

HP Care Pack Services for VMware Training

How to Build a Quote—HF386E/HF386A1

"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

HP Education Services can help you increase sales revenue, enhance customer relationships, and add true value to the customer's IT project with our award-winning VMware training from HP VATC.

With HP Care Pack Services for VMware Training, adding education credits to your sale is easier than ever. Just follow these simple steps:

How to Build a Quote: HP Care Pack Services for VMware Training

Fixed Volume Product Number HF386E

Flexible Value Product Number HF386A1

1. Determine the courses needed to satisfy the customer's training goals.

- Visit the VMware curriculum at www.hp.com/education/sections/vmware.
- The complete HP Education Services course offering is available at www.hp.com/education.
- Select the courses that address the customer's training goals.

2. Note the duration (number of days) for each course.

3. Identify the number of students that will attend each course.

If there are 8 or more students for the course, a dedicated delivery may be more cost-effective. Contact your HP Education Consultant for a custom quote.

4. Compute the order quantity (number of training units).

For VMware courses, the order quantity equals the total number of training days required. To calculate the number of units for each VMware class, multiply the number of training days by the number of students. If you need to include non-VMware courses in your quote, please contact your HP Education Consultant for assistance.

5. Prepare the quote/order for Product Number HF386E (or HF386A1).

Use the total number of days as the quantity.

Example:

1. Course: VMware vSphere [4.1]: Install, Configure, Manage (HH633S)
2. Course duration: 5 days
3. Number of students: 2 students
4. Compute the order quantity (units): 2 (students) x 5 (days duration) = 10 units
5. Quote details:
 - Quantity: 10
 - Product Number: HF386

Top VMware Courses

- ✓ VMware vSphere [4.1]: Install, Configure, Manage (HH633S)—5 days
- ✓ VMware vSphere [4]: Troubleshooting (HH642S)—4 days
- ✓ VMware vSphere: Manage for Performance (HH643S)—3 days
- ✓ VMware vSphere: Manage and Design for Security (HH638S)—3 days
- ✓ VMware vSphere: Automation with vSphere PowerCLI (HH640S)—2 days

For more information

If you have questions or need additional information, please contact your [HP Education Consultant](#).

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.

Note:

Each HF386E/HF386A1 Care Pack unit can be redeemed for one day of VMware training. If the customer chooses to use the *HP Care Pack for VMware Training* for non-VMware related courses, the dollar value of the courses will be redeemed from the Care Pack rather than the number of days.

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

» » [Visit HP Education Services](#)

» » [Visit our VMware curriculum](#)

