



**Hewlett Packard  
Enterprise**

# Introducing the new HPE Sales Pro

Learn what's new for you!

January 2023



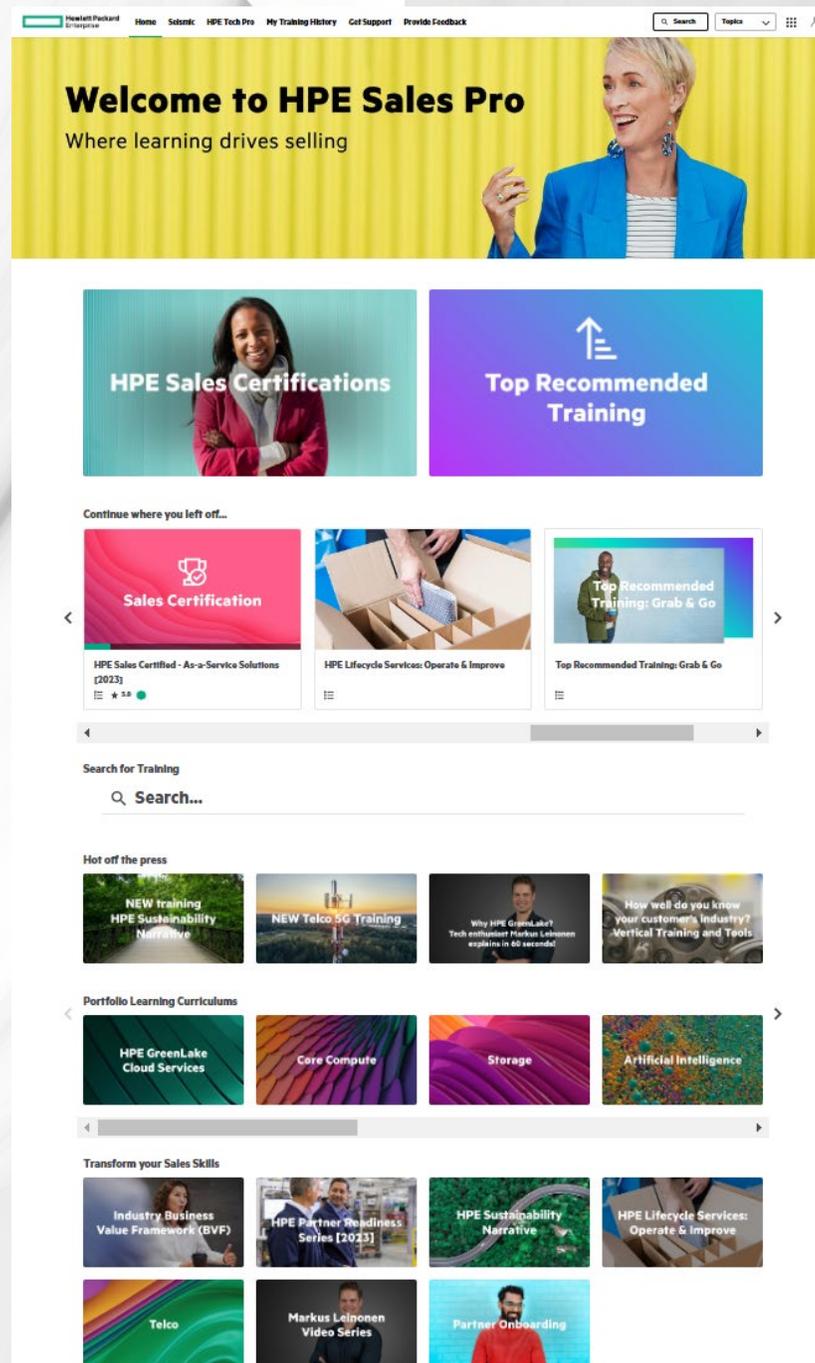
# **New HPE Sales Pro**

the next generation of sales enablement  
for **HPE Sales and  
HPE Channel Partners**

**Now one, new powerful platform  
that delivers a streamlined  
training portfolio and an enhanced  
user experience.**



The completely redesigned HPE Sales Pro portal is **more intuitive, personalized, and interactive** than ever before!



# The New HPE SALES PRO is all about YOU!

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## **Continue where you left off**

Get back to the courses you have in progress from your homepage

## **Real time completion status**

Training History is always up-to-date\*

## **Integrated search functionality**

Find content faster directly from your homepage

## **More integrated experience**

From multiple separate training platforms to one

## **Personalized homepage with intuitive flow**

Find the training you need quickly. Designed based on user feedback

## **New powerful platform**

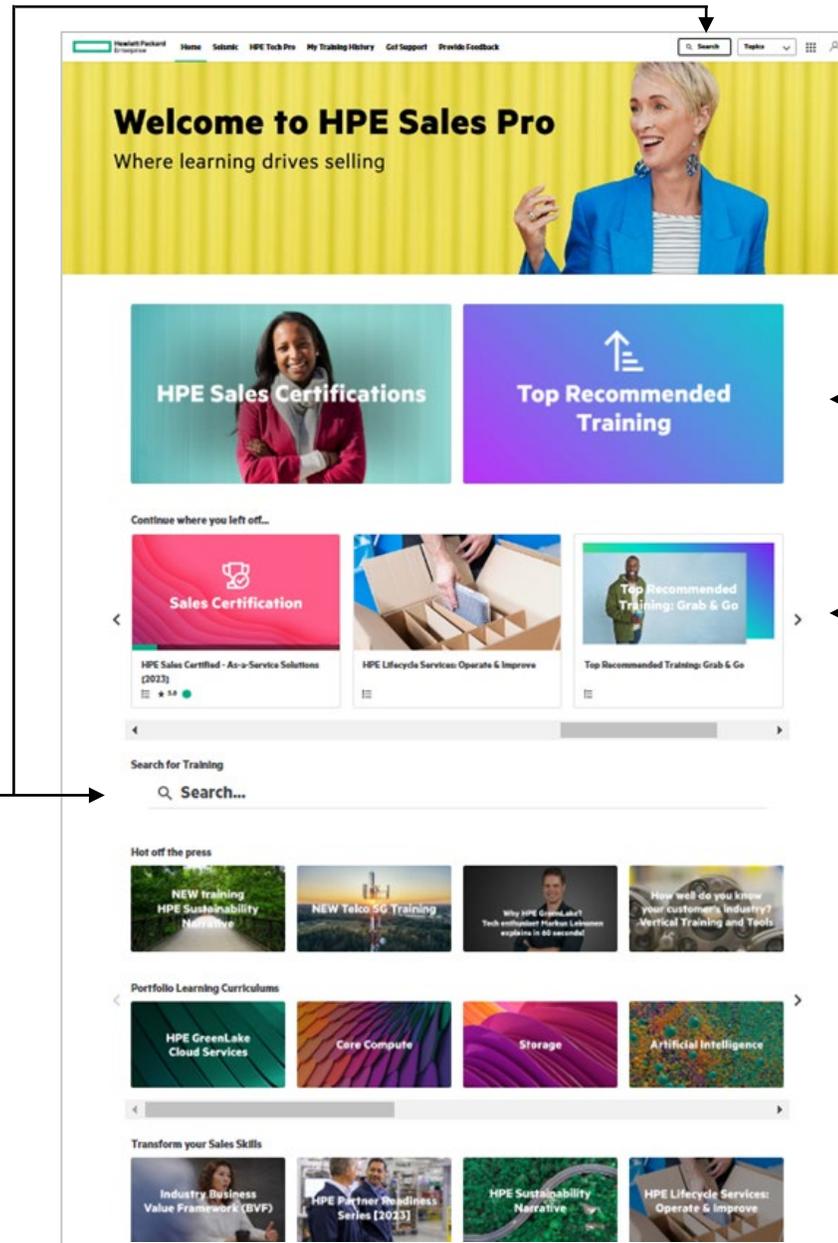
A faster, more relevant training experience

\* For external courses, there will still be a 24 hour to 2-day update timeline

# Your home page is now YOUR home page

- Redesigned based on your feedback!
- Easier to find and take the training that best fits **your** needs and interests.

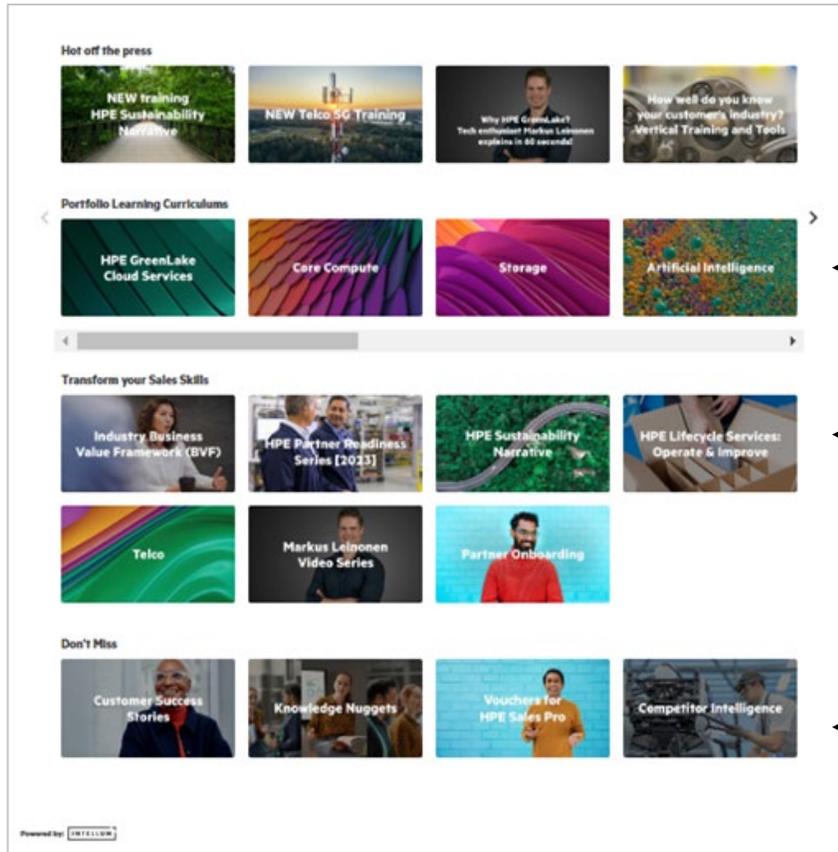
**Search** for specific training quickly with integrated search functionality



**HPE Sales Certifications** and quarterly **Top Recommended Training** are at the top of your homepage.

**“Continue where you left off”** gets you right to where you need to go. Get trained, and get back to selling!

# Take advantage of prebuilt curriculums and strategic training initiatives



**Portfolio Learning Curriculums** provide specially curated interactive learning paths organized by product and solution

**Transform your selling skills** whether you're new to selling HPE and need Partner Onboarding, or a seasoned seller ready to elevate your approach with a variety of training, including vertical industry training, Telco, and Business Partner Training.

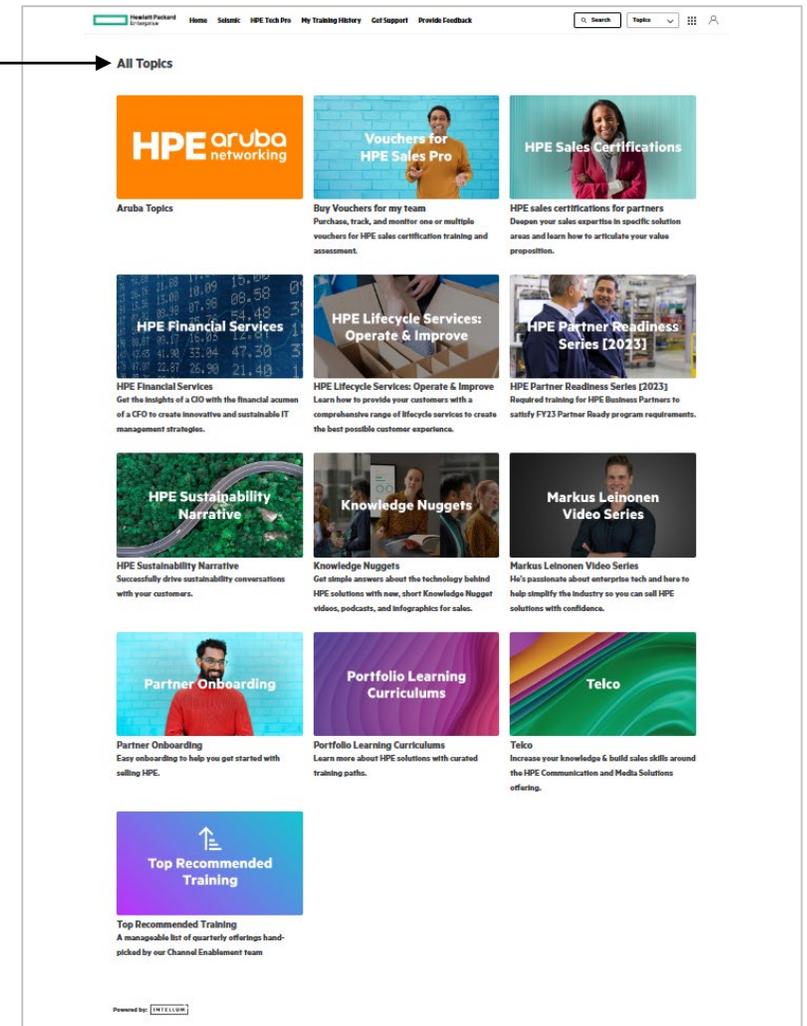
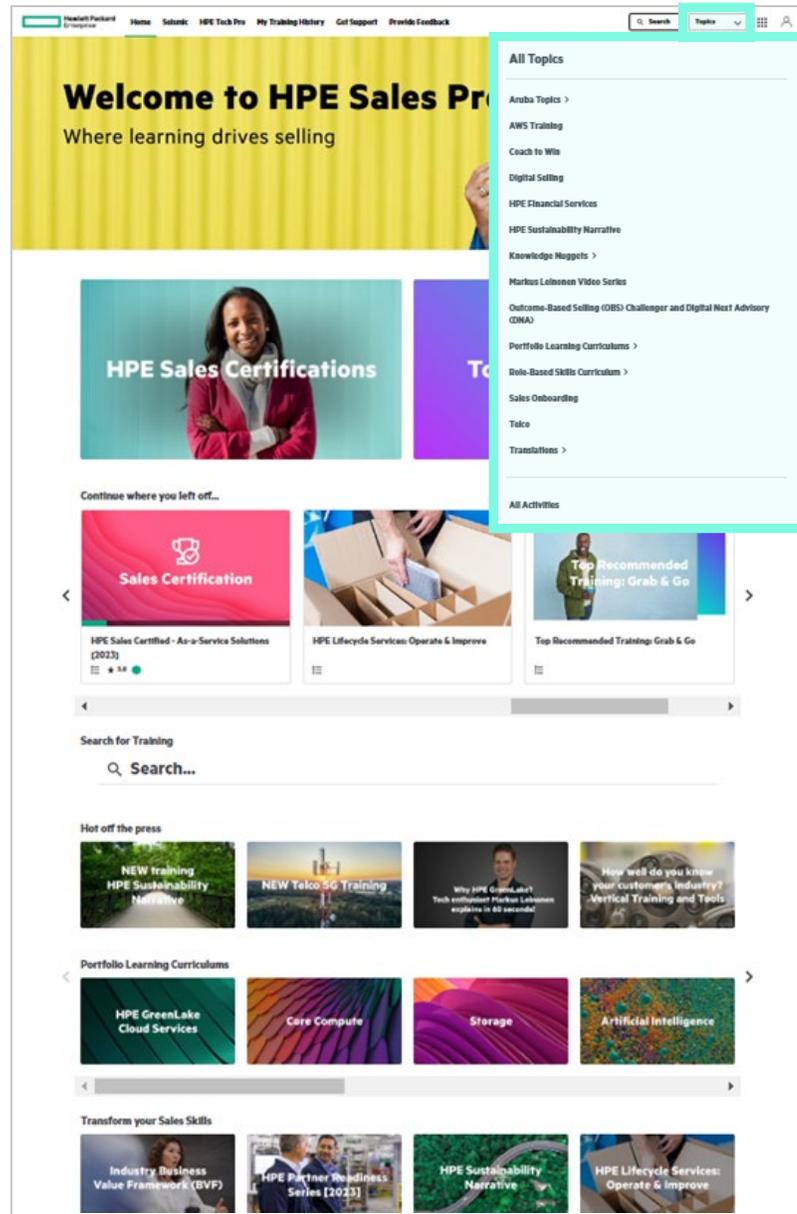
**Don't miss** top resources including Customer Success stories, Knowledge Nuggets, and Competitor information.

# Find everything else with Topics drop down

## Not finding something on your homepage?

The new Topics page provides a broader selection and explanation of enablement including Aruba.

The Topics drop-down menu alleviates the need of having to go back to the HPE Sales Pro home page when you need to access different enablement.



# Real-time completion status

Your Training History is always up-to-date\*

## Training History

The screenshot shows the 'Training History' page with a list of courses. A callout box highlights a row with the following data:

Date	Status
19 Jan	Started
19 Jan	Viewed
19 Jan	Viewed
19 Jan	Viewed
19 Jan	Started
10 Jan	Viewed
10 Jan	Viewed

**Accessible via the “My Training History” link in the top navigation of every page.**

- The list includes all statuses, including Viewed, Started, Passed, Failed.
- Completed training and paths are indicated by the term “Passed,” and the associated image has a green triangle in the top right corner with a white check mark.
- Print your History or Search using the options at the top of the page.

\*For most training courses. For external courses, there will still be a 24-hour to two-day update timeline. Note that “Passed” is the term used to indicate complete.

# More robust, faster search function

- Integrated search functionality enables you to find specific courses and content faster.
- Accessible from the HPE Sales Pro homepage and the top navigation bar of every page.
- Filter your results based on:
  - Topics
  - Duration
  - Portfolio
  - Format
  - Level of expertise
  - Geography

## Search Tips:

- Search will return as many results as possible with focus and emphasis on prioritizing and ranking the most relevant results, and still including other potential matches, but listed lower in the results.
- Exact phrase matches will always rank higher in your results.
- Do not type “HPE” into your search screen as the search results will then include any training that includes the term HPE.

The screenshot displays the HPE Sales Pro search interface. At the top, there is a navigation bar with links for Home, Sitemap, HPE Tech Pro, My Training History, Get Support, and Provide Feedback. A search bar is highlighted in the top right corner. Below the navigation bar, a search results page is shown for the query "HPE GreenLake for life sciences". The search bar contains the query and a search icon. Below the search bar, there are several filter dropdowns: Topic, Duration, Offering Portfolio, Job Role, Proficiency Level, Focus Areas, and Geography. The search results are displayed as a list of items, each with a thumbnail image and a title. The first three results are "HPE GreenLake for Life Sciences" video series by Markus Lehtonen, each with a 4m duration and an intermediate proficiency level. The fourth result is "HPE GreenLake Foundations" with a portfolio learning curriculum and HPE GreenLake Cloud Services. The fifth result is "HPE GreenLake - Briefcase" web-based training, which is noted as being hosted outside of HPE Sales Pro and accessible via the Launch content button. The sixth result is "HPE GreenLake for SAP" video series, with a 3m duration and an intermediate proficiency level. The seventh result is "HPE GreenLake for HPC" podcast, with a 10m duration and an intermediate proficiency level. The eighth result is "HPE GreenLake - Briefcase" web-based training, which is also noted as being hosted outside of HPE Sales Pro and accessible via the Launch content button.

# Recommended for you

As you begin a search, you'll be presented with popular training that is trending with your peers.

The screenshot shows the HPE GreenLake for life sciences search results page. The page is titled "HPE GreenLake for life sciences" and features a search bar at the top. Below the search bar, there is a "Recommended for you" section with four cards: "Podcast" (Knowledge Nugget - What is Advise, Design and Transform?), "Markus Leinonen Video Series" (HPE GreenLake for Life Sciences), "Outcome-Based Selling Overview" (2m Intermediate), and "Web Based Training" (Strengthen Your Coaching Skills, 1.1h Intermediate). Below this, there is a "Continue where you left off..." section with three cards: "The HPE Sustainability Narrative", "What is hot and cold data?" (3m Intermediate), and "What is AI (Artificial Intelligence)?" (6m Intermediate). At the bottom, there is a "Search for Training" section with a search bar and a "Hot off the press" section with four cards: "NEW training HPE Sustainability Narrative", "NEW Telco 5G Training", "Why HPE GreenLake? Tech enthusiast Markus Leinonen explains in 60 seconds!", and "How well do you know your customer's industry? Vertical Training and Tools".



# Simplified training evaluations and rating system

We made it easier for you to rate training

Click on the heart icon to favorite an item and find it quickly within your profile.

The screenshot shows a web interface for HPE training. At the top, there's a navigation bar with 'Home', 'Selsmic', 'HPE Tech Pro', and 'My Training History'. Below that, a breadcrumb trail reads 'The HPE Sustainability Narrative / Leader program kickoff featuring Heiko Meyer'. A green circular arrow icon with the text 'Return to Path' and 'The HPE Sustainability Narrative' is visible. The main content area features a video player titled 'Leader program kickoff featuring Heiko Meyer' by 'WW Sales Enablement - Design & Development Team'. The video player has a heart icon in the top right corner, which is highlighted by a purple box and an arrow pointing to it. Below the video player, there's a section titled 'Next Activity' with the text 'Conducting the sustainability conversation' and a green checkmark icon.

- Let your peers know what you think about a training (of course, we're hoping for 5 stars!).
- We're always working to create more relevant and engaging content, and your feedback is important!

# Need some help?

We're here to optimize your experience on HPE Sales Pro.

Get Support within the top navigation bar helps you connect to the right support resource.

Hewlett Packard Enterprise | Home | Selsmic | HPE Tech Pro | My Training History | **Get Support** | Provide Feedback | Search | Topics

## HPE Sustainability Narrative

### The HPE Sustainability Narrative

By Platform Team | Published: Dec 11, 2022 | ☆☆☆☆ (0) | **Report**

**Being a force for good is now also a business advantage.**

Sustainability has become an imperative for many enterprises, with customers often considering vendors' sustainability goals and knowledge as part of their decision-making process. In fact, many IT buyers look to vendors as their main source for expertise about sustainability. HPE has launched a new Sustainability Narrative highlighting how customers can accelerate their digital transformation and sustainability journeys, together. Our broad portfolio supports customers at all stages of their sustainability journey.

To help you drive sustainability conversations with your customers, we have developed new training to help you understand and share the HPE Sustainability Narrative.

[Resume >](#)

#### HPE Sustainability Narrative

- Leader program kickoff featuring Helko Meyer ▶ 3 m
- Conducting the sustainability conversation 12 m
- Best practices and what to consider when delivering the HPE Sustainability Narrative ▶ 18 m
- Demonstration of the delivery of the sustainability narrative 15 m

#### Optional Training Optional

- Climate training 30 m
- Spotlight: Call with HPE's CEO, Antonio Neri 48 m

#### External sustainability viewpoint and the circular economy

These links will take you to an external website that is not part of HPE Sales Pro. They are

**Report** your issue or concern with a specific training. Provide a few more details and hit submit. Our team will follow-up with you.

**Report an Issue**

Reason For Report

It contains broken links

It's not appropriate

The content is incorrect

Other

Additional Comment (Optional)

Submit

# **We welcome your feedback**

and use it to drive continual  
site enhancements

