

Selling Aruba Products and Solutions, Rev. 16.41

Course description

After completing this course, HPE channel partners will be able to describe, position, and recommend Aruba Mobile First wired and wireless networking solutions.

The course content includes:

- Understanding the opportunity with Aruba, a Hewlett Packard Company
- Positioning Aruba for:
 - o Mobile First wired and wireless infrastructure solutions
 - o Mobile First Platform and Technology Ecosystem
 - o BYOD and Internet of Things (IoT) solutions
 - o Location-based services
 - o Wired and wireless SMB solutions
- Differentiating Aruba Mobile First solutions for the Digital Workplace

Ideal candidate for this course

HPE channel partners and HPE sales professionals who sell Aruba networking solutions

Topics

- Understand the Opportunity with Aruba, a Hewlett Packard Company
- Understand the Aruba Mobile First Opportunity in the Digital Workplace
- Position Aruba Mobile First Infrastructure Solutions for the Digital Workplace
- Position Aruba Mobile First Platform and Technology Ecosystem for the Digital Workplace
- Differentiate Aruba Digital Workplace Solutions
- Know Aruba Solutions for BYOD and IoT Security
- Know Aruba Solutions for Location-based Services
- Know Aruba Solutions for SMBs

Objectives

This course teaches participants to:

- Understand the Aruba Mobile First network and key strategic areas
- Explain the customer needs for mobility solutions and IT edge switching in the digital workplace
- Describe the business value and features of Aruba Mobile First products and solutions
- Differentiate Aruba solutions from the competitors

For more information

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Course ID	01082189
Course format, Typical duration	WBT - Web Based, Self Paced, 4 hours 30 minutes
Skill level	Foundational
Delivery languages	English
Related certifications	<ul style="list-style-type: none"> • HPE Sales Certified - Aruba Products and Solutions [2017]
In preparation for these exams	<p>Selected items from this course are included in these exams:</p> <ul style="list-style-type: none"> • HPE2-W01: Selling Aruba Products and Solutions
<p>Take this course. Find this course offering in the Training calendar. Click "Register" to take the course in The Learning Center. Login and Password required.</p>	

