

HP ExpertONE

# ARCHITECT

*new solutions for change.*

## HP ExpertONE Networking Certification

HP ExpertONE networking career certification is your passport to personal and professional advancement

Brochure



Start from the basics or leverage your current industry certifications—either way, you expand your knowledge and increase your market expertise in HP technologies and solutions.

## The new HP ExpertONE program

Company CIOs and data center managers rely on professional certification not only as proof of technical proficiency, but also as an important gauge of an individual's usefulness to the organization. New and improved ExpertONE career certification from HP signals to employers that your technical abilities are top-notch, tested, and proven by the world's largest technology company. It shows you can supply the cutting-edge skills—and business acumen—necessary to integrate different technologies from multiple vendors and use those technologies to drive business innovation.

Whether you're a technical veteran or a newcomer, whether your aim is career advancement, career change, or a better salary, HP ExpertONE training and certification is the best path to help you reach your goal—more quickly, more efficiently, and with greater value. You'll find HP ExpertONE certifications for all aspects of the data center: servers, storage, networking, software, and more, including the new Converged Infrastructure certifications from HP that span all technological boundaries.

## About HP ExpertONE networking training and certification

HP networking solutions are built to deliver predictable performance, high availability, and security, using products and technologies that offer scalability, cutting-edge features, energy efficiency, and reduced complexity. HP certifications assess the skill sets necessary to design and implement those networking solutions in a Converged Infrastructure context, from SMB to enterprise and from core to edge.

The HP ExpertONE program offers a full range of networking curricula, from foundational-level courses to Master engineer classes. You'll also find fast-track programs that let you leverage your current industry certifications, building on the investment you've already made in networking education. With HP ExpertONE networking training and certification, you'll rapidly become proficient in the design, deployment, and operation of open, standards-based networks which are prized for their security, agility, interoperability, and superior cost efficiency.

### What you'll gain

As a participant in the HP ExpertONE networking training and certification program, you'll gain:

- **Access to robust courseware:** HP delivers a blended learning program encompassing self-paced online training, hands-on learning, product emulators, and remote labs that build and enhance your networking expertise. The curriculum offers everything from foundational networking knowledge through the advanced skill sets necessary to design and implement heterogeneous, enterprise-class, multi-site, highly available networks from core to edge.
- **Rapid professional cross-certification:** Professionals with existing industry certifications can quickly and efficiently add HP ExpertONE networking certifications. For example, simple, efficient transition training for Cisco-certified engineers fills knowledge or proficiency gaps, saving time and money and allowing you to build on skills you already possess.
- **Proven practices for networking interoperability:** The curriculum includes proven HP techniques and best practices for breaking legacy vendor lock-in and smoothly migrating proprietary, single-vendor architectures to truly multivendor networks.
- **More rapid advancement:** An industry-recognized HP ExpertONE certification can bring recognition from managers, employers, customers, and peers. And it can lead to greater professional success, personal rewards, and career advancement.
- **Differentiation in the job market:** HP open standards-based networking training enables you to add valuable skills that can lead to new opportunities and differentiation in a competitive labor market.
- **Continuous learning:** HP enables professionals to stay current with new technology and to upgrade their skills through highly efficient and effective continuous learning offerings.

**“We invest time and financial resources to get our engineers certified. The new HP ExpertONE networking certification allows us to leverage this investment and take it to the next level.”**

**John Jabbusch, CEO and President,  
Carolina Advanced Digital, Inc.**

- **Active career support from HP:** Your investment in HP ExpertONE certification is the beginning of a long-term relationship with HP. Through this partnership, HP delivers access to the people, resources, and information that help you to be successful in your job. And HP backs you up in the career marketplace by actively promoting your value as an HP ExpertONE-certified professional and highlighting your expertise in open standards networking. You'll also benefit from:
  - Logos and certificates to identify your HP ExpertONE networking certification
  - Invitations to exclusive HP regional and large industry events
  - Regular “Sales and Tech Talk” Webcasts providing updates from product engineers and other key personnel on the latest in HP networking technology, products, and solution advancements
  - Participation in Confidential Disclosure Agreement (CDA) sessions at HP events
  - Regular communication from the HP ExpertONE program office, including program updates and alerts via email
- **The HP ExpertONE community:** Leveraging a broad set of social media applications and tools, we're building connections, enhancing communication, and facilitating collaboration between the IT professional community, business technology professionals, HP, and our customers. As an HP ExpertONE-certified professional, you'll be part of this community, gaining rapid and preferred access to other professionals and to the information, tools, and resources of HP.

## **Who should acquire HP ExpertONE networking certification?**

The HP ExpertONE networking training and certification program is designed to meet the needs of individuals working in any networking environment. You should consider joining this program if you:

- Work in a multivendor data center environment
- Plan and design network solutions
- Deploy complex data center solutions, including networking
- Deploy or manage HP networking solutions
- Provide hardware maintenance and support on HP products
- Sell solutions based on HP networking technologies
- Work for an employer or HP channel partner that requires you to earn and hold networking certification from HP

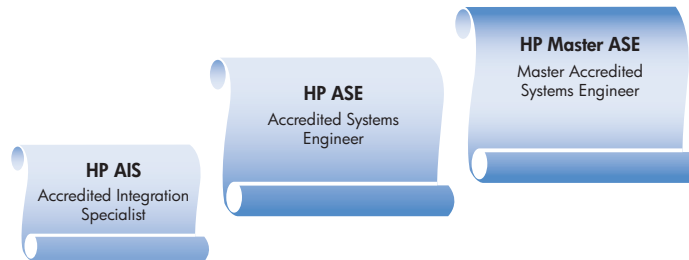
# HP ExpertONE networking certifications

The HP ExpertONE program includes certification in two areas: **career** and **product**. Multiple certification levels within each area provide a comprehensive framework for your development.<sup>1</sup>

## HP networking career technical certifications

Three certification levels cover a full range of network integration skills: foundational, intermediate, and expert. The expert level designates master engineers capable of performing enterprise-wide network design and deployment.

### System integration certification path



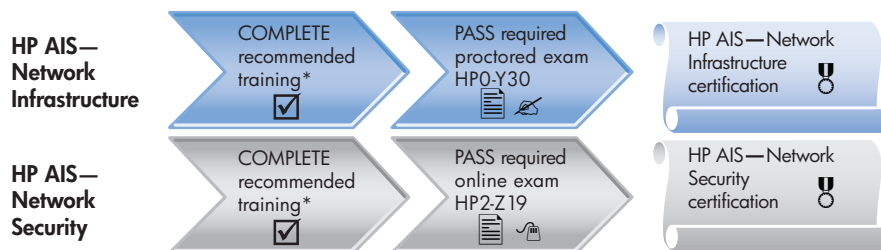
Each certification level has requirements for completing recommended training and passing exams. What's more, HP understands you may have invested in other industry certifications. We recognize your past learning achievements and account for them in some of the HP training and/or exam requirements.

### Accredited Integration Specialist (AIS)

The HP Accredited Integration Specialist (AIS) is the entry-level networking certification. Achieving the AIS standard indicates that a network engineer can deploy business-class to midsize networks. This certification also provides a foundation for advanced network, voice, and security solutions using HP technologies. You can earn the AIS certification in any or all of these areas:

- **HP AIS—Network Infrastructure:** This certification identifies an engineer who is capable of implementing HP E-series wired network solutions for small to mid-market customers, and who has foundational knowledge of wireless technologies and HP A-series solutions for large-scale networks and the data center.
- **HP AIS—Network Security:** The HP AIS—Network Security certification signals to employers and colleagues that the ExpertONE-certified engineer can design and implement fundamental security solutions for small to mid-market networks, and that the engineer also has foundational knowledge of advanced security solutions based on HP TippingPoint technologies.

### Becoming an HP AIS



\* Your Cisco CCNA, CCDA, 3Com, or HP ProCurve certifications can substitute for some training, or allow you to take an online exam instead of a proctored exam. See the fast-track upgrade paths on the HP ExpertONE website or data sheet.

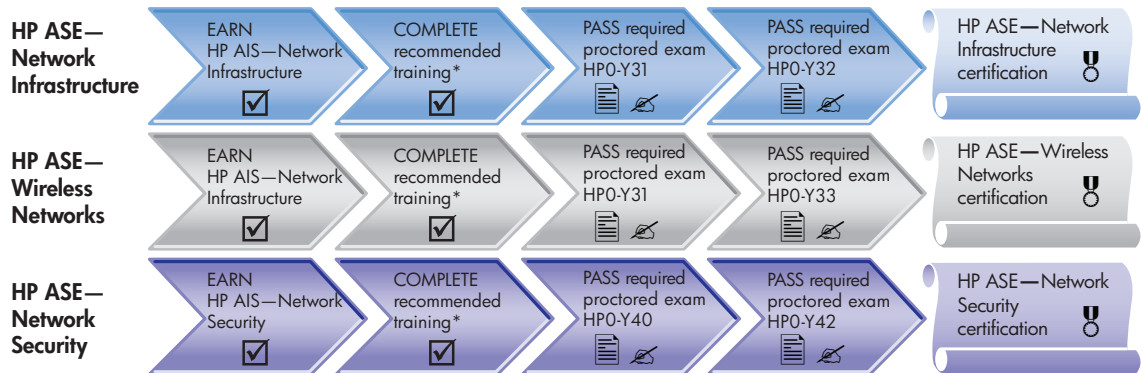
<sup>1</sup> As HP continues to grow our solution portfolio, the certification program is subject to change. Please check our website for current program details.

## Accredited Systems Engineer (ASE)

Accredited Systems Engineer (ASE) networking certifications are awarded to network engineers who have the knowledge and ability to deploy complex networking solutions. An HP ASE networking certification signifies that the individual is fully able to design and implement an HP open standards-based network solution. You can earn ASE networking certification in any or all of these specialties:

- **HP ASE—Network Infrastructure:** An engineer with an HP ASE—Network Infrastructure certification is capable of designing, implementing, and troubleshooting secure network solutions for large and complex, multivendor campus LAN environments using HP E- and A-series network technologies, including those that interoperate with non-HP networking solutions.
- **HP ASE—Wireless Networks:** An engineer who has earned this certification can design and implement complex WLAN network solutions for large campus LAN environments using HP E-series wireless technologies, and also has the foundational skills needed to implement A-series wireless solutions.
- **HP ASE—Network Security:** The HP ASE—Network Security certification signifies that the individual has significant network infrastructure knowledge. It means the person has special expertise in designing and implementing secure solutions for large, complex network environments, including the deployment of advanced defense and protection capabilities using HP TippingPoint technologies.

### Becoming an HP ASE



\* Your CCNP or H3CSE certifications can substitute for some training, or may allow you to enter at the MASE level without the ASE prerequisite. Please refer to the FAQ at the end of this document for more information.

## Master Accredited Systems Engineer

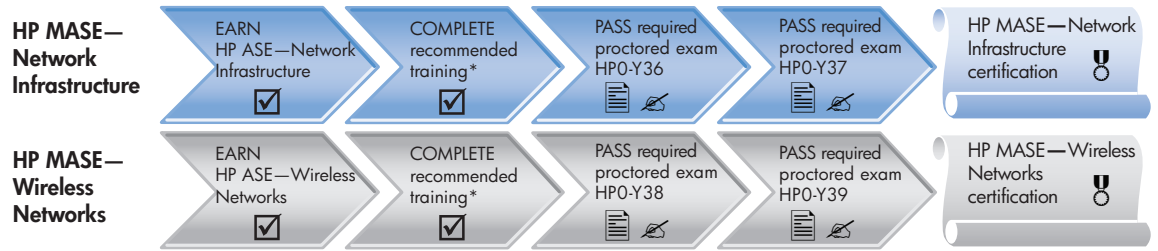
The Master Accredited Systems Engineer (Master ASE) networking certification signifies to employers that you possess the highest levels of skill, including master-engineer ability to design and troubleshoot advanced network solutions for enterprise networks and the data center. Attaining Master ASE certification demonstrates your master-level ability to perform consultative planning, architecting, and leading the deployment of HP solutions for enterprise environments. Unlike some other programs, the Master ASE certification signifies completion of formal training at this level.

You can attain the Master ASE networking certification in these disciplines:

- **HP Master ASE—Network Infrastructure:** A professional certified as an HP Master ASE for Network Infrastructure is capable of designing, implementing, and troubleshooting solutions for large-scale enterprise networks and data center environments. This certification signifies an individual with the skill to migrate customers from proprietary to open standard technologies.

- **HP Master ASE—Wireless Networks:** The HP Master ASE for Wireless Networks can design, implement, troubleshoot, and optimize wireless networks for enterprise customers. In particular, this individual can help the enterprise achieve the flexibility, cost benefits, and potential for growth delivered by open network standards and technologies.

**Becoming an HP Master ASE**



\* Your CCIE or H3CSE certifications can substitute for some training, or may allow you to enter at the MASE level without the ASE prerequisite. Please refer to the FAQ at the end of this document for more information.

**HP networking product sales certifications**

Sales certification is often a requirement for HP channel partners—plus, it’s an excellent way to validate your knowledge of the HP networking solution portfolio. Two certification levels indicate the tiered capabilities of members of the sales force. The sales certifications are cumulative—that is, you first achieve certification as an ASP and then as an ASC.

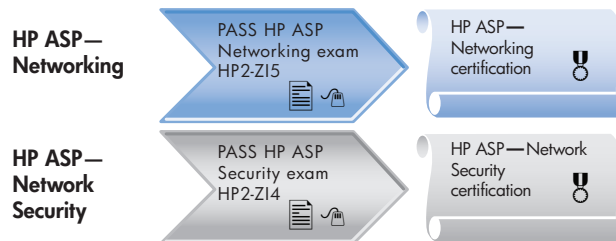
**Sales certification path**



**Accredited Sales Professional (ASP)**

The HP Accredited Sales Professional certification designates an individual who is knowledgeable about networking concepts and who can describe the features, functions, and positioning of the products in the HP networking portfolio. It also certifies that this individual has the sales skills necessary to understand the customer’s business environment and can recommend an HP product or solution that meets the customer’s networking needs.

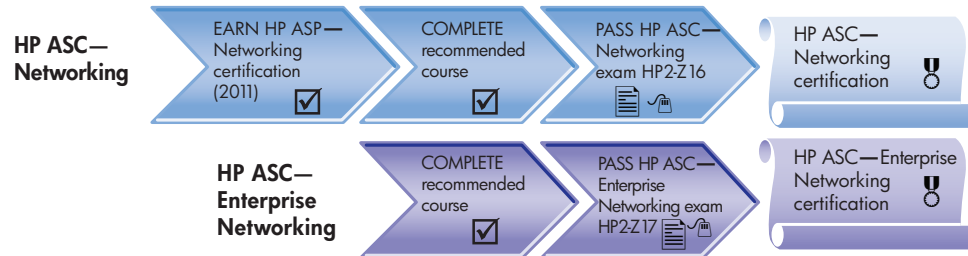
**Becoming an HP ASP**



## Accredited Sales Consultant (ASC)

The HP Accredited Sales Consultant certification enables sales representatives to develop a long-term, value-added relationship with their customers. This certification means the individual can engage customers at an executive level to gain a deeper understanding of their mission-critical business issues, and is able to design a comprehensive HP networking solution that will meet customers' evolving networking requirements. At the level of ASC achievement, the sales person attains the expertise to become a trusted advisor—working in partnership with the customer toward a common business goal.

### Becoming an HP ASC



## FREQUENTLY ASKED QUESTIONS

### Q: What happens to my HP ProCurve networking certifications?

A: Your current HP ProCurve networking certifications are still valid for legacy ProCurve networking products and solutions. In the new HP ExpertONE program, you'll be able to use them as a springboard to greater cross-domain skills.

### Q: What's special about an HP certification?

A: HP networking certifications are unique as they go beyond the narrow bounds of technology silos. The HP ExpertONE networking curriculum develops and assesses the skill sets necessary to design and implement cutting-edge networking solutions that also complement other parts of the Converged Infrastructure, from SMB to enterprise and from core to edge.

### Q: But I'm already Cisco-certified...

A: In the HP ExpertONE program, HP embraces and enhances the skills you bring to the table, even if they come from other certification programs. You can build on your existing knowledge and experience without having to start over.

### Q: How can I find out which Cisco certifications apply toward HP Networking certification?

A: The HP networking certification upgrade path brochure and the Upgrade Path Tool can help you determine exactly what training we recommend and what exams are required. Each of these resources can be found on the HP networking training website, [www.hp.com/networking/training](http://www.hp.com/networking/training), in the "search" box.

### Q: What do you mean, "I don't have to start over" if I am already Cisco certified?

A: If you hold a current CCNP certification (issued in the last 3 years) in wireless or routing and switching, you can enter the HP ExpertONE program at the ASE level without completing the AIS prerequisite. Similarly, if you hold a current CCIE certification in wireless or routing and switching, you can enter our program at the Master ASE level without completing either AIS or ASE prerequisites.

### Q: Do I have to take training to get certified?

A: No. While HP recommends that you complete training to prepare for the certification exams, you are only required to pass the exam(s).

## Where to go from here

With the help of HP training and certification, you'll be the ONE with expertise in open standards networking.

To learn more about HP ExpertONE certification, or to obtain a Learner ID and get started with your certification studies, visit our HP networking training site at: [www.hp.com/networking/training](http://www.hp.com/networking/training).

**Note:** When you receive an HP Learner ID, keep track of it. This ID is your unique identifier to track the HP training classes and exams you take.



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