EXAM DESCRIPTION

Hitachi Vantara Qualified Professional
Solution Selling
HQT-1023 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 employees and 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	**Hitachi Vantara Vision and Strategy**
1.1	Describe the Hitachi Vantara vision and strategy.
1.2	Describe the Hitachi Vantara stairway to value.
Section 2	**Data Storage**
2.1	Describe the characteristics of the VSP storage family.
2.2	Describe the benefits of Hitachi Ops Center.
Section 3	**Data Protection**
3.1	Describe the use cases for Hitachi Ops Center Protector.
Section 4	**Object Storage**
4.1	Describe the Hitachi Content Platform family.
Section 5	**Converged and Hyperconverged**
5.1	Describe the benefits of the Hitachi Vantara Converged and Hyperconverged solutions.
5.2	Describe the benefits of Hitachi UCP Advisor.
5.3	Describe the use cases for Hitachi Vantara Converged and Hyperconverged solutions.
Section 6	**Data Enrichment**
6.1	Describe how metadata is used to enrich data.
6.2	Describe the purpose of Hitachi Content Intelligence.
6.3	Describe how Hitachi Content Platform is used to store and manage data and its metadata.
Section 7	**Data Activation**
7.1	Describe the challenges that Pentaho help address.
7.2	Describe the benefits of the Pentaho platform.
Section 8	**Data Monetization**
8.1	Describe the purpose of Lumada solutions.
8.2	Describe the benefits of Lumada solutions.

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

Partners
• Visit the Partner Portal
• Access the "Learning" menu at the top of the page

Section 9	Smart Spaces
9.1	Describe the purpose of Hitachi Vantara Smart Spaces solutions.
9.2	Describe the benefits of Lumada Video Insights.
Section 10	**Services Offerings**
10.1	Describe Hitachi Vantara services offerings.
10.2	Describe the benefits of offering training to customers and where to find available courses.

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Hitachi Vantara

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