

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 features
 - HPE Nimble Storage family overview
 - HPE MSA Storage family overview
 - HPE 3PAR StoreServ 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