



HP Certified Professional Program

Worldwide Program Guide

Module 2 – About HP Certification

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HP has a certification that's right for you.

The HP Certified Professional Program has dozens of certifications to fit varying job roles and levels of skills. The certifications span the range of HP business technologies and solutions, from the desktop to the data center. Many certifications allow you to build on third party certifications as well as your skills and expertise on solutions from other vendors, including Microsoft, Novell, Red Hat and others.

Whether you are in sales, systems integration, systems administration or hardware service and support, HP has a certification that's right for you.

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Certification focus areas [↓](#)

HP offers certification in multiple focus areas. You can select the certification and certification level that best matches your job role and the needs of your employer. Note that some certifications may not be available in every country or geographic region.

The certification focus areas and the certifications within them are as follows:

- Sales Certification
 - Accredited Sales Professional (ASP)
 - Accredited Sales Consultant (ASC)
- Presales Technical Certification
 - Accredited Presales Professional (APP)
 - Accredited Presales Consultant (APC)
- Technical Integration Certification
 - Accredited Integration Specialist (AIS)
 - Accredited Systems Engineer (ASE)
 - Master Accredited Systems Engineer (Master ASE)
- Administration Certification
 - Certified Systems Administrator (CSA)
 - Certified Systems Engineer (CSE)
- Hardware Support Certification
 - Accredited Platform Specialist (APS)



To see a current and complete list of all certifications within each focus area, please view Module 6 of this Program Guide.

Skills and competencies [↓](#)

The following charts show the minimum skills and competencies that are expected of you as you pursue an HP certification(s). Ideally you will have some level of hands-on experience and first-hand knowledge of the HP products, systems and solutions prior to taking your certification exam(s).

Sales Certification [↑](#)

HP sales certifications are designed to ensure sales professionals can effectively anticipate a customer's business needs and provide the very best HP solution.

Accredited
Sales Professional

ASP



HP Accredited Sales Professional

Requires an individual to gather customer business requirements, recognize the opportunities and make recommendations from the HP solutions portfolio that would solve business needs.

Ideal candidate: Account-aligned sales generalist who sells solutions based on HP technologies

Prerequisite: None

Accredited
Sales Consultant

ASC



HP Accredited Sales Consultant

Requires an individual to gather customer business requirements and successfully position and sell HP enterprise products, solutions and services in an engagement with a customer.

Ideal candidate: Technology or market-aligned sales specialist who sells solutions based on HP technologies to customers

Prerequisite: HP Accredited Sales Professional certification (depending on the certification)

Presales Technical Certification [↑](#)

HP presales technical certifications equip technical IT professionals with the breadth of skills necessary to effectively plan and design HP-based solutions for customers.

Accredited
Presales Professional

APP



HP Accredited Presales Professional

Requires an individual to gather customer business requirements, recognize opportunities and make recommendations for a solution that will solve business needs.

Ideal candidate: Account-aligned technology generalist who plans and designs solutions based on HP technologies for customers

Prerequisite: None

Accredited
Presales Consultant

APC



HP Accredited Presales Consultant

Requires an individual to gather customer business requirements, then plan and design an enterprise solution.

Ideal candidate: Technology-aligned specialist who plans and designs solutions based on HP technologies for customers

Prerequisite: HP Accredited Presales Professional certification (depending on the certification)

Technical Integration Certification [↑](#)

HP integration certifications equip technical IT professionals with the depth of skills needed in the design, implementation and support of HP solutions.

Accredited
Integration Specialist

AIS



HP Accredited Integration Specialist

Given a set of customer business requirements, this individual is required to design, support and integrate a business-class solution (potentially including platform, operating system, software, storage, network and option components) to solve business needs.

Ideal candidate: Anyone who deploys business-class solutions based on HP technologies

Prerequisite: Potentially an HP Certified Systems Administrator certification or a third-party operating system exam and/or certification

Accredited
Systems Engineer

ASE



HP Accredited Systems Engineer

Given a set of customer business requirements, this individual is required to design, support and integrate a business-class solution (potentially including platform, operating system, software, storage, network and option components) to solve business needs.

Ideal candidate: Anyone who deploys complex, enterprise solutions based on HP technologies

Prerequisite: HP Accredited Integration Specialist certification AND potentially an HP Certified Systems Engineer certification or a third-party operating system certification

Master
Accredited
Systems Engineer

Master
ASE



HP Master Accredited Systems Engineer

The flagship certification available from HP, the Master ASE requires an individual to gather customer business requirements and design, integrate and support a full solution including application, middleware, platform, operating system, storage, network and option components.

Ideal candidate: Anyone who deploys complex solutions based on HP technologies

Prerequisite: HP Accredited Systems Engineer certification and potentially a third-party operating system certification

Administration Certification [↓](#)

HP administration certifications provide IT professionals with setup, administration and management skills they need to effectively maintain and manage HP operating systems and other solutions.

Certified
Systems Administrator

CSA



HP Certified Systems Administrator

This level of certification requires an individual to perform hands-on installation, configuration, administration and support of HP solutions and/or HP operating systems in networked environments.

Ideal candidate: Anyone who deploys or manages HP solutions or HP operating systems

Prerequisite: None

Certified
Systems Engineer

CSE



HP Certified Systems Engineer

This individual is required to provide hands-on installation, performance optimization, management and support of HP solutions and/or operating systems in complex, enterprise environments.

Ideal candidate: Anyone who deploys or manages HP solutions and/or HP operating systems in enterprise class environments.

Prerequisite: HP Certified Systems Administration certification

Hardware Support Certification [↓](#)

HP hardware support certifications equip an individual to provide basic hardware support for commercial/business-class HP products.

Accredited
Platform Specialist

APS



HP Accredited Platform Specialist

This individual is required to provide basic hardware support for the purpose of restoring consumer and business-class hardware to factory operational levels.

Ideal candidate: Anyone who provides hardware maintenance and support on HP products

Prerequisite: Potentially a third-party industry standard certification

Certification versions [↑](#)

A new certification version is released when there is a significant change in a skill, product or technology. Certification versioning allows you to keep your existing certification while offering an upgrade path to a more current version. With certification versions, you have more options and flexibility in your education and certification planning. Versioning extends the recognized life of a certification, even if the technology has progressed and a given certification can no longer be acquired by a new candidate. While older versions of certifications no longer can be acquired by new candidates, they continue to be recognized as part of the HP Certified Professional Program and remain valid toward program benefits.

When an older version of a certification is going to be discontinued, a discontinuation date is set and communicated in The Learning Center. The description of the certification will include text such as “This certification has been superseded and cannot be acquired after 31 March 2009 [example date].” Once that date arrives, the certification will no longer be visible to new candidates and to in-progress candidates who have not yet acquired the certification.

If you are working toward acquiring an older version of a certification that is scheduled to be discontinued (in other words, there is a “discontinued from” date assigned), you must complete the requirements and acquire the certification before the discontinuation date; otherwise, you will need to acquire the new version of the certification.

If you have already acquired a certification that has been discontinued, it will still appear in your record of certifications after it is discontinued, and remain valid for you to continue to receive HP Certified Professional Program benefits. (Note that HP partner programs may not accept discontinued certifications as qualifications for the partner program. Check with your regional partner program for more information.)

On very rare occasions, a certification will be eliminated from the program, usually because the technology has changed radically and is considered no longer relevant. In these cases, the certification will no longer be visible to new candidates and if acquired will no longer entitle you to receive program benefits associated with the certification.

Upgrade paths [↑](#)

You are not obligated to do anything when the status of a certification changes or a replacement certification becomes available, but we highly recommend that you keep your skills current by achieving one of the active certifications that is replacing yours. When you complete the requirements, you will automatically be awarded the new certification title. You risk losing your program benefits if you hold an expired certification and no other certification that is more current.

When a new certification supersedes or replaces a previous version of a certification, there is often an upgrade path to help you attain the new certification with ease. For example, you may be able to take a “delta” training course and exam that covers new information included in the new certification. The upgrade path always includes the critical information you need to bring your knowledge and skills up to the level of the newest version of a credential.

HP Authorized Partners, please note: While you as an individual member of the HP Certified Professional Program are not obligated to upgrade a certification, your employer may require that you obtain the latest version of a certification in order for the employer to remain authorized under your partner program requirements. Partner authorization changes are communicated directly to your employer.

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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