

## 1. Introduction to a Hybrid World

- HPE Small Business Solutions
  - HPE Overview
  - HPE Hybrid IT
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## 2. Recommending HPE Compute Solutions for SMB Customers

- Assessing customer requirements
  - Introducing the categories, models, and series of HPE compute solutions
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## 3. Describing, Differentiating, and Applying Industry-Standard Foundational SMB Architectures and Technologies

- Identifying and describing processor technologies and their use cases
  - Identifying and describing memory technologies and their use cases
  - Identifying and describing storage technologies and their use cases
  - Identifying and describing network technologies and their use cases
  - Identifying and describing system management technologies and their use cases
  - Identifying and describing rack and power technologies and considerations
  - Choosing the right parts and solutions
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## 4. Describing the Differences Among HPE Networking Solutions and the Workloads for Which They Are Optimized

- Selecting an HPE Networking platform
  - Selecting an HPE switch: Selection criteria
  - Selecting an HPE switch: FlexNetwork
  - Selecting an HPE switch: Aruba and FlexFabric
  - HPE Networking software
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## 5. Recommending HPE Storage Solutions for SMB Customers

- **Direct-Attached Storage (DAS)**
  - RAID levels
  - Factors influencing performance
  - Disk enclosures

- HPE D3000 Disk Enclosures: HPE DAS solutions
  - **Network-Attached Storage (NAS)**
    - Finding the right fit for business and data requirements
    - Discovering better solutions for businesses
    - HPE StoreEasy Storage family overview
  - **Storage Area Network (SAN)**
    - What is a SAN?
    - Definition of a SAN
    - SAN components
    - Advanced SAN storage feature
    - Types of HPE strong system overview
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## 6. Recommending HPE Management and Support Solutions

- Identifying and describing management and administration tools and their use cases
  - Performing management and monitoring tasks
  - Administering and operating the solutions
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## 7. Validating, Installing, Configuring Solutions and Their Components

- Performing the physical installation process
- Configuring each solution and subsystem
- Validating successful installation and configuration
- Upgrading the solution and/or its subsystems