Hitachi Vantara Qualified Professional
Presales Technical Foundation
HQT-2003 Exam

HITACHI

Exam Type
Qualification

Format
Non-proctored, open-book exam

Credential
Hitachi Vantara Qualified Professional – Presales Technical Foundation

Validity 2 years

Delivery
Kryterion Webassessor System

Questions 35

Passing Score 65%

Duration 120 minutes

Cost
US $75 or equivalent in local currency (plus local tax, depending on location)

Supporting Material
• 1242EC Product Proficiency and Solution Components (3-hour online curriculum)

To register or for more information, go to: Hitachi Vantara Learning Center

This test is designed for Hitachi Vantara presales professionals. It will validate that the successful candidate understands the Hitachi Vantara Sales Plays use-cases and can adequately communicate the value proposition and differentiation of Hitachi's solutions to customers. The test ensures that candidates can propose relevant and efficient solutions that meet specific customer needs and address their challenges, and that they have a deep comprehension of the underlying products. The test covers Hitachi Vantara solutions' designs, features and capabilities, how the solutions components integrate and interact with each other, and which tools are available to configure and administer the solutions in order to resolve customer problems.

Audience: Hitachi Vantara Presales Professionals

Test Objectives	
Section 1	**Hybrid Cloud Solutions with VMware**
1.1	Describe the Hitachi Vantara Hybrid Cloud Solutions with VMware design and operations, and identify the features and key aspects to highlight to a customer.
Section 2	**Hybrid Cloud with Cisco and Hitachi Adaptive Solutions**
2.1	Describe the Hitachi Vantara Hybrid Cloud with Cisco and Hitachi Adaptive Solutions design and operations, and identify the features and key aspects to highlight to a customer.
Section 3	**Cloud Connect for Equinix solution**
3.1	Describe the Hitachi Vantara Cloud Connect for Equinix solution design and operations, and identify the features and key aspects to highlight to a customer.
Section 4	**Centralized Data Management solutions**
4.1	Describe the Hitachi VSP Storage Virtualization solution design and operations, and identify the features and key aspects to highlight to a customer.
4.2	Describe the Hitachi Smart DataOps Management solution design and operations, and identify the features and key aspects to highlight to a customer.
4.3	Describe the Hitachi AIOps-Driven IT Efficiencies solution design and operations, and identify the features and key aspects to highlight to a customer.
Section 5	**Beyond Simple Management solutions**
5.1	Describe the Hitachi VSP Embedded Management solution operations, and identify the features and key aspects to highlight to a customer.
5.2	Describe the Hitachi Ops Center solution operations, and identify the features and key aspects to highlight to a customer.
5.3	Describe the Hitachi Cloud-Based System Monitoring (ClearSight) solution design and operations, and identify the features and key aspects to highlight to a customer.

The **Presales Technical Accreditation (PTA)** program is aiming at elevating the skill sets of Hitachi Vantara technical presales professionals.

It provides a comprehensive and effective solution-based approach aligned with the Hitachi Vantara Sales Plays.

The program is structured into three tiers, each with distinct objectives to foster a deeper understanding and proficiency in supporting solution-centric selling.

The HQT-2003 test sanctions completion of Tier 2, which focuses on establishing a solid foundation of understanding about each product's features, capabilities, and how they contribute to the overall solution.

Section 6	HyperOps solutions
6.1	Describe the Hitachi HyperOps solutions operations, and identify the features and key aspects to highlight to a customer.
Section 7	**High-Performance Data Analytics solutions**
7.1	Describe the Hitachi Content Software for Files solution design and operations, and identify the features and key aspects to highlight to a customer.
Section 8	**Data Protection Modernization solutions**
8.1	Describe the Hitachi Backup to Cloud (Object) solution operations, and identify the features and key aspects to highlight to a customer.
8.2	Describe the Commvault HyperScale X solution operations, and identify the features and key aspects to highlight to a customer.
8.3	Describe the Hitachi FlexProtect solution operations, and identify the features and key aspects to highlight to a customer.
Section 9	**Ransomware Protection solutions**
9.1	Describe the Hitachi CyberVR and Ops Center solution operations, and identify the features and key aspects to highlight to a customer.
9.2	Describe the ransomware protection solutions with Hitachi Content Platform Anywhere Enterprise and Hitachi Content Platform for Cloud Scale, and identify the features and key aspects to highlight to a customer.
9.3	Describe the Hitachi Content Platform (HCP) and HCP for Cloud Scale solutions with HDPS Powered by Commvault, Veritas NetBackup, and Veeam, and identify the features and key aspects to highlight to a customer.

Digital Badges

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