FY19 Partner Ready Certification and Learning criteria guide V1

Updated on: October 23rd, 2018
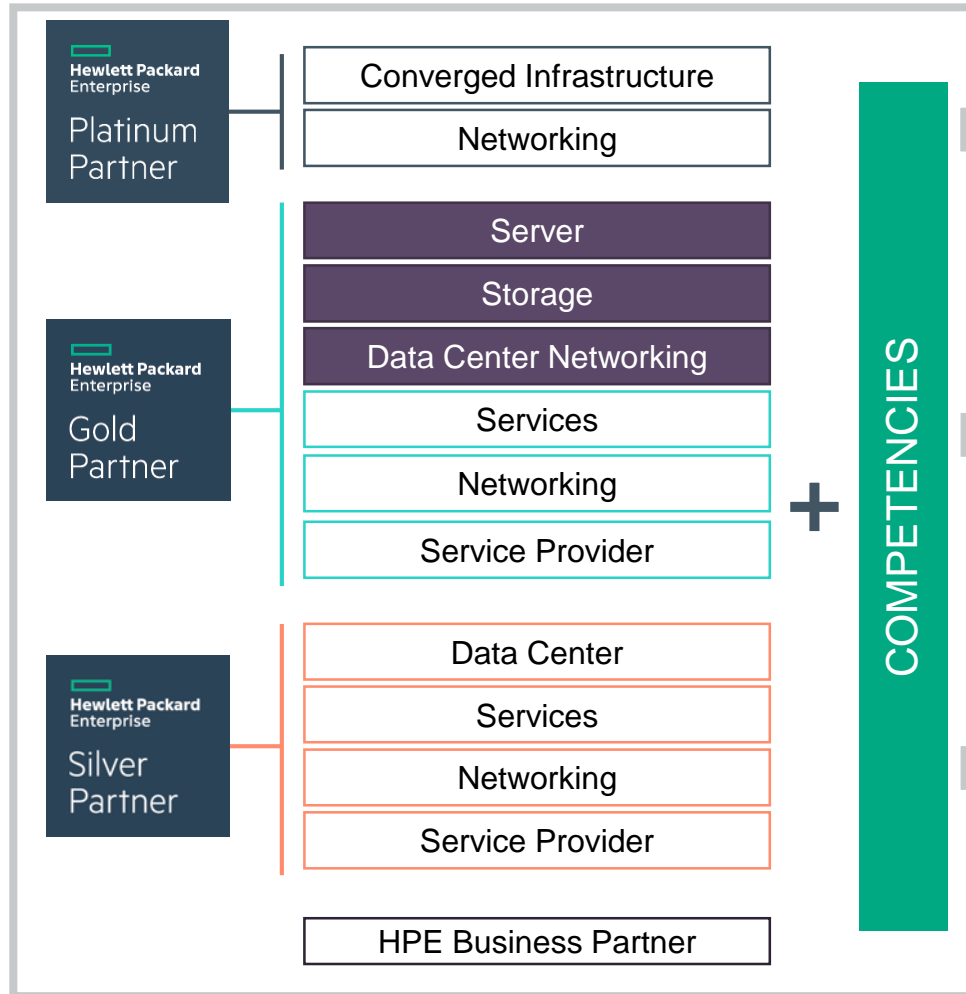
Content summary

- What's New in Fiscal Year 19

- Continuous Learning: Knowledge Credit FY19 program

- Hybrid IT & Services specializations & HIT competencies

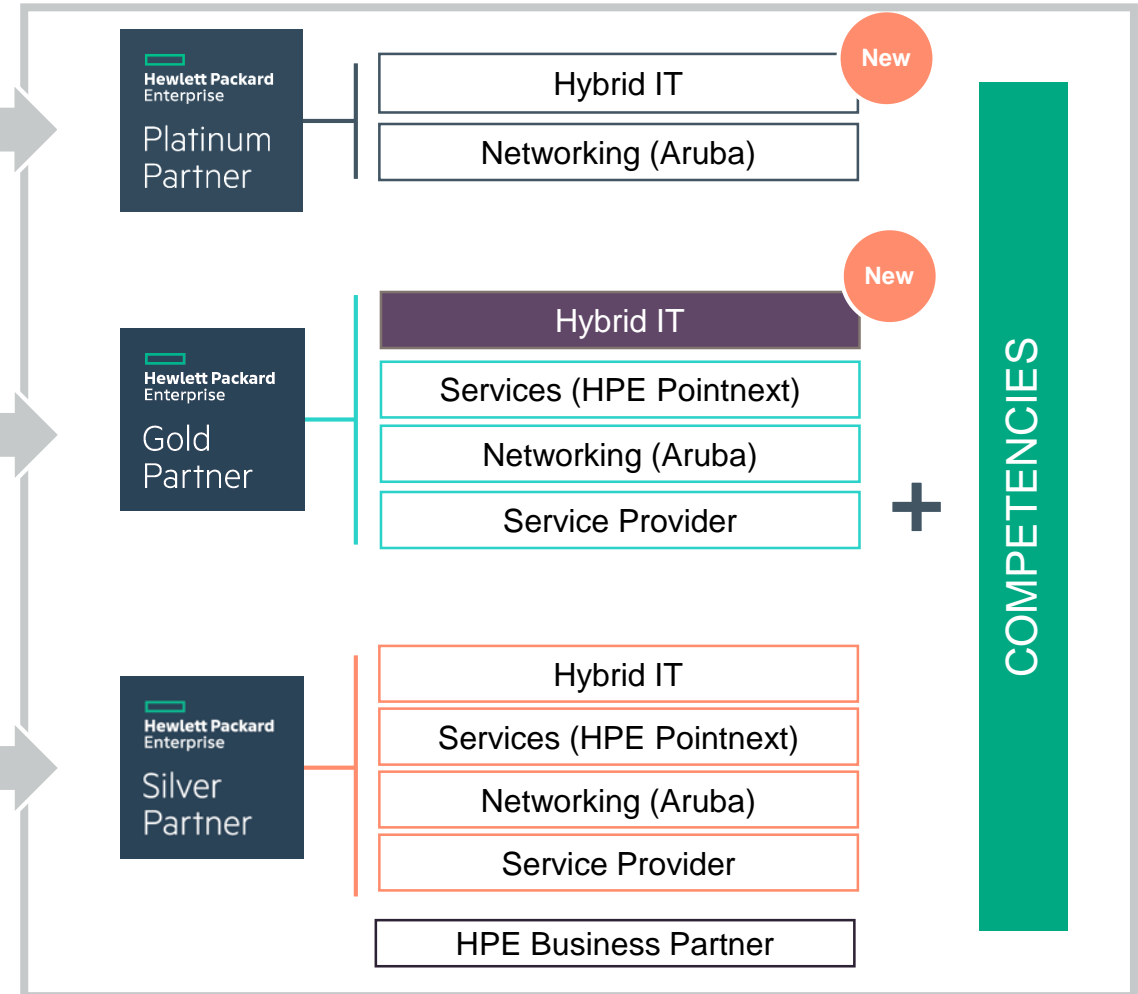- Networking (Aruba) specializations & competencies

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What's New

Partner Ready Program framework evolution for Solution Providers

Specializations HPE FY18

Specializations HPE FY19

Platinum Partner (FY18)
- Converged Infrastructure
- Networking

Gold Partner (FY18)
- Server
- Storage
- Data Center Networking
- Services
- Networking
- Service Provider

Silver Partner (FY18)
- Data Center
- Services
- Networking
- Service Provider

HPE Business Partner

+ COMPETENCIES

Platinum Partner (FY19)
- Hybrid IT — *New*
- Networking (Aruba)

Gold Partner (FY19)
- Hybrid IT — *New*
- Services (HPE Pointnext)
- Networking (Aruba)
- Service Provider

Silver Partner (FY19)
- Hybrid IT
- Services (HPE Pointnext)
- Networking (Aruba)
- Service Provider

HPE Business Partner

+ COMPETENCIES

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FY19 - Aruba channel program framework

Core Network OR security Skills

Partner Ready for Networking (PRfN) specializations

aruba Platinum Partner	**Networking** Wireless LAN AND Campus Switching
aruba Gold Partner	**Networking** Wireless LAN AND Campus Switching
aruba Silver Partner	**Networking** Wireless LAN OR Campus Switching

OR

Aruba Security specialist

New

Security

+

Competencies

Software layers

New

- Location Services
- ClearPass Security
- User and Entity Behavior Analytics

- **PRfN OR Security**

- **Refreshed** Aruba Sales Certification **New** Security Specialization

- **New** UEBA Competency

- Differentiated rebate % for focus PL's

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a Hewlett Packard
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5

New geographical tiering model
For Europe, Middle East and Africa geographies

	Hybrid IT Specialization	Aruba
Category 1	UK, Germany	UK, Germany, France
Category 2	Austria, Switzerland, Belgium, Czech Republic, Denmark, France, Hungary, Ireland, Israel, Italy, Liechtenstein, Luxembourg, Netherlands, Norway, Poland, Russia, Saudi Arabia, South Africa, Spain, Sweden, Turkey, UAE	Belgium, Denmark, Italy, Netherlands, Saudi Arabia, Spain, Sweden, Turkey, UAE
Category 3	all other EMEA countries	all other EMEA countries

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Skillset Expansion program
Achieve Silver & Gold Hybrid IT specialization thresholds faster

New

Skillset Expansion
Reduce revenue threshold

Silver & Gold Hybrid IT

Competencies
Master ASE certifications

-10%

+

-10%

+

-10%

**Maximum of 30%
threshold reduction**

What is skillset expansion program?

The skillset expansion program is designed to reward Silver and Gold partners who demonstrate their proficiency in specific solutions or competencies areas, on top of their specialization core requirement.

It provides a 10% decrease in revenue threshold.

Partners can use the skillset expansion element up to three times to receive a total of 30% off the revenue threshold.

Includes special achievements such as
- Master ASE certifications,
- HIT competency achievement*.

(*) Not applicable for Aruba Networking competencies

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Skillset Expansion program example & details

Example: Silver to Gold Hybrid IT

Gold Hybrid IT threshold	5,000,000
Actual sell out	3,700,000

Skillset expansion	
Data Management & Analytics Competency	-10%
1 Master ASE Storage Solution Architect V3	-10%
1 Master ASE Adanced Server Solutions Solutions Architect V3	-10%
Threshold reduction total:	**-30%**
Achievement required to meet threshold	**3,500,000**

- -30% threshold reduction
- Gold threshold reduced to 3.5M
- Sales & technical certifications required to ascend to Gold

-10%

-10% applied for:
- Any Hybrid IT competency* achieved (counting number of competencies)
  Example:
  - Company achieving both "Software Defined Infrastructure' Competency and "Cloud' Competency criteria will get a 20% reduction

- Valid Master ASE certifications (counting number of individuals)
  Example:
  1. One "HPE Master ASE - Storage Solutions Architect V3" and another person "HPE Master ASE – FlexNetwork Solutions V2" -> 20% reduction (2 people)

  2. Same individual holding both "HPE Master ASE - Storage Solutions Architect V3" and "HPE Master ASE – FlexNetwork Solutions V2" -> 10% reduction (same person)

Maximum of 30% threshold reduction

Skillset expansion applicable for all partners for Silver or Gold Hybrid IT membership.

Valid certifications for Partner Ready FY19 program
Focusing on high-value, high growth Business areas

FY19 Valid Certifications to support Innovation & Growth

Right mix of hybrid cloud	Transform IT with SW-defined	Redefine experiences at the edge	Storage to intelligent flash	Unlock data with AI	Everything as a service

Server
HPE ATP - Hybrid IT Solutions V1*
HPE ASE - Server Solutions Architect V4
HPE ASE - Synergy Solutions Integrator V1
HPE Master ASE - Advanced Server Solutions Architect V3
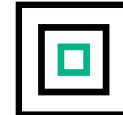
Storage
HPE ATP - Hybrid IT Solutions V1*
HPE ASE - Storage Solutions Architect V3
HPE ASE - Storage Solutions Integrator V2
HPE Master ASE - Storage Solutions Architect V3

Software Defined
HPE ASE - Server Solutions Architect V4
HPE ASE - Synergy Solutions Integrator V1
HPE ASE - Storage Solutions Architect V3

Infrastructure
HPE ATP - Hybrid IT Solutions V1*
HPE ASE - Data Center Network Architect V1
HPE ASE - Data Center Network Integrator V1
HPE Master ASE – FlexNetwork Solutions V2

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*previously named ATP - Data Center Solutions V1

Certification changes for Partner Ready FY19 program

	Valid Certification for FY19 (and FY20 readiness)	Notes (changes from FY18 program)
Master ASE	• HPE Master ASE - Adanced Server Solutions Architect V3 • HPE Master ASE - Storage Solutions Architect V3 • HPE Master ASE – FlexNetwork Solutions V2	Only latest Master ASE certifications are accepted • HPE Master ASE - Storage Solutions Architect V2 no longer accepted (did not cover Nimble)
ASE	• HPE ASE - Server Solutions Architect V4 • HPE ASE - Synergy Solutions Integrator V1 • HPE ASE - Storage Solutions Architect V3 • HPE ASE - Storage Solutions Integrator V2 • HPE ASE - Data Center Network Architect V1 • HPE ASE - Data Center Network Integrator V1 • *HPE ASE - Hybrid IT Architect (coming in H2FY19)*	Latest BU ASE certification only: • "HPE ASE - Server Solutions Architect V3" no longer accepted (was based on Gen9) • "HPE ASE - Storage Solutions Architect V2" no longer accepted (did not cover Nimble) HPE ASE – ProLiant Integrator V3 no longer accepted
ATP	HPE ATP – Hybrid IT Solutions V1 (formerly known as: HPE ATP - Data Center Solutions V1)	ATPs Server, Storage or FlexNetwork certifications no longer accepted (content aggregated under a single ATP now)
Sales Certification	HPE Sales Certified - Hybrid IT, Intelligent Edge, and Services [2019] HPE Sales Certified – Introduction to Selling Products, Solutions and Services [2019]	[2018] Sales certifications no longer accepted

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Various upgrade path available

for individuals with certifications no longer valid for FY19

Certifications no longer valid for
FY19 Partner ready program

Recommended upgrade path

HPE ASE - Server Solutions
Architect V3

#1 exam / 5 Days ILT *

HPE ASE – Server Solutions
Architect V4 – Upgrade path

HPE ASE – ProLiant
Integrator V3

#1 exam / 4 days ILT *

HPE ASE – Synergy Solutions Integrator
V1 - - upgrade from HPE ASE - ProLiant
Server Solutions Integrator V3

HPE ASE - Storage
Solutions Architect V2

#2 exams / 5 days ILT *

HPE ASE – Storage Solutions Architect
V3 – upgrade path

HPE Master ASE - Storage
Solutions Architect V2

#1 exam / 2 days ILT *

HPE Master ASE - Storage Solutions
Architect V3 – upgrade path

(*) There are various ways to prepare for these exams: Instructor Led Training (ILT)
or self-study approach through HPE Press portal

Continuous Learning
Knowledge Credit program

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Continuous Learning
Knowledge Credit program benefits
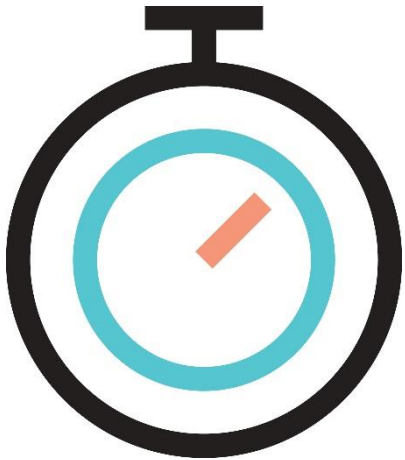
The more you learn, the more you earn!

Recognition of your time and investment in continuous learning

Selection of global and regional product trainings

Throughout the year always up-to-date offerings:

- Local events, Roadshow
- Web Based Trainings, Webinars, TekTalks
- Instructor Led Trainings

New

Simple and predictable

- Any **Active or Certified Learner** can collect Credits (no eligibility concept anymore)
- Progress tracked via Partner Learning Management Tool
- Credits to be accumulated between Nov 1st, 2018 and September 30th, 2019

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Collecting Knowledge Credits
new program cycle starts on Nov 1st

Q4FY18			Q1FY19			Q2FY19			Q3FY19			Q4FY19			FY20
Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov

1 **Check you status**

You must be an **active** learner in order to collect Knowledge Credits for your company (*)

2 **Engage, learn & participate**

And Collect Knowledge Credits thorough the year. Any learner can look after the various activities regularly, by completing the various trainings available, attending events, webinars between Nov 1st ,2018 – September 31st, 2019

FY20 Entry deadline

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* Partner must hold or be a Partner Ready Specialist or Candidate status for which the activity awards Knowledge Credits.

1 - Check you status

– Any active or certified learner can collect Credits (no eligibility concept anymore)

– To check your status: go to www.mylearninghpe.com | My Benefit level (on the right side)

My Benefit Level

ACTIVE LEARNER | ATP | ASE | MASTER ASE

Your program benefits level is: **Active Learner**

ACTIVE LEARNER | ASSOCIATE | PROFESSIONAL | EXPERT

☑ Affiliate
Your HPE Aruba program benefits level is: **Active Learner**

Your status must be
Active Learner or
certified

Advance your status, advance your rewards

| Active learner | PC | ATP Associate | ASE Professional | Master ASE Expert |

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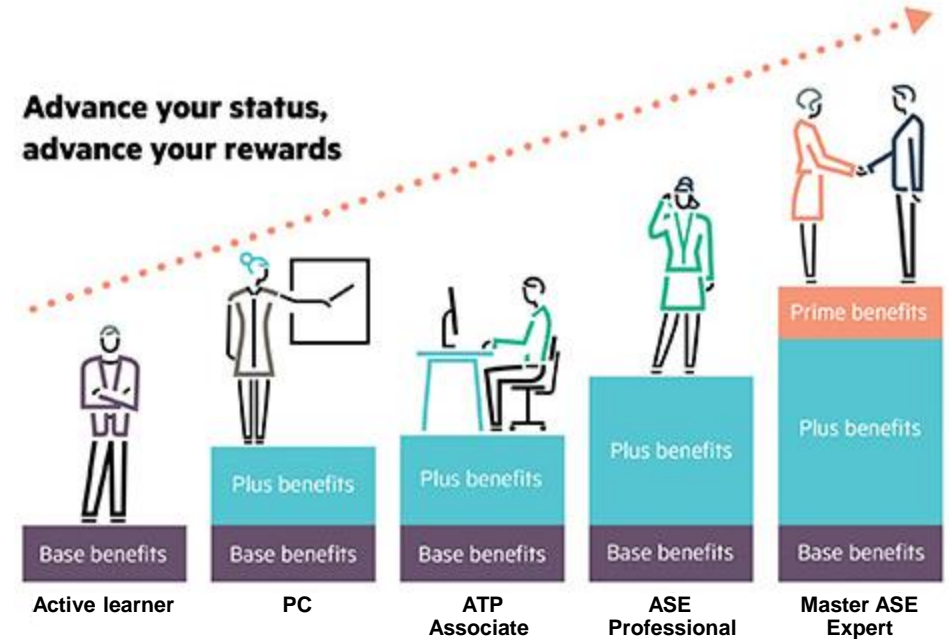
2 - Engage, learn & participate

See the list of Knowledge credit activities available:
https://www.mylearninghpe.com/hpcpbenefits/cltKnowledgeCredits.aspx

Explore list of Knowledge credits activities

FY19 Knowledge Credits program application
Streamlined categories
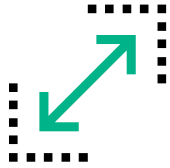
New in FY19:
Same category will apply for any Hybrid IT and services (HPE Pointnext) related activities

FY18 Knowledge Credit categories	FY19 NEW Knowledge Credit categories	Counts towards
Data Center	Hybrid IT & Services (Pointnext)	• Hybrid IT Platinum • Hybrid IT Gold • Hybrid IT Silver • Services (Pointnext) Gold • Services (Pointnext) Silver
Services		
Networking	Networking	• Networking Platinum • Networking Gold • Networking Silver

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Knowledge Credits information

- Knowledge Credits (KC) are credit points recognizing partner employee investment in HPE products and solutions training activities and events. This includes activities such as: TekTalks, New Product Introduction (NPI) and technical training, portfolio overview training and participation to major knowledge transfer events, such as HPE TSS (Technology & Solutions Event).

- KCs can be earned from November 1st 2018 (start of Fiscal Year) by people holding an active HPE Learner ID. The company's KC targets need to be reached by the onboarding deadline (September 30th 2019) to ensure FY20 membership status.

- For new partners onboarding or working towards higher specialization status, KC targets will be reduced based on time of onboarding.

- A candidate partner can start earning KC before final membership status is reached, from the moment candidate status has been flagged.

- Partner employees with an active or certified Learner status can collect KC for their employer by completing related activities.

- The catalogue of Knowledge Credit eligible activities, available on the My Learning portal is refreshed at regular intervals to ensure the latest and greatest learning opportunities.

- There are different Knowledge Credit categories aligned with the channel specializations:
  - "Hybrid IT & Services (PointNext)" KC activities counts towards Hybrid IT specializations or Services specializations (and not counting for Aruba specialization for example).
  - "Aruba" KC activities will count towards Networking (Aruba) specializations…

- The obtained Knowledge Credits are consolidated and tracked on partner HQ company level.

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New Sales [2019] certifications

FY19 HPE Sales Certifications

Annual partner requirement under Partner Ready Program

FY19 HPE Hybrid IT Solutions

Value Selling based on Selling Initiatives

FY19 Introduction to Selling HPE

Selling Entry Level Products to SMB market

FY19 Selling Aruba Product and Solutions

HPE Sales Certified - Introduction to Selling Products, Solutions and Services [2019]

This certification verifies that you can describe, position, and recommend entry-level HPE products and solutions to your customers. You will have foundational knowledge on HPE networking, server, storage, and hyperconvergence concepts as well as HPE Pointnext and HPE Financial Services.

Release date: 1st of November

New

Resources	exam
Introduction to Selling HPE Products, Solutions and Services, Rev. 18.41 (free Web Based Training (~4 hours) Registration: - For HPE channel partners: 01120340 - For HPE employees: 01120340 **Leverage the new HPE Press book** Course study material is also provided in the course "Resources" section within the WBT.	HPE2-E71 – Online exam (1 hour 30 minutes, passing score 70%) The web based exam will be available in French, German, Russian, Spanish, Italian, and Portuguese.

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HPE Sales Certified - Hybrid IT Solutions [2019]

Release date: February 2019

To come

Resources	exam
Selling HPE Hybrid IT Solutions, Rev. 18.xx	HPE2-EXX – Online exam The web based exam will be available in French, German, Russian, Spanish, Portuguese, Korean, and Japanese.

In alignment with HPE's new FY19 HPE internal Sales Accreditation Program which will focus on three major value areas:

- Everything as a Service
- Intelligent Storage
- Software Defined/Hybrid IT

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HPE Sales Certified - Aruba Products and Solutions [2019]

Release date: November 15th

To come

Resources	exam

Selling Aruba Products and Solutions, Rev. 18.41 (Web Based,Training 4:30 hours)
Registration link:
- For HPE channel partners: 01120341
- For HPE employees: 01120341

HPE2-W02 – Online exam

The web based exam will be available in English, French, German, Spanish, Portuguese, Korean & Japanese.

Modules:
- Understand the Opportunity with Aruba
- Aruba Wireless Mobility Solutions
- Aruba Switching Solutions
- Aruba Security Solutions
- Aruba Network Management
- Aruba Location Services
- Aruba Branch Solutions
- Aruba Solutions for SMB
- Aruba Vertical Solutions
- Course Summary

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FY19 Partner Program mapping

Certification name	Partner Ready program	Change from FY18
HPE Sales Certified - FY19 HPE Hybrid IT Solutions [2019]	• FY19 Silver, Gold & Platinum Hybrid IT specialists • HPE Business Partner (*)	Replacing "HPE Sales Certified - Hybrid IT, Intelligent Edge, and Services [2018]" (no longer accepted for FY19 programs)
HPE Sales Certified – Aruba Products and Solutions [2019]	• FY18 Silver, Gold and Platinum Networking specialists (Aruba) • HPE Business Partner (*)	Replacing "HPE Sales Certified – Aruba Products and Solutions [2017]" (no longer accepted for FY19 programs)
HPE Sales Certified – FY19 Introduction to Selling HPE [2019]	• HPE Business Partner (*)	Replacing "HPE Sales Certified - Introduction to Selling HPE Solutions [2018]" (no longer accepted for FY19 programs)

* NEW: EG Business Partners have a choice now between several sales certifications

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FY19 Hybrid IT & Services specializations & HIT competencies

**Accepted certifications as of Nov 1st 2018
also valid for entry into FY20 program**

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FY19 HPE Business Partner Certification criteria

Criteria	# people	Certifications accepted for FY19 membership	Supporting Courses	Exam	Comments for FY18 transitional partners
Sales Certification					
Sales	1	HPE Sales Certified – Introduction to Selling Products, Solutions and Services [2019] or HPE Sales Certified - Hybrid IT Solutions [2019] (target release date: February 2019)	Introduction to Selling HPE Products, Solutions and Services, Rev. 18.41 (01120340) (4 Hrs/ WBT) Selling the Value of HPE Hybrid IT Solutions, Rev. 18.41(4 Hrs 30 min/ WBT)	HPE2-E71 (Web-based) HPE2-Exx (Web-based)	⚠ [2018] Sales certification versions no longer accepted

The "HPE Sales Certified - Aruba Products and Solutions [2019]" is also accepted as an alternative

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FY19 Hybrid IT Specialist criteria – Category 1

UK & Germany

Criteria	Silver	Gold	Platinum (Gold HIT + Gold Services required)
Specialization Threshold (varies by country, with product line multipliers)	✓	✓✓	✓✓✓
Sales Certifications	x2 👤	x6 👤	x10 👤
Technical Certifications — Master ASE			⭐⭐⭐
Technical Certifications — ASE out of 2 portfolios (*)		⭐⭐⭐⭐	⭐⭐⭐⭐
Technical Certifications — ATP	⭐⭐		
Min # of Technical Certified Individuals	x2 👤	x4 👤	x4 👤
Knowledge Credits	60	150	300
		(Hybrid IT & Services (Pointnext) category)	
HIT Competencies	Optional	Optional	1

FY20 entry (transition) criteria

Onboarding criteria

(*) Choose certifications from 2 portfolios minimum:
1. Server
2. Storage
3. Data Center Networking

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FY19 Hybrid IT Specialist criteria – Category 2

Austria, Belgium, Czech Republic, Denmark, France, Hungary, Ireland, Israel, Italy, Liechtenstein, Luxembourg, Netherlands, Norway, Poland, Russia, Saudi Arabia, South Africa, Spain, Sweden, Switzerland, Turkey, UAE

Criteria		Silver	Gold	Platinum (Gold HIT + Gold Services required)
Specialization Threshold (varies by country, with product line multipliers)		✓	✓✓	✓✓✓
Sales Certifications		x2	x4	x8
Technical Certifications	Master ASE			⭐⭐
	ASE out of 2 portfolios (*)		⭐⭐⭐	⭐⭐⭐⭐
	ATP	⭐⭐		
	Min # of Technical Certified Individuals	x2	x3	x4
Knowledge Credits		60	150	300
			(Hybrid IT & Services (Pointnext) category)	
HIT Competencies		Optional	Optional	1

(*) Choose certifications from 2 portfolios minimum:
1. Server
2. Storage
3. Data Center Networking

FY20 entry (transition) criteria

Onboarding criteria

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FY19 Hybrid IT Specialist criteria – Category 3
All other EMEA countries*

		Silver	Gold	Platinum (Gold HIT + Gold Services required)
Criteria				
Specialization Threshold (varies by country, with product line multipliers)		✓	✓✓	✓✓✓
Sales Certifications		x2 👤	x3 👤	x6 👤
Technical Certifications	Master ASE			🏅🏅
	ASE out of 2 portfolios (*)		🏅🏅	🏅🏅🏅
	ATP	🏅🏅		
	Min # of Technical Certified Individuals	x2 👤	x2 👤	x3 👤
Knowledge Credits		60	150	300
			(Hybrid IT & Services (Pointnext) category)	
HIT Competencies		Optional	Optional	1

FY20 entry (transition) criteria

Onboarding criteria

* excl. Austria, Belgium, Czech Republic, Denmark, France, Germany, Hungary, Ireland, Israel, Italy, Liechtenstein, Luxembourg, Netherlands, Norway, Poland, Russia, Saudi Arabia, South Africa, Spain, Sweden, Switzerland, Turkey, UAE, UK

(*) Choose certifications from 2 portfolios minimum:
1. Server
2. Storage
3. Data Center Networking

FY19 Silver Hybrid IT specialist requirements

Criteria	# people	Certifications accepted for FY19 membership	Supporting Courses	Exam	Comments for FY18 transitional partners
Sales Certification					
Sales	2	HPE Sales Certified - Hybrid IT Solutions [2019] (target release date: February 2019)*	Selling the Value of HPE Hybrid IT Solutions, Rev. 18.41 (4 Hrs 30 min/ WBT)	HPE2-Exx (Web-based)	⚠️HPE Sales Certified - Hybrid IT, Intelligent Edge, and Services [2018] no longer accepted
Technical Certification					
ATP	2	HPE ATP - Hybrid IT Solutions V1 (previously named "HPE ATP - Data Center Solutions V1")	#1 - Introduction to HPE SMB Hybrid IT Architectures, Rev. 18.41 (01120612) (1 day WBT) #2 - Building HPE Hybrid IT Solutions, Rev. 18.41 (01120590) (5 days ILT/VILT) Alternative: HPE ATP - Data Center Solutions Official Certification Study Guide	HPE0-S56 (Online proctored - 1 hour 30 min)	

After 1st of November:
- "Introduction to HPE SMB Hybrid IT Architectures, Rev. 18.41 (01120612)" training replaces "Designing HPE SMB Data Center Architectures, Rev. 17.41 (01114481)" training
- "Building HPE Data Center Solutions, Rev. 17.41 (01098484)" training replaces "Building HPE Hybrid IT Solutions, Rev. 18.41 (01120590)" training
- "HPE0-S56" exam replaces the "HPE0-S51" exam

(*) Sales certification criteria: Newly on-boarded partners will have time until the end of April to achieve the sales certification requirement.

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FY19 Gold Hybrid IT certification requirements (1/2)

Criteria	# people	Certifications accepted for FY19 membership	Supporting Course	Exam	Comments for FY18 transitional partners
Sales Certification					
Sales	**6** for Cat 1 **4** for Cat 2 **3** for Cat 3	HPE Sales Certified - Hybrid IT Solutions [2019] (target release date: February 2019)*	Selling the Value of HPE Hybrid IT Solutions, Rev. 18.41 (4 Hrs 30 min/ WBT)	HPE2-Exx (Web-based)	⚠️ HPE Sales Certified - Hybrid IT, Intelligent Edge, and Services [2018] no longer accepted

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(*) Sales certification criteria: Newly on-boarded partners will have time until the end of April to achieve the sales certification requirement.

FY19 Gold Hybrid IT certification requirements (2/2)

WBT = Web-based training
ILT = Instructor-led training
VILT = Virtual Instructor-led training

Criteria	# people	Certifications accepted for FY19 membership	Supporting Courses & exams	Comments for FY18 transitional partners
		Technical Certification: first criteria stipulates minimum number of certified people, 2nd criteria the need to have these certifications from 2 different portfolios		
ASE	**4** for Cat 1 **3** for Cat 2 **2** for Cat 3	HPE ASE - Server Solutions Architect V4 Or HPE ASE - Synergy Solutions Integrator V1 Or HPE ASE - Storage Solutions Architect V3 Or HPE ASE - Storage Solutions Integrator V2 Or HPE ASE - Data Center Network Architect V1 (will be inactive 1st of November) Or HPE ASE - Data Center Network Integrator V1	See next pages for more details on ASE certification trainings & exams.	• "HPE ASE - Server Solutions Architect V3" no longer accepted (was based on Gen9) • "HPE ASE - Storage Solutions Architect V2" no longer accepted (did not cover Nimble) • HPE ASE – ProLiant Integrator V3 no longer accepted
ASE portfolios	Choose certifications from **2** portfolios minimum.	1) Server portfolio: • HPE ASE - Server Solutions Architect V4 or • HPE ASE - Synergy Solutions Integrator V1 Or 2) Storage portfolio: • HPE ASE - Storage Solutions Architect V3 or • HPE ASE - Storage Solutions Integrator V2 Or 3) Data Center Network portfolio: • HPE ASE - Data Center Network Architect V1 (will be inactive 1st of November) or • HPE ASE - Data Center Network Integrator V1		

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ASE certifications details (1/5)

Certifications accepted for FY19 membership	Prerequisite for the certification / Options	# Exams required	Supporting courses	Exam
Technical Certification details				
HPE ASE - Server Solutions Architect V4	New candidates: HPE ATP – Hybrid IT Solutions v1 OR HPE ATP - Server Solutions V4	**2**	Designing HPE Server Solutions, Rev. 18.11 (01098696) (5 Days/ VILT, ILT) Self-study alternative: HPE ASE – Server Solutions Architect V4 (HPE0-S54 and HPE0-S55) Official Certification Study Guide	HPE0-S54 (Online proctored)
			Using HPE OneView, Rev. 18.11 (01113500) (3 Days/ VILT, ILT) Self-study alternative: Using HPE OneView (HPE2-T34) Official Certification Study Guide	HPE2-T34 (or HPE2-T30 & HPE2-T22* also accepted)
	Upgrade path available: For learners holding "HPE ASE - Server Solutions Architect V3" or "HP ASE - Server Solutions Architect V2"	**2**	Designing HPE Server Solutions, Rev. 18.11 (01098696) (5 Days/ VILT, ILT) Self-study alternative: HPE ASE – Server Solutions Architect V4 (HPE0-S54 and HPE0-S55) Official Certification Study Guide	HPE0-S55 (Proctored)
			Using HPE OneView, Rev. 18.11 (01113500) (3 Days/ VILT, ILT) Self-study alternative: Using HPE OneView (HPE2-T34) Official Certification Study Guide	HPE2-T34 (or HPE2-T30 & HPE2-T22* also accepted)

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* Delta exam for people who
already hold HP Product Certified – OneView v1.2

ASE certifications details (2/5)

Certifications accepted for FY19 membership	Prerequisite for this certification	# Exams required	Supporting Courses	Exam
Technical Certification details				
HPE ASE - Synergy Solutions Integrator V1	New candidates: HPE ATP – Hybrid IT Solutions v1 or HPE ATP - Server Solutions V4 or HPE ATP - Server Solutions V2 or V3 (no longer available)	2	Integrating HPE Synergy Solutions, Rev. 17.31 (01092982) (4 days - VILT/ILT) Self-study alternative: HPE ASE - Synergy Solutions Integrator (HPE0-S50) Official Certification Study Guide	HPE0-S50 (Online proctored)
			Using HPE OneView, Rev. 18.11 (01113500) (3 Days/ VILT, ILT) Self-study alternative: Using HPE OneView (HPE2-T34) Official Certification Study Guide	HPE2-T34 (or HPE2-T30 & HPE2-T22* also accepted)
	Upgrade path: For learners holding "HPE ASE - ProLiant Server Solutions Integrator V3"	1	Integrating HPE Synergy Solutions, Rev. 17.31 (01092982) (4 days - VILT/ILT) Self-study alternative: HPE ASE - Synergy Solutions Integrator (HPE0-S50) Official Certification Study Guide	HPE0-S50 (Online proctored)

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* Delta exam for people who already hold HP Product Certified – OneView v1.2

ASE certifications details (3/5)

WBT = Web-based training
ILT = Instructor-led training
VILT = Virtual Instructor-led training

Certifications accepted for FY19 membership	Pre-requisites for the certification / Options	# Exams Required	Supporting Courses	Exam
Technical Certification details				
HPE ASE - Storage Solutions Architect V3	New candidates: HPE ATP – Hybrid IT Solutions v1 Or HPE ATP - Storage Solutions V3	2	Designing HPE Storage Solutions, Rev. 18.31 (01113246) (5 Days – ILT/VILT) Self-study alternative: HPE ASE - Storage Solutions Architect V3 (HPE0-J57 Official Certification Study Guide Designing High-End Storage Platform Solutions, Rev. 18.11 (01113249) (3 Days – ILT/VILT) or Implementing Advanced Backup and Recovery Solutions, Rev. 18.11 (01113250) (3 Days – ILT/VILT) or Using HPE OneView, Rev. 18.11 (01113500) (3 Days – ILT/VILT) Self-study alternative: Using HPE OneView (HPE2-T34) Study Guide	HPE0-J57 (Online proctored) And 1 exam from: HPE2-K43 (Web-based) or HPE2-K44 (Web-based) or HPE2-T34 (Web-based)
	Upgrade path: Upgrade available for learners holding HPE ASE - Storage Solutions Architect V2	2	Designing HPE Nimble Solutions, Rev. 18.21 (01113228) (2 Days/ ILT) Self-study alternative: Designing HPE Nimble Solutions (HPE2-K42) Official Certification Study Guide Designing High-End Storage Platform Solutions, Rev. 18.11 (01113249) (3 Days – ILT/VILT) or Implementing Advanced Backup and Recovery Solutions, Rev. 18.11 (01113250) (3 Days – ILT/VILT) or Using HPE OneView, Rev. 18.11 (01113500) (3 Days – ILT/VILT) Self-study alternative: Using HPE OneView (HPE2-T34) Study Guide	HPE2-K42 (Web-based) And 1 exam from: HPE2-K43 (Web-based) or HPE2-K44 (Web-based) or HPE2-T34 (Web-based)

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ASE certifications details (4/5)

Certifications accepted for FY19 membership	Pre-requisites for the certification / Options	# Exams Required	Supporting Courses	Exam
Technical Certification details				
HPE ASE - Storage Solutions Integrator V2	<u>New candidates:</u> HPE ATP – Hybrid IT Solutions v1 or HPE ATP - Storage Solutions V3 O HPE ATP - Storage Solutions V2 (no longer available)	**1**	Integrating protected HPE Storage Solutions, Rev. 17.41 (01093024) (3 Days - ILT, VILT) Self-study alternative: HPE ASE - Storage Solutions Integrator V2 (HPE0-J50) Official Certification Study Guide	HPE0-J50 (Online proctored)
	<u>Upgrade path</u>: Upgrade available for learners holding HPE ASE - Storage Solutions Architect V2 or HP ASE - Storage Solutions Integrator V1	**1**	Integrating protected HPE Storage Solutions, Rev. 17.41 (01093024) (3 Days - ILT, VILT) Self-study alternative: HPE ASE - Storage Solutions Integrator V2 (HPE0-J50) Official Certification Study Guide	HPE0-J50 (Online proctored)

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WBT = Web-based training
ILT = Instructor-led training
VILT = Virtual Instructor-led training

ASE certifications details (5/5)

Certifications accepted for FY18 membership	Pre-requisites for the certification	# Exams required	Supporting courses	Exam
Technical Certification details				
HP ASE - Data Center Network Architect V1	This certification will be inactive (no longer attainable) after 1st of November 2018			
HPE ASE - Data Center Network Integrator V1	New candidates: HPE ATP – Hybrid IT Solutions v1 or HPE ATP - FlexNetwork Solutions V3	**2**	Deploying HPE FlexNetwork Core Technologies, Rev 14.31 (00832513) (5 Days – ILT/VILT) Self-study alternative: HPE ASE FlexNetwork Solutions Integrator (HP0-Y47)) Official Certification Study Guide	HP0-Y47 (Proctored) HP0-Y43 still accepted
			Building HPE FlexFabric Data Centers, Rev. 14.41 (00908176) (4 Days/ ILT) Self-study alternative: : Building HP FlexFabric Data Centers (HP2-Z34 and HP0-Y51) Official Certification Study Guide	HP2-Z34 (Web-based)
			Arista Certified Engineer – Associate (ACE-A) 3 Days/ ILT	Or 3rd Party (Testing Center) (HPE0-Y53 is also accepted)
	Upgrade available for learners holding : ▪ HPE ASE - Data Center Network Integrator V1 - upgrade from Cisco, Juniper or Arista ▪ HPE ASE - Data Center Network Integrator V1 - upgrade from Cisco CCIE ▪ HPE ASE - Data Center Network Integrator V1 - upgrade from HP ASE - FlexNetwork Integrator V1 ▪ HPE ASE - Data Center Network Integrator V1 - upgrade from Aruba Certified Switching Professional (ACSP) V1 - NEW			

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FY19 Platinum Hybrid IT certification requirements (1/2)

WBT = Web-based training
ILT = Instructor-led training
VILT = Virtual Instructor-led training

Criteria	# people	Certifications accepted for FY19 membership	Supporting Course	Exam	Comments for FY18 transitional partners
Sales Certification					
Sales	**10** for Cat 1 **8** for Cat 2 **6** for Cat 3	HPE Sales Certified - Hybrid IT Solutions [2019] (target release date: February 2019)*	Selling the Value of HPE Hybrid IT Solutions, Rev. 18.41 (4 Hrs 30 min/ WBT)	HPE2-Exx (Web-based)	HPE Sales Certified - Hybrid IT, Intelligent Edge, and Services [2018] no longer accepted

(*) Sales certification criteria: Newly on-boarded partners will have time until the end of April to achieve the sales certification requirement.

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FY19 Platinum Hybrid IT certification requirements (2/2)

Criteria	# people	Certifications accepted for FY19 membership	Supporting Courses & exams	Comments for FY18 transitional partners
Technical Certification				
Master ASE	**3** for Cat 1 **2** for Cat 2 **2** for Cat 3	HPE Master ASE - Advanced Server Solutions Architect V3 or HPE Master ASE - Storage Solutions Architect V3 (New! coming 1st of November) or HPE Master ASE – FlexNetwork Solutions V2 (will be inactive 1st of November)	See next pages for more details on Master ASE certification trainings & exams.	Only latest Master ASE certifications are accepted • HPE Master ASE - Storage Solutions Architect V2 no longer accepted (did not cover Nimble)
ASE	**4** for Cat 1 **4** for Cat 2 **3** for Cat 3	HPE ASE - Server Solutions Architect V4 Or HPE ASE - Synergy Solutions Integrator V1 Or HPE ASE - Storage Solutions Architect V3 Or HPE ASE - Storage Solutions Integrator V2 Or HPE ASE - Data Center Network Architect V1 (will be inactive 1st of November) Or HPE ASE - Data Center Network Integrator V1	See previous pages for more details on ASE certification trainings & exams.	• "HPE ASE - Server Solutions Architect V3" no longer accepted (was based on Gen9) • "HPE ASE - Storage Solutions Architect V2" no longer accepted (did not cover Nimble) • HPE ASE – ProLiant Integrator V3 no longer accepted

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Note: Same person can achieve both ASE and Master ASE criteria

FY19 Platinum Hybrid IT certification requirements (2/3)

WBT = Web-based training
ILT = Instructor-led training
VILT = Virtual Instructor-led training

Criteria	# people	Certifications accepted for FY19 membership	Supporting Courses & exams	Comments for FY18 transitional partners
Technical Certification				
Master ASE	**3** for Cat 1 **2** for Cat 2 **2** for Cat 3	HPE Master ASE - Advanced Server Solutions Architect V3 or HPE Master ASE - Storage Solutions Architect V3 (New! coming 1st of November) or HPE Master ASE – FlexNetwork Solutions V2 (will be inactive 1st of November)	See next pages for more details on Master ASE certification trainings & exams.	Only latest Master ASE certifications are accepted • HPE Master ASE - Storage Solutions Architect V2 no longer accepted (did not cover Nimble)
ASE	**4** for Cat 1 **4** for Cat 2 **3** for Cat 3	HPE ASE - Server Solutions Architect V4 Or HPE ASE - Synergy Solutions Integrator V1 Or HPE ASE - Storage Solutions Architect V3 Or HPE ASE - Storage Solutions Integrator V2 Or HPE ASE - Data Center Network Architect V1 (will be inactive 1st of November) Or HPE ASE - Data Center Network Integrator V1	See previous pages for more details on ASE certification trainings & exams.	• "HPE ASE - Server Solutions Architect V3" no longer accepted (was based on Gen9) • "HPE ASE - Storage Solutions Architect V2" no longer accepted (did not cover Nimble) • HPE ASE – ProLiant Integrator V3 no longer accepted

Note: Same person can achieve both ASE and Master ASE criteria

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Master ASE certifications details

Certifications accepted for FY19 membership	Prerequisite for this certification	# Exams Required	Supporting Courses	Exam
Technical Certification details				
HPE Master ASE - Advanced Server Solutions Architect V3	HP ASE - Server Solutions Architect V2,V3 or V4 Or HP ASE - ProLiant Server Solutions Integrator V2 or V3 Or HPE ASE - Synergy Solutions Integrator V1	1	Architecting Advanced HPE Server Solutions Rev 16.21 (01065896) (3 days - ILT/VILT) Self-study alternative: HPE Master ASE - Advanced Server Solutions Architect V3 (HPE0-S22) Official Certification Study Guide	HPE0-S22 (Proctored)
New HPE Master ASE - Storage Solutions Architect V3 (New! coming 1st of November)	New Candidate: HPE ASE - Storage Solutions Architect V3 or HPE ASE - Storage Solutions Integrator V2	1	Designing Multi-Site HPE Storage Solutions, Rev. 18.41 (01120594) VILT/ILT - 5 days	HPE0-J58 (Proctored)
	Upgrade path: Upgrade available for learners holding HPE Master ASE - Storage Solutions Architect V2	1	Designing HPE Nimble Solutions, Rev. 18.21 (01113248) (2 Days/ ILT) Self-study alternative: Designing HPE Nimble Solutions (HPE2-K42) Official Certification Study Guide	HPE2-K42 (Web-based)

Partner Ready Hybrid IT Competencies

Partner Ready Competencies

Solution Domain	Competency	Workload Solutions
Hybrid IT	Cloud	HPE Hybrid Cloud with MS Azure Stack HPE Hybrid Cloud with VMware vCloud
	Software Defined Infrastructure	HPE SDI with Docker Containers HPE SDI with VMware and Hyper-V Virtualization
	Data Management & Analytics	HPE Real Time Analytics with SAP HANA HPE Data Management with MS SQL Server HPE Data Management with Oracle HPE Object Storage with Scality HPE Data Protection
Intelligent Edge	Workplace Experience	HPE Client Virtualization with Citrix and VMware Horizon
Pointnext	Transformation Services	HPE GreenLake Flex Capacity

Everything that you need to know about additional information on the **Partner Ready Competencies** can be found on the HPE Partner Portal at the following click path:

Programs → Partner Ready Programs → Partner Ready Competencies

Note:

Any Competency earned in FY18 will be grandfathered into FY19 achievements.

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Competencies criteria
How to earn a competency

PROOF of successful customer solution deployment	OR	**Competency Validation EXAM**
– Submission of three successful customer solution deployments – Simple E2E process via the Partner Ready portal with 2-way validation		– Tailored competency curriculum to prepare for competency validation exam – Recommended solution skills

HPE GreenLake Flex Capacity Competency, a way to join the Partner Ready Services Program
Non PRS partners taking the competency (training & exam) and providing a GreenLake business plan
- will be onboarded as Silver Partner Ready Services
- so long they do not meet the PRS requirements will be compensated on GreenLake business only
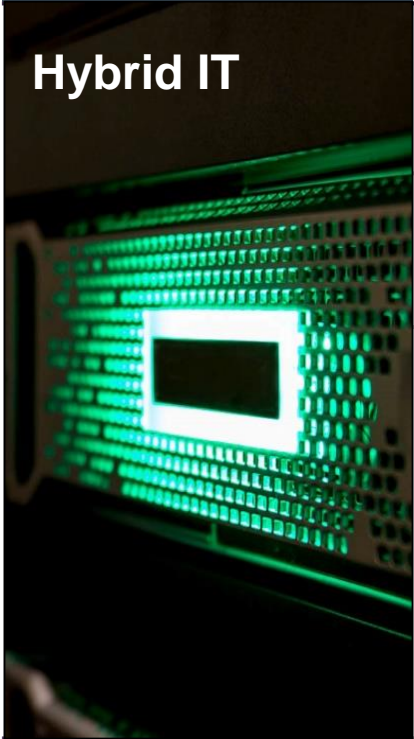
Sign up today!

- www.partner.hpe.com Click: Programs → Partner Ready Competencies
- Topics: Competency Overviews, Partner Profiles, Requirements, Benefits, etc

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Note: Not applicable for Aruba Networking competencies

Hybrid IT competency exam validation details

Solution Domain	Competency	Workload Solutions	Exam Preparation Guide
Hybrid IT	Cloud	**MS Azure Hybrid Cloud on HPE**	**CP11:** Implementing HPE Cloud Solutions with MS Azure
		VMware Hybrid Cloud on HPE	**CP12:** Implementing HPE Cloud Solutions with VMware
	Software Defined Infrastructure	**Docker Containers on HPE**	**HPE2-CP04:** Using Containers for Hybrid IT
		Virtualization on HPE	**HPE2-CP07:** Implementation and Modernization Virtualization
	Data Management & Analytics	**SAP HANA Real-Time Analytics on HPE**	**HPE2-CP02:** Implementing SAP HANA Solutions
		MS SQL Database on HPE	**HPE2-CP06:** Optimizing Oracle and SQL Server Solutions
		Oracle Database on HPE	
		Scality Object Storage on HPE	**HPE2-CP08:** Implementing Object Storage for Active Achieve
		Data Protection on HPE	**HPE2-CP09:** Optimize Data Protection for Hybrid IT
Intelligent Edge	Workplace Experience	**Client Virtualization on HPE**	**HPE2-CP05:** Implementing HPE Client Virtualization Solutions
PointNext	Transformation Services	Data Center Care	**HPE2-CP10:** Configuring HPE Pointnext Datacenter Care Services
			CP13: Configuring HPE GreenLake Flex Capacity Services

FY19 Services specialist requirements
For all countries

	Criteria	Silver	Gold
	To obtain Services Specialist (Gold or Silver) level, partner needs to hold MINIMUM 1 Hybrid IT specialist status	Silver Hybrid IT Specialist or Gold Hybrid IT Specialist	Gold Hybrid IT Specialist
	Specialization Threshold (TOP)	0.80	1.30
	Sales & Technical Certifications	No specific sales or technical certification criteria on top of Hybrid IT Specialist certification criteria.	
	Knowledge Credits	60 (Hybrid IT & Services (Pointnext) category)	150

FY20 entry (transition) criteria

Onboarding criteria

Service Delivery technical competencies – Service Delivery partners must conform to program requirements for the technology areas where they participate, including the use of fully qualified engineers that are providing the delivery services

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Partner Ready for Networking Program

FY19 criteria for EMEA Geos

Aruba Technical Certification – H1FY19 framework

	Switching	Mobility	Design	ClearPass	Location Services (Mobile engagement)	User Entity Behavior and Analytics (UEBA)
Expert		ACMX	ACDX	ACCX		
Professional	ACSP	ACMP V8	ACDP	ACCP	ACEAP	Product Certified - Introspect
Associate	ACSA	ACMA V8		ACCA		

New Expert V8 Certifications coming in Nov 2018

ACMA V8 will become an hard prerequisite for ACMPV8 after Nov 1st

New
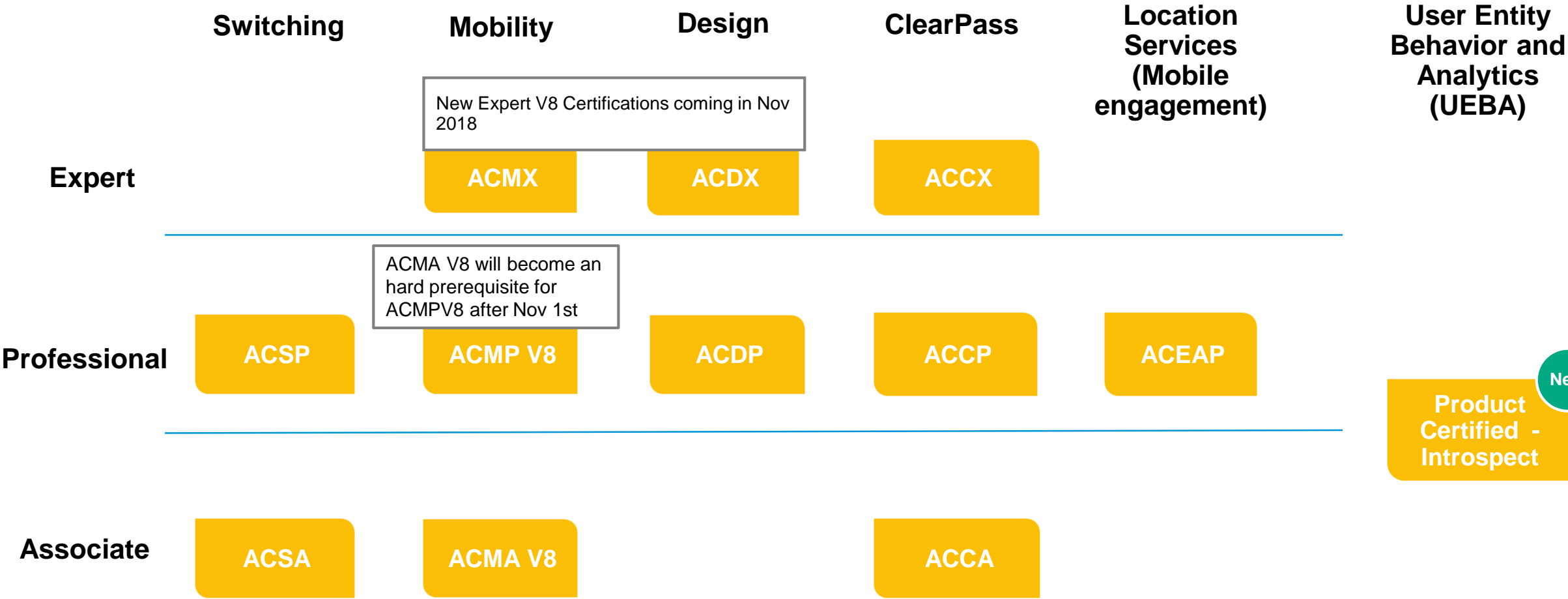
Valid certifications for FY19 PRfN program

	Valid Certification	Notes - changes with FY18 program
Sales Certified	HPE Sales Certified – Aruba Products and Solutions [2019] – 15th of Nov	HPE Sales Certified – Aruba Products and Solutions [2017] no longer accepted
ACMA	Aruba Certified Mobility Associate (ACMA) V6.4 Aruba Certified Mobility Associate (ACMA) V8	Aruba Certified Mobility Associate (ACMA) V6.3 no longer accepted
ACMP	Aruba Certified Mobility Professional (ACMP) V6.4 Aruba Certified Mobility Professional (ACMP) V8 & V8b	Aruba Certified Mobility Professional (ACMP) V6.3 no longer accepted
ACMX	Aruba Certified Mobility Expert (ACMX) V6.4 Aruba Certified Mobility Expert (ACMX) V8 – 15th of Nov	Aruba Certified Mobility Expert (ACMX) V6.3 no longer accepted
ACDP	Aruba Certified Design Professional (ACDP) V1	New certification
ACDX	Aruba Certified Design Expert (ACDX) V6.4 Aruba Certified Design Expert (ACDX) V8 – 15th of Nov	Aruba Certified Mobility Expert (ACDX) V6.3 no longer accepted
ACSA	Aruba Certified Switching Associate (ACSA) V1	No change
ACSP	Aruba Certified Switching Professional (ACSP) V1	HP ASE - FlexNetwork Architect V2 or HP ASE - FlexNetwork Integrator V1 no longer accepted.
ACCA	Not part of FY18 Partner Ready for Networking program	No change
ACCP	Aruba Certified ClearPass Professional (ACCP) V6.5	Aruba Certified ClearPass Professional (ACCP) V6.2 & V6.3 no longer accepted
ACCX	Aruba Certified ClearPass Expert (ACCX) V6.5	No change
ACEAP	Aruba Certified Engagement and Analytics Professional (ACEAP) V1	No change
	HPE Product Certified - Aruba IntroSpect Specialist [2019] – December	New certification

FY19 PRfN specialist requirements – Category 1 countries
Germany, UK, France

	Criteria	Silver	Gold	Platinum
FY20 entry (transition) criteria — Onboarding criteria	**Specialization Threshold**	**$400K**	$1.53M	$4.5M
			Measured on rolling 12 months net $ sellout on BU PLs and Services	
	Sales Certifications	x2 • 2 individuals holding **New Aruba Sales Cert [2019]**	x4 • 4 individuals holding **New Aruba Sales Cert [2019]**	x6 • 6 individuals holding **New Aruba Sales Cert [2019]**
	Technical Certifications	x2 • 2 individuals holding an Aruba Associate or Professional certification (ACMA, ACMP, ACSA, ACSP, **ACDP**) [1] • with 1 person that must have a Professional certification (ACMP, ACSP, **ACDP**) [1]	x3 • 3 ACMP individuals [2] and (*) • 3 **ACSP** individuals [1,2] • **1 ACDP individual min** [2]	x4 • 4 ACMP individuals [2] • 4 **ACSP** individuals [1,2] • **1 ACDP individual min** [2] • 1 of them holding an Expert (ACDX/MX)
	Knowledge Credits	60	150	300
	Aruba Competencies	Optional	1	2

[1] For switching: ASE FlexNetwork not accepted anymore
[2] Same persons can hold a mobility (ACMP), switching (ACSP) and ACDP certifications

FY19 PRfN specialist requirements – Category 2 countries

Belgium, Denmark, Italy, Netherlands, Saudi Arabia, Spain, Sweden, Turkey, UAE

Criteria	Silver	Gold	Platinum
Specialization Threshold	**$150K**	$0.9M - tbc	$2.25M - tbc
		Measured on rolling 12 months net $ sellout on BU PLs and Services	
Sales Certifications	x1 person • 1 individual holding **New Aruba Sales Cert [2019]**	x2 persons • 2 individuals holding **New Aruba Sales Cert [2019]**	x4 persons • 4 individuals holding **New Aruba Sales Cert [2019]**
Technical Certifications	x2 persons • 2 individuals holding an Aruba Associate or Professional certification (ACMA, ACMP, ACSA, ACSP, **ACDP**) [1] • with 1 person that must have a Professional certification (ACMP, ACSP, **ACDP**) [1]	x2 persons • 2 ACMP individuals [2] and (*) • 2 **ACSP** individuals [1,2] • **1 ACDP individual min** [2]	x2 persons • 3 ACMP individuals [2] • 3 **ACSP** individuals [1,2] • **1 ACDP individual min** [2] • 1 of them holding an Expert (ACDX/MX)
Knowledge Credits	60	150	300
Aruba Competencies	Optional	1	2

FY20 entry (transition) criteria

Onboarding criteria

[1] For switching: ASE FlexNetwork not accepted anymore
[2] Same persons can hold a mobility (ACMP), switching (ACSP) and ACDP certifications

FY19 PRfN specialist requirements – Category 3 countries
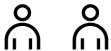
All others countries

Criteria		Silver	Gold	Platinum
Specialization Threshold		varies per country	varies per country	varies per country
		Measured on rolling 12 months net $ sellout on BU PLs and Services		
Sales Certifications		• 1 individual holding **New Aruba Sales Cert [2019]**	• 1 individual holding **New Aruba Sales Cert [2019]**	x2 • 2 individuals holding **New Aruba Sales Cert [2019]**
Technical Certifications		• 1 individual holding an Aruba Associate or Professional certification (ACMA, ACMP, ACSA, ACSP, **ACDP**) [1]	x2 • 2 ACMP individuals [2] and (*) • 2 **ACSP** individuals [1,2] • **1 ACDP individual min** [2]	x2 • 2 ACMP individuals [2] • 2 **ACSP** individuals [1,2] • **1 ACDP individual min** [2] • 1 of them holding an Expert (ACDX/MX)
Knowledge Credits		60	150	300
Aruba Competencies		Optional	1	2

FY20 entry (transition) criteria

Onboarding criteria

[1] For switching: ASE FlexNetwork not accepted anymore
[2] Same persons can hold a mobility (ACMP), switching (ACSP) and ACDP certifications

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Aruba competencies requirements

	ClearPass Security	Location Services	User and Entity Behavior Analytics (UEBA) New
Sales Certification	No Sales certifications required for competencies		
Technical Certification	• 2 individuals ACCP or ACCX	• 2 ACEAP	• HPE Product Certified - Aruba IntroSpect Specialist [2019]
Knowledge Credits	No additional Knowledge Credits required for competencies		
Country Threshold	✓	✓	✓

FY19 Silver Networking Specialist
Certification requirements (1/2)

WBT = Web-based training

(V)ILT = Instructor-led training (Virtual or Face to Face)

Criteria	# people	Certifications	Supporting Courses	Exam	Comments for FY18 transitional partners
Sales Certifications		New			
Sales	**2** for UK, France, Germany **1** for all other countries	HPE Sales Certified – Aruba Products and Solutions [2019] (15th of Nov)	Selling Aruba Products and Solutions, Rev. 18.41 (4 hours ½ WBT - Course ID: 01120341)	HPE2-W02 (online exam - 1 hour)	Aruba Sales certification [2017] no longer accepted in FY19
Technical Certifications (choice between various technical certifications)					
Associate	**2** for UK, FR, DE, BE, DK, IT, NL, SAU, ES, SW, TK, UAE **1** for all other countries	Aruba Certified Switching Associate (ACSA) V1	Aruba Switching Fundamentals for Mobility, Rev. 16.41 (3 days (V)ILT – Course ID: 01077931) Or Aruba Certified Switching Associate (ACSA) V1 Official Certification Study Guide Or ACSA Self-Directed Learning Bundle (Remote Lab Kit + Study Guide)	HPE6-A41 (Testing Center / Proctored - 1 hour 55 minutes)	Aruba Certified Mobility Associate & Professional (ACMA & ACMP) V6.3 no longer accepted in FY19 HP ASE - FlexNetwork certifications no longer accepted in FY19
		or			
		Aruba Certified Mobility Associate (ACMA) V8	Implementing Aruba WLAN (IAW) 8, Rev. 17.21 (3 days (V)ILT – Course ID: 1089598) Or Aruba Certified Mobility Associate (HPE6-A42) Official Certification Study Guide	HPE6-A42 (Testing Center / Proctored - 1 hour 15 minutes)	
		Followings certifications are also accepted: • Aruba Certified Mobility Associate (ACMA) V6.4 • Aruba Certified Mobility Professional (ACMP) V6.4, V8 & V8b • Aruba Certified Switching Professional (ACSP) V1 • Aruba certified Design Professional (ACDP) V1			

FY19 Silver Networking Specialist
Certification requirements (2/2)

WBT = Web-based training

(V)ILT = Instructor-led training (Virtual or Face to Face)

Criteria	# people	Certifications	Supporting Courses	Exam	Comments for FY18 transitional partners
Technical Certifications					
Professional	**1** for UK, FR, DE, BE, DK, IT, NL, SAU, ES, SW, TK, UAE **0** for all other countries	Aruba Certified Switching Professional (ACSP) V1	Implementing Aruba Campus Switching Solutions, Rev. 17.41 VILT (5 days (V)ILT – Course ID: 01095999) Or Aruba Certified Switching Professional (ACSP) V1 Official Certification Study Guide	HPE6-A45 exam (Testing Center / Proctored) • for new candidates • Or for Cisco or Juniper certified individuals Or HPE6-A46 Delta exam (Testing Center / Proctored) • for HP ASE - FlexNetwork Architect V2 or Integrator V1 individuals	
		Or			
		Aruba Certified Mobility Professional (ACMP) V8 (ACMP V6.4, V8b are also accepted)	Scalable WLAN Design and Implementation (SWDI) 8, Rev. 17.31 (5 days (V)ILT – Course ID: 01089601) Or Aruba Certified Mobility Professional Official Certification Study Guide	HPE6-A44 (Testing Center / Proctored)	Aruba Certified Mobility Professional (ACMP) V6.3 no longer accepted in FY19 HP ASE - FlexNetwork certifications no longer accepted in FY19
		Or			
		Aruba Certified Design Professional (ACDP) V1	Designing Aruba Solutions, Rev. 18.21 (5 days (V)ILT – Course ID: 01114374) Or Aruba Certified Design Professional Official Certification Study Guide	HPE6-A47 (Testing Center / Proctored)	

FY19 Gold Networking Specialist
Certification requirements (1/2)

Criteria	# people	Certifications	Supporting Courses	Exam	Comments for FY18 transitional partners
Sales Certifications					
Sales	**4** for UK, France, Germany **2** BE, DK, IT, NL, SAU, ES, SW, TK, UAE **1** for all other countries	New HPE Sales Certified – Aruba Products and Solutions [2019] (15th of Nov)	Selling Aruba Products and Solutions, Rev. 18.41 (4 hours ½ WBT - Course ID: 01120341)	HPE2-W02 (online exam - 1 hour)	Aruba Sales certification [2017] no longer accepted in FY19

FY19 Gold Networking Specialist
Certification requirements (2/2)

WBT = Web-based training

(V)ILT = Instructor-led training (Virtual or Face to Face)

Criteria (all required)	# people	Certifications	Supporting Courses	Exam	Comments for FY18 transitional partners
Technical Certifications (choice between various technical certifications)					
Switching - Professional	**3** for UK, France, Germany **2** for all other countries	Aruba Certified Switching Professional (ACSP) V1	Implementing Aruba Campus Switching Solutions, Rev. 17.41 VILT (5 days (V)ILT – Course ID: 01095999) Or Aruba Certified Switching Professional (ACSP) V1 Official Certification Study Guide	HPE6-A45 exam (Testing Center / Proctored) • for new candidates • Or for Cisco or Juniper certified individuals Or HPE6-A46 Delta exam (Testing Center / Proctored) • for HP ASE - FlexNetwork Architect V2 or Integrator V1 individuals	HP ASE - FlexNetwork certifications no longer accepted in FY19
And					
Mobility - Professional level	**3** for UK, France, Germany **2** for all other countries	Aruba Certified Mobility Professional (ACMP) V8	Scalable WLAN Design and Implementation (SWDI) 8, Rev. 17.31 (5 days (V)ILT – Course ID: 01089601) Or Aruba Certified Mobility Professional Official Certification Study Guide Followings certifications are also accepted: • Aruba Certified Mobility Professional (ACMP) V6.4, V8b	HPE6-A44 (Testing Center / Proctored)	Aruba Certified Mobility Professional (ACMP) V6.3 no longer accepted in FY19
And					
Design Professional	**1** for all countries	Aruba Certified Design Professional (ACDP) V1	Designing Aruba Solutions, Rev. 18.21 (5 days (V)ILT – Course ID: 01114374) Or Aruba Certified Design Professional Official Certification Study Guide	HPE6-A47 (Testing Center / Proctored)	

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FY19 Platinum Networking Specialist (1/3)

WBT = Web-based training

(V)ILT = Instructor-led training (Virtual or Face to Face)

Criteria	# people	Certifications	Supporting Courses	Exam	Comments for FY18 transitional partners
Sales Certifications					
Sales	**6** for UK, France, Germany **4** BE, DK, IT, NL, SAU, ES, SW, TK, UAE **2** for all other countries	HPE Sales Certified – Aruba Products and Solutions [2019] (15th of Nov)	**New** Selling Aruba Products and Solutions, Rev. 18.41 (4 hours ½ WBT - Course ID: 01120341)	HPE2-W02 (online exam - 1 hour)	Aruba Sales certification [2017] no longer accepted in FY19

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FY19 Platinum Networking Specialist (2/3)

WBT = Web-based training

(V)ILT = Instructor-led training (Virtual or Face to Face)

Criteria (all required)	# people	Certifications	Supporting Courses	Exam	Comments for FY18 transitional partners
Technical Certifications (choice between various technical certifications)					
Switching - Professional	**4** for UK, FR, DE, **3** for BE, DK, IT, NL, SAU, ES, SW, TK, UAE **2** for all other countries	Aruba Certified Switching Professional (ACSP) V1	Implementing Aruba Campus Switching Solutions, Rev. 17.41 VILT (5 days (V)ILT – Course ID: 01095999) Or Aruba Certified Switching Professional (ACSP) V1 Official Certification Study Guide	HPE6-A45 exam (Testing Center / Proctored) • for new candidates • Or for Cisco or Juniper certified individuals Or HPE6-A46 Delta exam (Testing Center / Proctored) • for HP ASE - FlexNetwork Architect V2 or Integrator V1 individuals	HP ASE - FlexNetwork certifications no longer accepted in FY19
And					
Mobility - Professional	**4** for UK, FR, DE, **3** for BE, DK, IT, NL, SAU, ES, SW, TK, UAE **2** for all other countries	Aruba Certified Mobility Professional (ACMP) V8	Scalable WLAN Design and Implementation (SWDI) 8, Rev. 17.31 (5 days (V)ILT – Course ID: 01089601) Or Aruba Certified Mobility Professional Official Certification Study Guide	HPE6-A44 (Testing Center / Proctored)	Aruba Certified Mobility Professional (ACMP) V6.3 no longer accepted in FY19
		Followings certifications are also accepted: • Aruba Certified Mobility Professional (ACMP) V6.4 (*), V8b				
And					
Design Professional	**1** for all countries	Aruba Certified Design Professional (ACDP) V1	Designing Aruba Solutions, Rev. 18.21 (5 days (V)ILT – Course ID: 01114374) Or Aruba Certified Design Professional Official Certification Study Guide	HPE6-A47 (Testing Center / Proctored)	

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* Aruba certifications not migrated to HPE systems (done before 1st of July 2013) are not valid

FY19 Platinum Networking Specialist (3/3)

Criteria	# people	Certifications	Supporting Courses	Exam	Comments for FY18 transitional partners
Technical Certifications					
Expert level	**1**	Aruba Certified Mobility Expert (ACMX) V8 (release 1st of November)	**New** Advanced Mobility Solutions and Troubleshooting, Rev. 18.21 (5 days (V)ILT – Course ID: 01114375)	1st exam - written exam HPE6-A48 (2 hours, Testing Center / Proctored) 2nd exam - practical exam HPE0-A119P (1 day)	The Aruba Certified Mobility Expert (ACMX) & Design Expert (ACDX) V6.3 are no longer accepted
		or			
		Aruba Certified Mobility Expert (ACMX) V6.4 (will become inactive 1st of April 2019)	Advanced Troubleshooting (ATS), Rev. 16.41 (4 days (V)ILT – Course ID: 01058584) and AirWave Wireless Management Suite Installation, Configuration and Use (AICU) 8.2, Rev. 16.41 (3 days (V)ILT – Course ID: 01058586)	1st exam - written exam HPE6-A40 (2 hours, Testing Center / Proctored) 2nd exam - practical exam HPE0-A117P (1 day)	
		or			
		Aruba Certified Design Expert (ACDX) V8 (release 15th of November)	**New** Designing Advanced Mobility Solutions, Rev. 18.41 (5 days (V)ILT – Course ID: 01114316)	1st exam - written exam HPE6-A49 (2 hours, Testing Center / Proctored) 2nd exam - practical exam HPE0-A121P (1 day)	
		or			
		Aruba Certified Design Expert (ACDX) V6.4 (will become inactive 1st of April 2019)	Mobile First Network Design, Rev. 16.41 (3 hours 40 minutes WBT – Course ID: 01083806)	HPE0-A118P (1 day - practical exam)	

Previously ACMX/DX certified people versions can refresh their expert certification to newer version by passing the written exam only (practical exam not required)

ClearPass Security Competency certification requirements

WBT = Web-based training

(V)ILT = Instructor-led training (Virtual or Face to Face)

Criteria	# people	Certifications	Supporting Courses	Exam	Comments for FY18 transitional partners
Technical Certifications					
ClearPass Technical	**2**	Aruba Certified ClearPass Professional (ACCP) V6.5	ClearPass Essentials (CPE) 6.5 - ILT, vILT, Rev. 16.41 (5 days (V)ILT – Course ID: 01058579)	HPE6-A15 (1 hour 30 min, Testing Center / Proctored)	The Aruba Certified ClearPass Professional (ACCP) V6.2 & V6.3 are no longer accepted
		or			
		Aruba Certified ClearPass Expert (ACCX) V6.5	ClearPass Advanced Labs (CPA) 6.5, Rev. 16.41 (5 days (V)ILT – Course ID: 01058673)	HPE0-A111P (1 day - practical exam)	

Competencies are a requirement for Gold & Platinum networking partners (optional for Silver).
- Platinum partners needs to obtain 2 Networking competencies
- Gold partners need to obtain 1 Networking competency

Location services Competency certification requirements

WBT = Web-based training

(V)ILT = Instructor-led training (Virtual or Face to Face)

Criteria	# people	Certifications accepted for FY18 membership	Supporting Courses	Exam	Comments for FY18 transitional partners
Technical Certifications					
ACEAP	**2**	Aruba Certified Engagement and Analytics Professional (ACEAP) V1 *	Implementing Aruba Location Services Rev, 17.31 (3 days (V)ILT – Course ID: 01098153)	HPE6-A43 (1 hour 30 min, Testing Center / Proctored)	No change

Competencies are a requirement for Gold & Platinum networking partners (optional for Silver).
- Platinum partners needs to obtain 2 Networking competencies
- Gold partners need to obtain 1 Networking competency

* Aruba certifications not migrated to HPE systems (done before 1st of July 2013) are not valid

User and Entity Behavior Analytics (UEBA) Competency certification requirements

| Criteria	# people	Certifications accepted for FY18 membership	Supporting Courses	Exam	Comments for FY18 transitional partners
Technical Certifications					
Technical	**2**	HPE Product Certified - Aruba IntroSpect Specialist [2019] – Coming in December 2018	Implementing Aruba Introspect, Rev 18.41 ((V)ILT – Course ID: 01121644)	HPE2-W05 - Implementing Aruba IntroSpect	New competency

Competencies are a requirement for Gold & Platinum networking partners (optional for Silver).
- Platinum partners needs to obtain 2 Networking competencies
- Gold partners need to obtain 1 Networking competency

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Aruba Security specialist

	Aruba Security Specialist	
Sales requirement	Aruba Security 201	Completion of following training: Security Academy 201 - Aruba 360 Secure Fabric Sales Training (Web based training, 39 minutes)
Technical requirement	ACCP Or HPE PC - Aruba IntroSpect Specialist [2019]	Valid technical certifications: • Aruba Certified ClearPass Professional (ACCP) V6.5 • HPE Product Certified - Aruba IntroSpect Specialist [2019] (coming in December)
Knowledge Credits	No additional Knowledge Credits required for this program	
Country Threshold	✓	

Thank **you**

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