

Hitachi Vantara Qualified Professional Solution Selling HQT-1025 Exam

Exam Type
Qualification

Format
Non-proctored, open-
book exam

Credential
Hitachi Vantara Qualified
Professional – Solution
Selling

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
• [Selling Hitachi Vantara
Solutions for Sales
Professionals \(SCC2560\)](#)

This test is designed for Hitachi Vantara partners who sell Hitachi Vantara products, technology and solutions. The test will validate that the successful candidate understands the Hitachi Vantara solutions strategy and portfolio, and can successfully identify, qualify and position Hitachi Vantara solutions to meet customer requirements.

Audience: Hitachi Vantara Employee and Partner Sales Professionals

Test Objectives	
Section 1	Store and Manage Data
1.1	Describe the foundational concepts which underpin Hitachi Vantara storage solutions.
1.2	Describe the products within the Hitachi Vantara range of storage solutions.
1.3	Describe the benefits of Hitachi Ops Center.
1.4	Describe the value of HCP Anywhere Enterprise.
1.5	Describe use cases for Hitachi Content Intelligence.
Section 2	Services and Consumption Models
2.1	Describe how services provide additional value to Hitachi Vantara's customers.
Section 3	Data Resiliency and Compliance
3.1	Describe the Data Resiliency and Compliance use cases.
Section 4	Integrated systems
4.1	Describe the benefits of the Hitachi Vantara Converged and Hyperconverged solutions.
4.2	Describe the benefits of Hitachi UCP Advisor.
4.3	Describe the use cases for Hitachi Vantara Converged and Hyperconverged solutions.
Section 5	Data and Application Transformation and AI
5.1	Describe the Universal Data and Application Management sales play.
5.2	Describe the four Universal Data and Application Management use cases.
Section 6	Pentaho+
6.1	Describe the Pentaho value proposition.
6.2	Describe the Pentaho solution components and top use cases.

The Hitachi Vantara **Partner Portal** provides information about partner training and accreditations.

Partners

- Visit [Partner Training and Certification](#) on the Partner Portal

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