



# HP Certified Professional Program

Worldwide Program Guide

Module 1 – Program Introduction

Updated October 2008



## HP Certified Professionals. Get IT Right the First Time.

The HP Certified Professional Program prepares you to meet today's challenges with the business and technical skills you need. Join a world-class certification program, recognized as the industry benchmark in competency and credibility.

This guide provides you with easy access to information on all HP certification levels and the certifications available to you. The information is in modular format to make it easier for you to find and download the specific information you need. You are reading Module 1, which provides an introduction to the HP Certified Professional Program.

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## HP Certification is the perfect tool. [↕](#)

The HP Certified Professional certification identifies and rewards experts specializing in HP products and solutions. When you attain the designation of HP Certified Professional, you have proven your competency in a specific focus area. Because employers and customers place high value on certified competency, the HP Certified Professional Program helps you position yourself for career advancement and other rewards such as job security, increased earnings potential, and industry recognition. The HP certification tells employers and customers that you are best-in-class, productive, and reliable—with the necessary business agility to provide a competitive edge.

The HP Certified Professional Program provides you with the perfect tool for performance planning and workforce management to ensure you are capable in meeting the challenges of an increasingly competitive business environment.

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## Make yourself invaluable. [↕](#)

Gain increased value in the eyes of your customers, employers and co-workers. That's one of the many benefits of attaining an HP Certified Professional Program certification. And with the tools, training, support and brand value provided by the HP Certified Professional program, you're not only establishing your expertise, you're enhancing your skills and increasing your market value.

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## Bridge the skills gap. [↕](#)

In our competitive global economy, businesses need increasingly complex IT solutions to drive better business outcomes. However, many of the technical professionals in the existing IT workforce do not have the relevant skills that businesses need today. At the same time, many sales professionals do not have the right sales and industry knowledge to understand the real needs of a customer's business and offer them the best solution. As a result, the expertise of highly skilled technical and sales professionals is more valuable than ever.

Bridge this skills gap and increase your value with course offerings and certifications in the latest technologies through the HP Certified Professional Program. With highly relevant, practical training and intensive knowledge transfer conferences and events, you will gain the skills employers and customers demand.

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## Boost your confidence, skills and sales. [↕](#)

As an HP Certified Professional, you are the human force that brings technology to customers, makes it work and helps it support business goals. And with the expertise you develop and specialized support from HP, you reduce time-to-solution and demonstrate a higher level of performance. In short, when you become an HP Certified Professional, you are in demand.

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## Get connected to HP. [↕](#)

Your investment in the HP Certified Professional Program is the beginning of a long-term relationship with HP. Through this partnership, HP delivers access to the people, resources, training and information that help you to be successful in your job. The program benefits are designed to provide you with exclusive access to continuous learning opportunities, information and expertise, specialized tools and utilities, and professional development opportunities.

As with any program, benefits vary by region, location, certification level, certification held and certification status. Because the program is based on your certification investment in the program, the path to advanced certification levels will yield greater benefit rewards.

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## Who should become an HP Certified Professional [↕](#)

The HP Certified Professional Program is designed to meet the needs of HP partners, customers and employees. The program is for sales and technical IT professionals who are interested in validating their skills by passing competency exams aligned to an HP product, technology or solution. These competency exams align with many of the IT job roles in today's marketplace. Candidates may be new to the IT industry or seasoned professionals who have held various jobs in a number of technology fields.

Recognized around the world, the HP Certified Professional Program has five focus areas:

- Sales
- Presales Technical
- Technical Integration
- Systems Administration
- Hardware Support

There are multiple certification levels within each focus area, providing a comprehensive framework for your career development.

You should consider joining this program if you:

- Sell solutions based on HP technologies
- Plan and design solutions based on HP technologies
- Deploy complex solutions based on HP technologies
- Deploy or manage HP solutions or HP operating systems
- Provide hardware maintenance and support on HP products

If you work for an HP channel partner, your employer may require you to earn and hold one or more certifications from HP. Certification of individual employees is often used as a requirement for companies to become authorized to sell or service HP products. We recommend you discuss this matter with your employer before you pursue your HP certification(s).

Note that certifications are earned by and belong to the individual, not the employer. Your certifications follow you throughout your career.

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## Why get certified [↕](#)

Your HP certification:

- Increases your value to your employer and your customers
  - Moves you into a “trusted advisor” role on more strategic projects
  - Provides a defined career path for your professional development
  - Starts your continuous learning relationship with HP
  - Provides access to exclusive expertise that will help you be more successful in your job
  - In many cases, helps your employer meet HP partner program requirements
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## Information on related programs and resources [↕](#)

The HP Certified Professional Program is closely related to HP partner programs and HP partner learning. Information about these subject areas can be found elsewhere on HP.com or in content-specific portals. Note that students who are pursuing HP certification will use the resources listed below to view the requirements of a specific certification, to register for training and certification exams, and to track the progress of working toward a certification.

- The Partner Portal – You must access your regional partner portal in order to pursue HP certifications. Learn how to get started on your partner portal by visiting <http://www.hp.com/go/partnerlearning>.
  - The Learning Center – The Learning Center is the learning management system that contains all information about certification requirements, as well as access to helpful training and the certification exams. You and your manager can track and manage your professional development through The Learning Center. Learn more about The Learning Center at [http://h10120.www1.hp.com/partnerlearning/whats\\_learning\\_center.html](http://h10120.www1.hp.com/partnerlearning/whats_learning_center.html).
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## Additional modules of this program guide [↕](#)

[Module 1: Program Introduction](#) – Discover who should become an HP Certified Professional, and why.

[Module 2: About HP Certification](#) – Learn about the five certification focus areas, the skills and competencies that are required for certification, and the lifecycle of a certification.

[Module 3: The Steps to Certification](#) – Discover how to get started on the path to HP certification.

[Module 4: Certification Exams](#) – Find out how to prepare for a certification exam, how to register to take an exam, and what exam security is in place to protect your investment in certification.

[Module 5: Overview of HP Partner Learning](#) – Discover a vast world of HP training, from online courses to instructor-led courses and hands-on labs.

[Module 6: Current Available Certifications](#) – HP has more than 100 technical and sales certifications. See the complete list of what certifications are currently available.

[Module 7: Regional information for U.S. and Canada](#)

[Module 8: Regional information for Latin America](#)

[Module 9: Regional information for Europe, Middle East and Africa](#)

[Module 10: Regional information for Asia Pacific](#)

[Module 11: Regional information for Japan](#)



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