

## EXAM DESCRIPTION

# Hitachi Vantara Qualified Professional Presales Data Operations Foundation HQT-2924 Exam

**Exam Type**  
Qualification

**Format**  
Non-proctored, open-book exam

**Credential**  
Hitachi Vantara Qualified Professional - Presales Data Operations

**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**  
• [Data Operations - Partner Presales Competency PXX4010S](#)

This test is designed for Hitachi Vantara partners who support the sales of Pentaho+ data management solutions. The test will validate that the successful candidate has technical understanding of the Pentaho+ portfolio especially of Pentaho Data Integration and Pentaho Analytics.

**Audience:** Hitachi Vantara Partner Presales Professionals

Test Objectives	
<b>Section 1</b>	<b>Pentaho+ Platform</b>
1.1	Describe the "data fitness" challenges which are impeding many organizations in their quest to become data-driven.
1.2	Describe the data management market opportunity.
1.3	Describe the Pentaho+ platform and the key use cases that it can address.
<b>Section 2</b>	<b>Data operations and management in hybrid cloud</b>
2.1	Describe Hybrid Cloud data operations.
<b>Section 3</b>	<b>Pentaho solutions</b>
3.1	Describe terminology and concepts that relate to analytics and to the analytics data pipeline.
3.2	Identify traditional analytics data pipeline components and describe the roles of data marts.
3.3	Identify big data analytics data pipeline components and describe the differences with traditional analytics data pipelines.
3.4	Identify the Big Data ecosystem components and describe their functions.
3.5	Describe how the Pentaho suite helps to address big data challenges.
3.6	Describe what is covered in each support package.
3.7	Identify the different license models.
3.8	Describe how to determine pricing.
<b>Section 4</b>	<b>Selling Pentaho solutions</b>
4.1	Describe the Pentaho value proposition.
4.2	Identify and qualify opportunities to sell Pentaho.
4.3	Describe the Pentaho solution components and top use cases.
4.4	Describe the benefits of Pentaho in 360 views, Automate data onboarding and Optimize Data Warehouse use cases.

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## Hitachi Vantara



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