

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.

EXAM DESCRIPTION

Hitachi Vantara Qualified Professional Solution Selling HQT-1024 Exam

The Hitachi Vantara **Partner Portal** provides information about partner training and accreditations.

Partners

- Visit [Partner Training and Certification](#) on the Partner Portal

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.

Digital Badges

Achieve your goals in an ever-expanding online marketplace easily with digital badges by sharing your credentials on LinkedIn and other social media.

After earning this credential, you will receive the [Hitachi Qualified Professional - Solution Selling Digital Badge](#).



Learn more about our digital badges:

- Understand [Hitachi Vantara Digital Badges](#)
- View all the available [Hitachi Vantara Digital badges](#)

Hitachi Vantara



Corporate Headquarters
2535 Augustine Drive
Santa Clara, CA 95054 USA
[HitachiVantara.com](#) | [community.HitachiVantara.com](#)

Regional Contact Information
Americas: 1-800-446-0744
Global: 1-858-547-4526
[HitachiVantara.com/contact](#)

HITACHI is a trademark or registered trademark of Hitachi, Ltd. VSP is a trademark or registered trademark of Hitachi Vantara Corporation. All other trademarks, service marks and company names are properties of their respective owners.