

HPE GREENLAKE ANNOUCEMENT EVENT ENABLEMENT

# LEARN ALL THAT YOU CAN DO WITH THE CLOUD THAT COMES TO YOU

Get ready for customer conversations and learn about the next set of cloud services launching on HPE GreenLake

## 7 Modules to Accelerate Data-First Modernization

### HPE GreenLake for Aruba networking

1. Start with [The Beginner's Guide to HPE GreenLake for Aruba networking](#) (22 minutes)
  - Learn what a typical HPE GreenLake for Aruba networking deal looks like
  - How to identify a deal and engage a partner
  - How to scope and quote an opportunity
  - Where to get help

### HPE GreenLake for Storage

2. [How to sell and position HPE GreenLake for Block Storage to Win](#). This 20-minute module aims to identify and introduces the application, administration, and capabilities of the HPE GreenLake Block Service.
3. [How to sell HPE Backup and Recovery Service - March Update](#) (<20 minutes). Successfully position Backup & Recovery Service for VMware.

### HPE GreenLake for HPC

4. [How HPE GreenLake for HPC accelerates customer innovation and time-to-market](#) (10-minute podcast). HPC is crucial for engineers, developers, and data scientists to be able to accelerate complex simulation and modeling, so they can optimize analytics and product development. With HPE GreenLake, a big advantage to the customer is the agility, flexibility, and pay-per-use financial model of the cloud that comes to you.

### HPE GreenLake for Compute Ops Management

5. [HPE Compute Ops Management – Target Market, Use Cases, and Portfolio Positioning](#). In this 11-minute video you will:
  - Learn about target markets
  - Understand use cases
  - Review the positioning within the HPE Portfolio
6. [HPE GreenLake for Compute Ops Management – Chalk Talk](#). This 5-minute video covers the benefits, including:
  - Ability to manage compute resources at scale regardless of resource location
  - Cloud-based solution enables management from anywhere
  - Eliminates need for dedicated management servers
  - Subscription based service delivered via HPE GreenLake eliminates software licenses and maintenance

### HPE GreenLake for Microsoft Azure Stack HCI

7. Watch [HPE GreenLake Sales Webinar: HPE GreenLake for Microsoft Azure Stack HCI](#) (live on 4/4 or via replay) and learn more about delivering performance for optimal workloads with simplified, optimized infrastructure costs. It covers market insights, selling opportunities and customer benefits of managed services. Then get ready to dig deeper with these resources:
  - [HPE GreenLake for Azure Stack HCI FAQ](#)
  - [Microsoft Azure Stack HCI - Pre-Sales Training and Expanded Customer Facing Content](#)

For more info, go to [HPE Sales Pro](#), or visit the Seismic Briefcase: [March 22 HPE GreenLake Announcement Event](#)