Hitachi Vantara Qualified Professional
Solution Selling
HQT-1026 Exam

HITACHI

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	**Sales plays**
1.1	Describe the purpose of the Sales Plays, the information they contain and how they support sales campaigns in accordance to Hitachi Vantara strategy.
Section 2	**Hybrid cloud**
2.1	Describe the Hitachi Vantara sales strategy for Hybrid cloud.
2.2	Identify the Hitachi Vantara Software-Defined Storage (SDS) solutions and the related main use cases, and describe how they address customer challenges.
2.3	Identify the Hitachi Vantara Object Storage solutions and the related main use cases, and describe how they address customer challenges.
2.4	Describe how Hitachi VSP 360 acts as a single control plane for on-premises and hybrid clouds.
Section 3	**Infrastructure solutions**
3.1	Describe the Hitachi Vantara VSP One sales strategy.
3.2	Identify the Hitachi Vantara Block storage enterprise solutions and the related main use cases, and describe how they address customer challenges.
3.3	Identify the Hitachi Vantara Block storage midrange solutions and the related main use cases, and describe how they address customer challenges.
3.4	Identify the Hitachi Vantara File storage solutions and the related main use cases, and describe how they address customer challenges.
3.5	Identify the Hitachi Vantara Object storage solutions and the related main use cases, and describe how they address customer challenges.
3.6	Identify the Hitachi Vantara Integrated Systems solutions and the related main use cases, and describe how they address customer challenges.
Section 4	**AI solutions**
4.1	Identify the Hitachi iQ solutions and describe how they address customer challenges.

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

Partners

• Visit Partner Training and Certification on the Partner Portal

Section 5	Data resilience and compliance
5.1	Identify the Hitachi Vantara data protection solutions and the related main use cases, and describe how they address customer challenges.
5.2	Identify the Hitachi Vantara data resilience and compliance solutions and the related main use cases, and describe how they address customer challenges.
5.3	Identify the Hitachi Vantara cyber security and ransomware resilience solutions and the related main use cases, and describe how they address customer challenges.
Section 6	**Services (XaaS) and consumption models**
6.1	Describe how services provide additional value to Hitachi Vantara's customers.
6.2	Describe the consumptions models offered by Hitachi Vantara.
Section 7	**Partner enablement**
7.1	Describe the Hitachi Vantara partner programs and their characteristics.
7.2	Describe the benefits of the Hitachi Vantara partner programs.
7.3	Describe the systems, documentation and tools offered by Hitachi Vantara to support partners' business activities.

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