

ProLiant Easy Attach Training Options

HP Care Pack Services for ProLiant Training

How to Build a Quote—HF385E/HF385A1

HP Education Services delivers the in-depth training your customer needs to be successful with HP BladeSystem/ProLiant. Use the *HP Care Pack for ProLiant Training* [HF385E/HF385A1] to attach training to your order—not only will you help your customer, you will also earn quota credit.

Figuring out what to quote and how to quote is easier than ever with our ProLiant 'Easy Attach' Training Options.

How to Build a Quote: ProLiant Easy Attach Training Options

HP Care Pack for ProLiant Services

Fixed Volume Product Number HF385E

Flexible Value Product Number HF385A1

Step 1.

Determine the Easy Attach Training Option that meets your customer's needs.

Based on the chart below, select the Easy Attach Training Option that aligns with the customer's HP ProLiant product. Each Easy Option includes our training course recommendations specific to that HP product.

HP ProLiant Products

| Easy Attach Options | | HP BladeSystem ProLiant Server Blades and Enclosures (BL200, BL400, BL600 Series) | HP ProLiant DL/ML/SL Servers | Virtual Connect | HP Insight Control Systems Management for HP BladeSystem, ProLiant (DL/SL/ML) and Matrix Solution | HP BladeSystem Matrix Solution (Starter Kit or Expansion Kit) |
|---------------------|--|---|------------------------------|-----------------|---|---|
| Option 1 | HP BladeSystem Administration | ● | | ● | | |
| ✓ | HP BladeSystem Administration: c-Class HE646S 3 days | | | | | |
| ✓ | HP BladeSystem Virtual Connect HK758S 3 days | | | | | |
| Option 2 | HP ProLiant Server Administration | | ● | | | |
| ✓ | APS Service Fundamentals HK752S 1 day | | | | | |
| ✓ | Servicing HP ProLiant ML/DL/SL Servers HK753S 2 days | | | | | |
| Option 3 | HP Insight Control System Management | | | | ● | |
| ✓ | HP Insight Foundation* HE643S 2 days | | | | | |
| ✓ | HP Insight Control Managing and Monitoring with HP SIM HE644S 5 days | | | | | |
| ✓ | HP Insight Control Server Deployment HE645S 3 days | | | | | |
| ✓ | *Introduction to Insight Control V6 WBT (HK317AAE) (included with HE643S) | | | | | |
| Option 4 | HP BladeSystem Matrix Administration | | | | | ● |
| ✓ | Matrix Operating System Administration HG812S 4 days | | | | | |
| ✓ | VMware vSphere: Install, Configure, Manage [V4.1]** HH633S 5 days | | | | | |
| ✓ | **VCP exam voucher and 2 hour online VCP Prep Seminar (HH636S) included with HH633S | | | | | |

"I consistently push education to my customers because it is an easy way to grow each and every deal. Plus, the high quality training delivered by HP Education Services enhances my customer's implementation and raises HP visibility throughout the account. It is definitely a win-win situation—for both my customer and for HP!"

—Kent Squarcia
TSG Americas



Step 2.

Identify the number of students for each Easy Attach Training Option.

If there are 6 or more students for the course, a dedicated delivery may be more cost-effective. Contact your HP Education Consultant for a custom quote.

Step 3.

Compute the total number of Care Pack Training units for your quote.

The number of units required (per student) for each Easy Attach Training Option is listed below. To compute the total number of units required, simply multiply the 'Easy Attach Option' units required by the number of students.

| | | |
|-----------------|---|-----------------|
| Option 1 | HP BladeSystem Administration | 6 units |
| Option 2 | HP ProLiant Server Administration | 3 units |
| Option 3 | HP Insight Control Server Management | 10 units |
| Option 4 | HP BladeSystem Matrix Administration | 9 units |

Example:

- Number of students for each option:
 3 students for HP BladeSystem Administration (Option 1)
 2 students for HP Insight Control Server Management (Option 3)
- Care Pack units required per student
 Easy Attach Option 1 = 6 units
 Easy Attach Option 3 = 10 units
- Compute the total Care Pack quantity:
 Option 1: 3 (students) x 6 units = 18 units
 Option 3: 2 (students) x 10 units = 20 units
- Quote details:
 - Quantity: 38
 - Product Number: **HF385E (or HF385A1)**

Buy more. Save more.

With Care Packs that exceed \$5K, your customer qualifies for a quantity discount. To calculate dollar value, multiply the number of units by the unit dollar value of \$800. Discounts apply to direct sales only—please contact your HP Education Consultant for additional information.

| Price Tiers | Discount |
|-------------|----------|
| \$5K—\$30K | 10% |
| \$31K—\$75K | 15% |
| > \$76K | 20% |

Note:

Each HF385E/HF385A1 Care Pack unit can be redeemed for one day of ProLiant training. If the customer chooses to use the *HP Care Pack for ProLiant Training* for non-ProLiant courses, the *dollar value* of the courses will be redeemed from the Care Pack rather than the number of days.

For more information

If you have questions or need additional information, please contact your HP Education Consultant:

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