
HPE Sales Certified - Aruba Products and Solutions [2017]

How to acquire this certification ?

Step 1: Do you have a Partner Portal User ID / Passport ?

yes : continue to step 2 (next page)

no : how to request a Partner Portal User ID / HP Passport ? :

1. **Partner Ready Portal:** <http://partner.hpe.com>
Select "Register here"
2. Follow the onscreen instructions to complete your registration.
3. Allow up to 3 days for your Partner Portal Administrator (PPA) or the Hewlett Packard Enterprise Profiling Team to approve your access
4. Once this has been approved, you will receive an email confirming your account activation. Please follow the instructions in the email to log in

Step 2: complete the preparatory **TRAINING** (highly recommended)

Course duration (WBT): 4 hours 30 min

Course name: Selling Aruba Products and Solutions, Rev. 16.41

Course ID: 01082189

Language of WBT: English

Cost of WBT: free of charge

Remark:

From the "Resources" tab of the Web Based training you can download a HPE Press "Course Study Guide". This study guide allows you to review content offline and also as reference when taking the online exam. This study guide is in an eBook format, not .pdf. You will need an e-reader to download and view the document.

Step 3: pass EXAM HPE2-W01 ‘Selling Aruba Products and Solutions’

www.pearsonvue.com/hpe/activity

a) When you pass for the 1st time an exam via Pearson Vue, please create a profile based on your HPE Learner ID.

If you have forgotten your HPE Learner ID:

<https://www.mylearninghpe.com/forms/idLookup.aspx>

b) When you have already created a profile on the Pearson Vue website in the past, but can't remember your login details, select "Forgot Username or Password". You will receive an email called "HPE Certification and Learning - Testing Profile Login Recovery" sent by exam.registration@hpe.com. If you would not receive an email, please verify the "spam / junk e-mail folder" of your mailbox.

1. After login, please select "**Purchase web-based exams**" in the left navigation
2. Select "**View Web Based Exams**"
3. Select exam "**HPE2-W01**"

4. Select "**Purchase this exam**"

5. Select "**Proceed to Checkout**" and complete the following steps:

Checkout - Step 3: Enter Payment



A) Pay using a credit card

OR

B) Alternatively you (or your manager/HR department) can purchase exam voucher(s) upfront via the HPE exam voucher store -(see next page for more details) and then enter the exam voucher code in the field provided.

Exam price

A) If you are located in: Austria, Belgium, Denmark, Finland, France, Germany, Greenland, Iceland, Ireland, Italy, Luxembourg, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, United Kingdom

Exam HPE2-W01: \$100 (excl VAT)

Exam voucher store: http://daavouchers.pearsonvue.com/category_s/62.htm

B) If you are located in another country in EMEA

Exam HPE2-W01: \$50 (excl VAT)

Exam voucher store: http://eaavouchers.pearsonvue.com/category_s/62.htm

System Requirements: This exam can only be taken if all of the system requirements listed below are met.

- **Operating system:** Windows 7, Windows 7 Pro, Windows 8 and 8.1. Mac OSX are NOT supported at this time. Microsoft has ended support for Windows XP as of April 8, 2014.
- **Display:** 1024 x 768 in 16-bit color (minimum resolution)
- **Internet connection:** Broadband (DSL, cable or LAN/WAN): 256 kbps down / 256 kbps up. Dial-Up Internet connections are *not* supported.
- **Internet browsers:** Internet Explorer 8, 9, 10, 11
- **Browser settings:** Cookies must be enabled. Pop-up blockers must be disabled.
- **Additional software:** Some security software programs, like antivirus software, can disrupt exam delivery and may need to be disabled. In addition, some third-party browser add-ons may need to be disabled.

HPE2-W01

Webbased exam **HPE2-W01**

‘Selling Aruba Products and Solutions’

- 40 multiple choice questions
- Maximum 60 minutes
- Passing score: 70 %
- Language: English

25%

Understand the Customer

- Describe networking-related desired business outcomes, business drivers, and market trends that are causing customers to transform in four key Transformation Areas
- Identify and describe the Aruba strategy for helping customers achieve the business outcomes they seek
- Identify and describe customer needs for switching and wireless solutions in a digital workplace

75%

Understand the Aruba Portfolio

- Identify and describe Aruba wireless solutions for the digital workplace
- Identify and describe Aruba wired and management solutions for the digital workplace
- Differentiate Aruba wired and wireless solutions from competitive solutions
- Describe the Aruba opportunity for BYOD and IoT Security
- Identify and describe the Aruba opportunity for Mobile Engagement
- Identify and describe the Aruba opportunity with SMBs



If you have successfully passed the required webbased exam:

<http://www.mylearninghpe.com>

* It takes 5 days before you can download your personal e-certificate *in pdf format*
Select 'Benefits' in the top navigation bar.

* It takes 4 days before your exam result is uploaded from Pearson Vue into the Hewlett Packard Enterprise database and your acquired certification to be taken into account for Partner Ready Program compliance in the **Partner Learning Management Tool (PLMT)**.

Select 'Training' / 'Partner Learning Management Tool' in the top navigation bar.

Remark:

You will only see the "Partner Learning Management Tool" link if you are flagged as "Partner Education Manager" (PEM) in the Hewlett Packard Enterprise database. Your "Partner Portal Administrator" (PPA) can assign this role.

Questions ?

Certification and Learning Program Office - EMEA

(languages covered: English, German, French, Spanish, Italian, Russian, Portuguese and Polish)

clsupport.emea@hpe.com

This team can be also contacted via Live **Chat** on www.certification-learning.hpe.com. Click the 'Live Chat' button to speak to a support agent straight away instead of sending an email.