions on travel, physical interactions, and changes in consumer behavior since COVID-19 took hold has forced companies and consumers to change the way they operate. This has spurred digital transformations in a matter of weeks rather than months or years."[1]
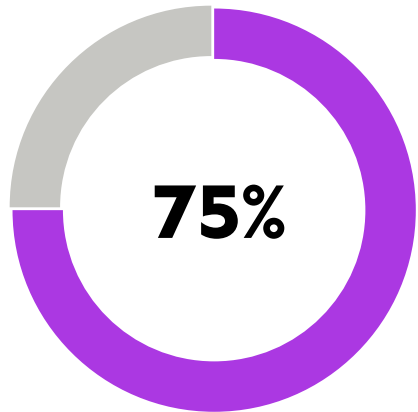
[1]What 800 executives envision for the postpandemic workforce,

McKinsey & Co, July 2020
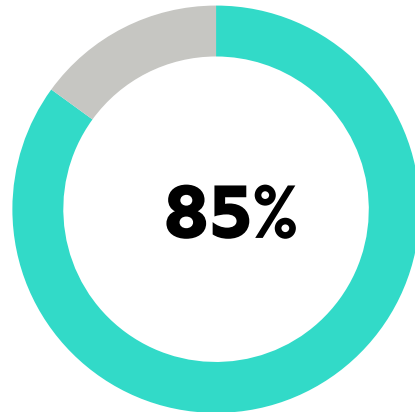

HPE POINTNEXT
S E R V I C E S
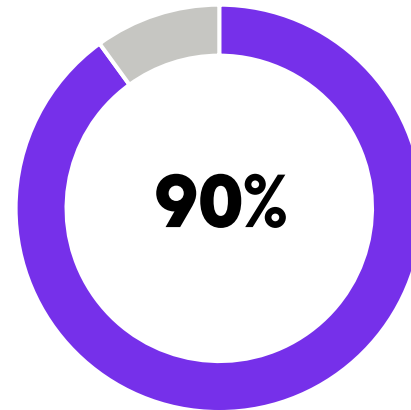
DIGITAL TRANSFORMATION IS ACCELERATING
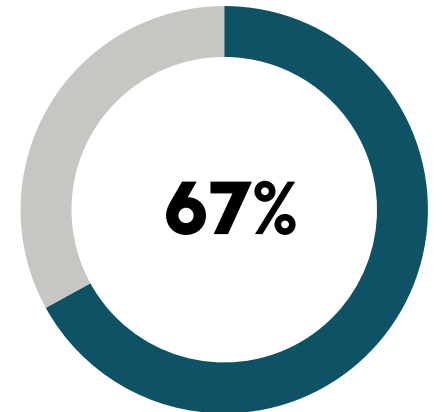
The work—and the workplace—are rapidly changing

75%

of organizations have adopted digital transformation processes[1]

85%

of digital transformations accelerated because of pandemic[2]

90%

of IT staff impacted by digital transformation[1]

67%

of companies have accelerated adoption of automation and artificial intelligence technologies

[1]The Critical Value of Training, an IDC infographic, May 2020

[2]What 800 executives envision for the postpandemic workforce, McKinsey & Co, July 2020

WHAT IS DRIVING THE DEMAND FOR CHANGE?

These unprecedented times require new skills, a fresh learning approach, and a continuous learning channel for anytime, anywhere learning.

Transition to hybrid work and virtual learning environments

Rapidly changing technologies

Skill attrition

Shift in learning preferences

IT talent shortage

THE CRITICAL VALUE OF IT TRAINING

The Critical Value of Training, an IDC infographic, May 2020

HPE EDUCATION'S ANSWER

HOW HPE EDUCATION SERVICES CAN HELP YOU

Technical training courses

Anytime, anywhere eLearning
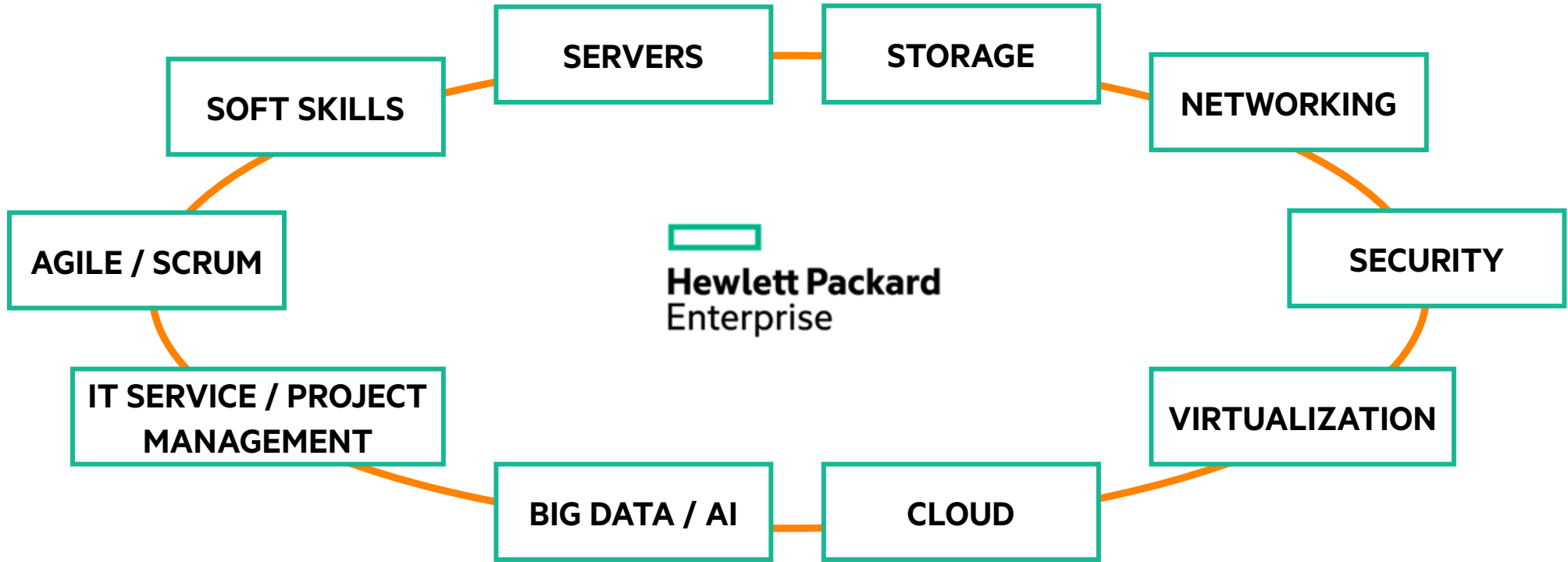
People transformation services

Explore customer training needs → **Identify gaps** → **Propose education solution** → **Organize and deliver education services**

OUR TRAINING AREAS

SERVERS

STORAGE

SOFT SKILLS

NETWORKING

AGILE / SCRUM

SECURITY

Hewlett Packard Enterprise

IT SERVICE / PROJECT MANAGEMENT

VIRTUALIZATION

BIG DATA / AI

CLOUD

HPE EDUCATION SERVICES – A VAST PORTFOLIO
Acquire comprehensive and complementary IT skills

Cloud/DevOps

HPE GreenLake Fund/Admin	AWS Cloud Platform	DevOps
Cloud computing	Azure Cloud Platform	• Overview
OpenStack technology	Google Cloud Platform	• Business simulation
Microsoft Azure Stack		• Implementation
Red Hat OpenStack	Kubernetes	• Tools
Red Hat OpenShift	Docker	• Management
SUSE OpenStack and CaaS	Terraform— Automation	Agile Project Management
	Ansible— Automation	

Converged and Composable Infrastructure/Servers

Integrated Systems	Servers	High Performance	Mission Critical Systems	Linux	Microsoft	VMware®
HPE Synergy	HPE ProLiant	HPE Cray Supercomputing	HPE Superdome X	Linux system	Azure (Stack)	vSphere
HPE OneView	Embedded management	Cray ClusterStor	HPE Superdome Flex	SUSE	Windows Server	NSX—T
HPE ConvergedSystems	HPE Integrated Lights-out (ILO)	HPE High Performance Cluster Management	HPE NonStop	Red Hat	SharePoint	vRealize Cloud
HPE SimpliVity	HPE Pensando PSM	HPE Apollo	HPE Integrity		SQL Server	vSAN
HPE BladeSystem		AI/Deep Learning	HPE Serviceguard		Modern Workplace	VCF
HPE Virtual Connect					Exchange Server	Horizon
					Microsoft 365	Workspace ONE

Storage

HPE StoreFabric	HPE Recovery Manager Central
HPE 3PAR StoreServ	Veeam
HPE StoreOnce	HPE MSA
HPE Nimble	HPE XP
HPE Primera	dHCI
HPE InfoSight	

Networking

Data center networking (Aruba Switches)

HPE FlexFabric

Network management

Networking workshops

Aruba

Data and Analytics

AI/Deep Learning

HPE Ezmeral

HPE Data Fabric

HPE High Performance Compute

Information Infrastructure

SAP HANA

IT Service Management

ITIL 4 certification

ITSM implementation

IT4IT certification

IT governance

SIAM

Prince2 certification

Cybersecurity

SANS Security Awareness Training

NCSP—NIST Cyber Security Professional

CCSK (Certificate in Cloud Security Knowledge)

CCAK (Certificate in Cloud Auditing Knowledge)

CISMP (Certificate in Information Security Management Principles)

RESILIA™

Data Center Management

EPI Data Center Certification

EPI IT Certification

HPE EDUCATION SERVICES
Training options to fit your schedule, learning style, and needs

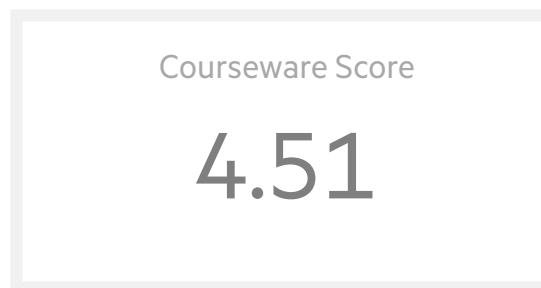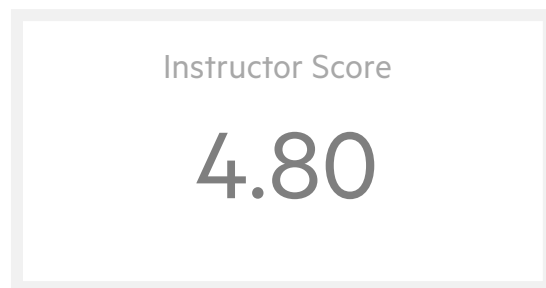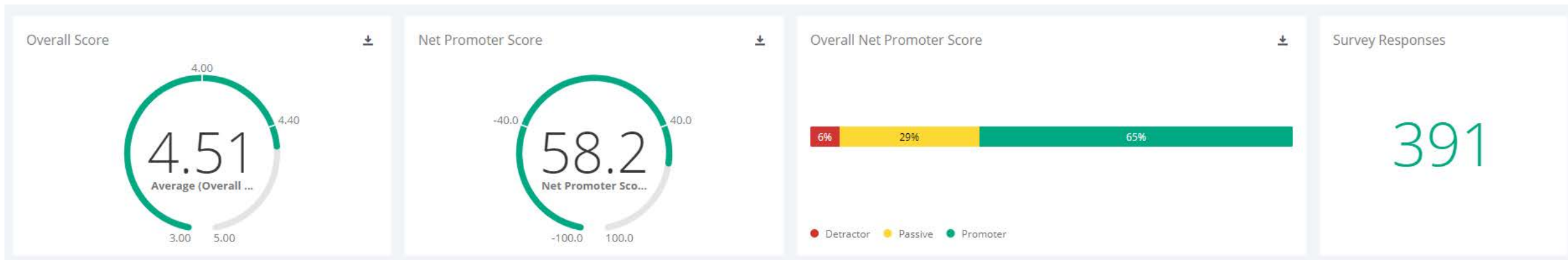| Virtual Instructor-Led Training (VILT)	Instructor-Led Training (ILT)	Public Training	Private Training	eLearning	Virtual Labs
• 6-7 hrs./day, 1 to 5 day • Shorter 2-hour seminars • Instructor-led • Live, online via internet • Interactive, hands-on labs (HPE Virtual Labs)	• 1 to 5 day • Traditional classroom / open enrollment • Classroom-based at HPE Education Centers • Instructor-led • Interactive, hands-on labs (HPE Virtual Labs)	• Standard Agenda • HPE site (Rome or Milan), or via virtual instructor-led training (VILT)	• Tailored to customer's needs • At customer's site, HPE site, or via virtual instructor-led training (VILT)	• Subscription-based HPE Digital Learner for continuous learning • Individual online/self-paced • Interactive hands-on virtual labs or embedded videos • HPE technologies, industry hot topics, professional development • Recorded presentations	• Hands-on labs using original equipment lab systems • Dedicated 22K sq ft virtual training lab facility • Accommodates 1200+ concurrent connections • Provides 24x7x365 support for world-wide training

HPE EDUCATION FY20 QUALITY RESULTS (ILT+VILT)

Overall Score

4.51
Average (Overall ...)

Net Promoter Score

58.2
Net Promoter Sco...

Overall Net Promoter Score

| 6% | 29% | 65% |

● Detractor ● Passive ● Promoter

Survey Responses

391

Instructor Score	Courseware Score	Facility Score
4.80	4.51	4.34

HPE DIGITAL LEARNER

HPE DIGITAL LEARNER

Anytime, anywhere learning-as-a-service solution

- Subscription service; anytime, anywhere Learning
- Designed to fit the way digital natives expect to learn
- Broad range of content: HPE Technology, Industry, VILT

www.hpe.com/ww/digitallearner

	BRONZE	SILVER	GOLD
HPE technology Online training for most HPE solutions	✔	✔	✔
Virtual Labs for hands-on learning	✔	✔	✔
Post-training learning checks Learner boosts	✔	✔	✔
Ask an instructor HPE subject matter experts	✔	✔	✔
Social learning Peer-to-community, user achievements	✔	✔	✔
Verifiable Digital Badges Earned HPE Credentials to recognize achievement	✔	✔	✔
Vast library of premium IT industry topics Build broader technology, productivity, collaboration and business ski		✔	✔
Expert series Recorded Webinars		✔	✔
Virtual Instructor-led Training (vILT) from broad catalog (includes up to 3 vILT classes)			✔
Office Hours			✔

DIGITAL LEARNER - HPE TECHNOLOGY

Included with all Bronze/Silver/Gold subscriptions

Created and delivered by experts at HPE, these courses present focused, key information about core technologies.
(375+ hours)

Content Pack Web page
http://www.hpe.com/ww/DigitalLearner-ContentPack

Content Pack title	Technology Area
+ Open All	
+ HPE Digital Learner Azure Stack	Cloud
+ HPE Digital Learner OpenStack®	Cloud
+ HPE Digital Learner Composable	Converged and Composable
+ HPE Digital Learner OneView	Converged and Composable
+ HPE Digital Learner OneView Ecosystem	Converged and Composable
+ HPE Digital Learner SimpliVity	Converged and Composable
+ HPE Digital Learner Ezmeral	Data and Analytics
+ HPE Digital Learner Hybrid IT Essentials	Essential Technologies
+ HPE Digital Learner ITIL® 4 Foundation	IT Service Management
+ HPE Digital Learner Aruba	Networking
+ HPE Digital Learner FlexFabric	Networking
+ HPE Digital Learner Server Management	Servers
+ HPE Digital Learner 3PAR	Storage
+ HPE Digital Learner Nimble	Storage
+ HPE Digital Learner Nimble Storage Administration and Integration	Storage
+ HPE Digital Learner Primera	Storage
+ HPE Digital Learner InfoSight Analytics Professional	Storage
+ HPE Digital Learner StoreOnce	Storage
+ HPE Digital Learner Integrating Veeam	Storage
+ HPE Digital Learner Data Management Framework	Storage

Note: Available content packs are subject to change as content is added, refreshed or obsoleted from the subscription. Always refer to the content pack website for latest information

DIGITAL LEARNER – OTHER IT TECHNOLOGIES

Included with all Silver/Gold subscriptions

More than **6.000 hours** of IT training content!

IT Industry Skills Training

Available with a Silver or Gold HPE Digital Learner plan, the IT industry training content includes courses on technology, digital transformation, leadership development, business skills, and personal development and productivity. In total, there are more than 6,000 hours of learning to explore.

View sample curricula by clicking the "+" next to the libraries below.

+ Open All

− Technology and Developer library (4700+ hours)

The Technology and Developer library delivers breadth and depth across critical technology solution areas, enabling IT professionals to rapidly develop skills across a wide range of technology subjects, as well as prepare for related professional certifications. Click on a category below to see sample topics.

CLOUD COMPUTING	DEVOPS	ENTERPRISE DATABASE SYSTEMS	OPERATING SYSTEMS & SERVER TECHNOLOGY
SECURITY PRINCIPLES AND SOLUTIONS	SOFTWARE DEVELOPMENT	WEB DESIGN	

+ Productivity & Collaboration Tools library (1000+ hours)

+ Business Skills library (300+ hours)

+ Digital Transformation library (40+ hours)

+ Leadership Development library (25+ hours)

Content Pack Web page -> http://www.hpe.com/ww/DigitalLearner-ContentPack

EARN MULTIPLE BADGES WITH A DIGITAL LEARNER SUBSCRIPTION

http://hpe.com/ww/learnbadging

Fast Start - HPE ProLiant Gen10 Hewlett Packard Enterprise	**Fast Start - HPE Nimble Storage** Hewlett Packard Enterprise	**Fast Start - HPE ProLiant for Microsoft Azure Stack** Hewlett Packard Enterprise
Fast Start - HPE SimpliVity Hewlett Packard Enterprise	**Fast Start - HPE Composable Infrastructure** Hewlett Packard Enterprise	**Fast Start - DevOps** Hewlett Packard Enterprise
Fast Start - HPE Synergy Hewlett Packard Enterprise	**Fast Start - HPE Primera** Hewlett Packard Enterprise	**Fast Start - HPE BlueData** Hewlett Packard Enterprise
HPE Specialist - Blockchain Foundations Hewlett Packard Enterprise	**HPE Digital Learner Advisor** Hewlett Packard Enterprise	**HPE Specialist - Blockchain Architecture Cloud** Hewlett Packard Enterprise
HPE Specialist - Blockchain Architecture Ethereum Hewlett Packard Enterprise	**HPE Specialist - Blockchain Architecture Hyperledger** Hewlett Packard Enterprise	

SUPPORTING PREPARATION FOR 65+ CERTIFICATIONS

Business certifications

- ASQ (Six Sigma)
- CompTIA
- Human Resource Certification Institute (HRCI)
- International Institute of Business Analysis (IIBA)
- ITIL®
- PRINCE2®
- Society for Human Resource Management (SHRM)

IT professional certifications

- (ISC)^2
- Amazon
- BCS Professional Certification
- Cisco
- CompTIA
- EC-Council
- Google™
- Information Systems Audit and Control Association (ISACA)
- International Software Testing Qualifications Board (ISTQB)
- Juniper Linux® Professional Institute (LPI)
- Microsoft
- Oracle
- Red Hat®
- SAS
- TOGAF®

ACQUISIRE COMPETENZE.
OTTENERE LE CERTIFICAZIONI.
HPE Digital Learner per la preparazione agli esami

FREE DIGITAL LEARNER TRIAL

HPE DIGITAL LEARNER 7-DAY FREE TRIAL

Our anytime, anywhere learning-as-a-service solution offers the latest eLearning on HPE technologies, hot industry topics (security, cloud, AI), and more, with options for virtual instructor-led training (VILT). Try for free today!

Sign up now

Already registered?
Go to the learning portal →

DIGITAL LEARNER – SOLUTION PARTNER EDITION

HPE Digital Learner – Solution Partner Edition was created exclusively for HPE Partner Ready Solution and HPE Partner Ready for Services Delivery providers. Linkage from TechPro Skills Center Tile and MyLearning pages to www.hpe.com/ww/digitallearnerpartner

- ✓ **Partner learning paths** - Curated content for Continous Learning

- ✓ Select **ATP/ASE eLearning** - Hybrid IT ATP/ASE certification training

- ✓ HPE learning exam vouchers - Up to **3 HPE learning vouchers** for Pearson VUE (2 HPE0, 1 HPE2)

- ✓ Value for **5 Training Credits** - at least 12 days of training for ATP and ASE plus vouchers and extensive HPE technology and industry training libraries

HPE Certification Content Pack Title	Certification
+ Open All	
+ Building HPE Hybrid IT Solutions	ATP
+ Designing HPE Hybrid IT Solutions	ASE

SMB EDITION DIGITAL LEARNER SUBSCRIPTION SERVICE

Gold
+ Virtual Instructor-led training
HR2R6A1 / E / AC / AAE

Silver
+ Premium industry topics
HR2R5A1 / E / AC / AAE

Bron...
HPE Tech...
HR2R4A1 / E / A...

SMB Edition

HPE Technology: 100+ hours
Industry skills: 1.100 hours

SMB Edition target price at 25% of Silver

✓ Created exclusively for HPE Small and Medium Business customers with targeted HPE and Industry training

✓ Focused on security, productivity, business continuity and digital transformation

✓ Priced to support an SMB price-sensitive market

HOW TO OFFER HPE EDUCATION SERVICES

FLEXIBLE PURCHASE OPTIONS WITH HPE TRAINING CREDITS

Apply your Training Credit balance to any HPE Education Services training course or your HPE Digital Learner subscription.

Total Education Training Credits
Monetary agreement – redeem for any courses.

Technology Specific Training Credits
Redeem for HPE Education Services training courses based a particular technology

Contractual Training Credits
Purchased along with support contracts. Monetary agreement – redeem for any courses.

Full flexibility – 1 yr time to redeem	Easy to purchase: Direct, Attach to hardware, Attach to contracts	Secure training budget.	Establish a training account
Attend training as and when you need	Benefit from upfront discounts	By-pass immediate registration requirements	Purchase for a team/company and apply to any student

HPE TRAINING CREDITS

- ## Flexible
  There is no need to know student names, dates or even locations in advance.

- ## Practical
  Lock in budget by pre-purchasing training credits while funding is available.

- ## Convenient
  Once a training Credit account is set up, students simply enroll for classes as needed / Right Start Knowledge Bundle/ Digital Learner subscription — no additional funding, purchase orders or approvals are required.

- ## Simplify
  Training budgeting and purchasing processes.
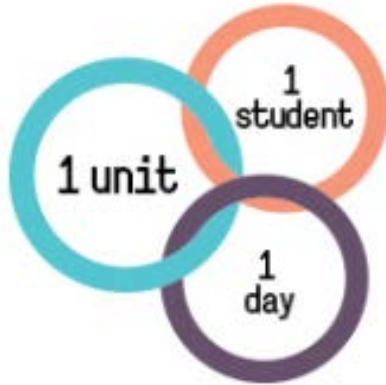
Technology Training Credits
Priced based on the cost for one student to attend one day of open enrollment training in specific technology

Contractual / Monetary Training Credits
funds purchased/added to HPE Support contracts to redeem towards training. Currency-based prepaid account

GreenLake Training Credits

TECHNOLOGY-SPECIFIC TRAINING CREDITS

- Recommended automatically by OCA depending on technologies included in the deal.
- Can be redeemed for ILT/VILT trainings, Digital Learner subscriptions, workshops, custom solutions.
- Validity is 1 Year.
- HPE Education available to define the best way to redeem them.
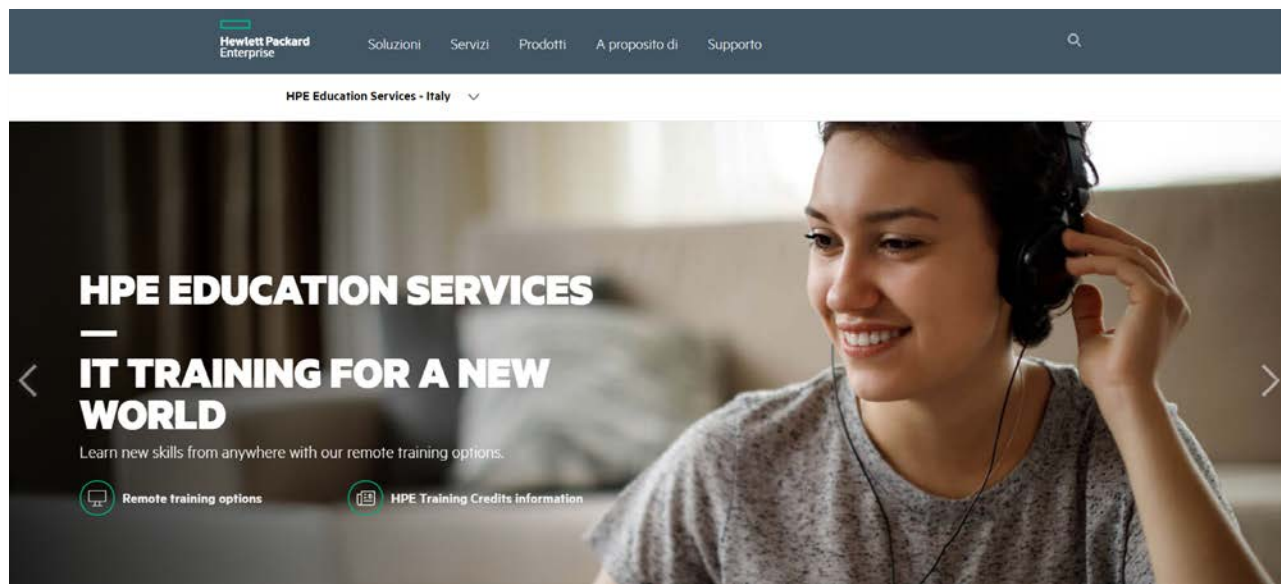
HPE Technology Training Credits brochure

HPE Technology Specific Training Credits

Service name	Part number
HPE Training Credits Servers/Hybrid IT Services	HF385E or HF385A1
HPE Training Credits for Storage Services	HF383E or HF383A1
HPE Training Credits for BlueData Services	H9P13E or H9P13A1
HPE Training Credits for VMware® Services	HF386E or HF386A1
HPE Training Credits for Security Services	H9P12E or H9P12A1
HPE Training Credits for Cloud Services	H9P11E or H9P11A1
HPE Training Credits for ITIL® Services	HK141E or HK141A1
HPE Training Credits for Switch and Datacenter Networks Services	HH244E or HH244A1
HPE Training Credits for Microsoft Services	HF387E or HF387A1
HPE Training Credits for HP-UX Services	HF382E or HF382A1
HPE Training Credits for Linux® Services	HK771E or HK771A1
HPE Training Credits for NonStop Services	HF388E or HF388A1

HPE Digital Learner part numbers

|	
HPE Digital Learner Bronze 1 Year Subscription Service	HR2R4 A1/E/AC/AAE
HPE Digital Learner Silver 1 Year Subscription Service	HR2R5 A1/E/AC/AAE
HPE Digital Learner Gold 1 Year Subscription Service	HR2R6 A1/E/AC/AAE

HOW TO PURCHASE HPE EDUCATION SERVICES

Education Services purchase process is the same used for HW and Support Services.

The partner may choose to order in any of the following forms.

- Technology Training Credits (HW dedicated SKUs) (invoicing and payment upfront)

- Contractual Training Credits (SKU HA167AC) (invoicing and payment upfront)

- Per-event (invoicing and payment after training delivery)

WHY ADDRESSING SKILLS & TRAINING WITH YOUR CUSTOMER
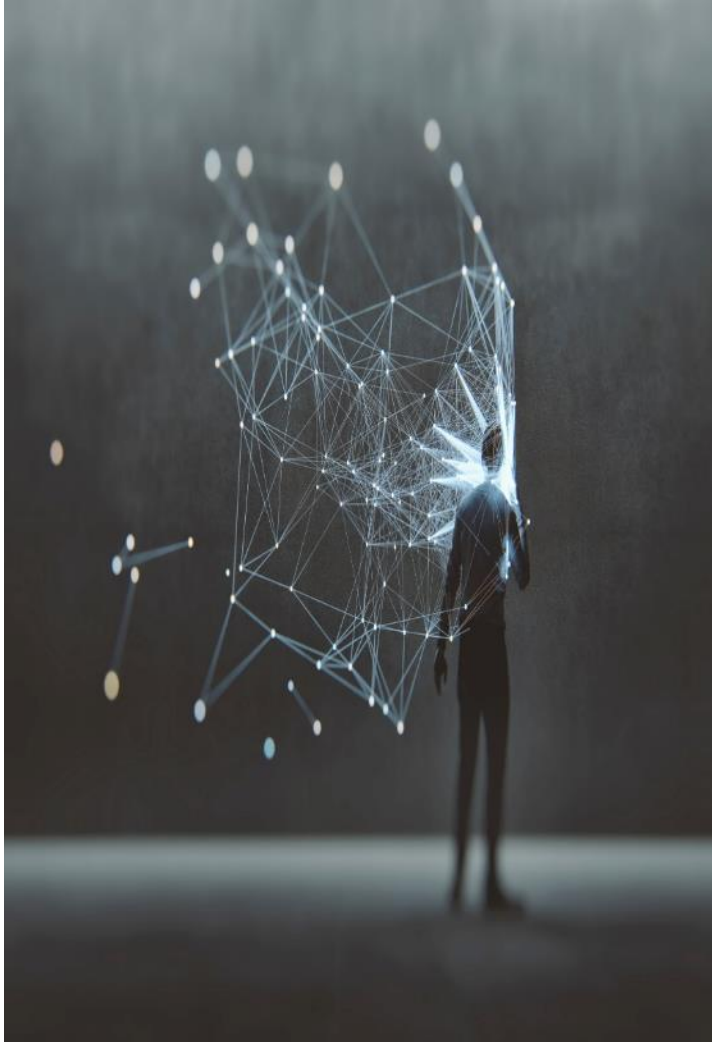
Customer value proposition

✓ Ensure IT transformation success by applying the right skills to make the solution work.

✓ Establish trust & confidence as key advisor for training/certification

✓ Ensure a secured & flexible training budget for future use (attrition, changes to infrastructure, …)

Channel value proposition

✓ Training & skills increase customer loyalty index and chances to upsell and resell

✓ Education follows rebate scheme applied for A&PS

✓ Enjoy upfront discounts

✓ Included in Engage & Grow program

✓ Skill up yourself – increase your credibility & improve selling

QUESTIONS & ANSWERS

CONTACTS AND MORE INFORMATION

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Gioia Cupellini, gioia.cupellini@hpe.com, Tel.: +39 340 5096 037

Webpage HPE Education Services

– Overview of entire training portfolio, course datasheets & available schedules

– In depth information for Digital Learner (Bronze, Silver, Gold, Partner Edition)

– Education links & contacts for all countries

Mailbox HPE Education Services: education.it@hpe.com

THANK YOU!