

EXAM DESCRIPTION

Hitachi Vantara Qualified Professional Solution Selling HQT-1024 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	Hitachi Vantara Vision and Strategy
1.1	Describe the data related challenges being faced by organizations.
1.2	Describe Hitachi Vantara's approach to dealing with customer challenges.
1.3	Describe the Virtual Storage Platform One strategy and its benefits.
Section 2	Store and Manage Data
2.1	Describe the foundational concepts which underpin Hitachi Vantara storage solutions.
2.2	Describe the products within the Hitachi Vantara range of storage solutions.
2.3	Describe the benefits of Hitachi Ops Center.
2.4	Describe the value of HCP Anywhere Enterprise.
2.5	Describe use cases for Hitachi Content Intelligence and how metadata is used.
Section 3	Services and Consumption Models
3.1	Describe how services provide additional value to Hitachi Vantara's customers.
Section 4	Data Resiliency and Compliance
4.1	Describe the Data Resiliency and Compliance use cases.
Section 5	Hybrid Cloud
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.
5.4	Describe Hybrid Cloud data operations.

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Partners

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Section 6	Universal Data and Application Management
6.1	Describe the Universal Data and Application Management sales play.
6.2	Describe the four Universal Data and Application Management use cases.

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Hitachi Vantara



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