

Selling HP Document Solutions

Kód kurzu: 01065163

Document Solutions je školenie, ktoré pokrýva problematiku Document Workflow a Security Solutions pre HP tlačiarne, skenery a multifunkčné zariadenia.

Pre koho je kurz určený

Kurz je určený pre partnerov spoločnosti HP Inc.

Čo Vás naučíme

- Build a strong foundation in HP Printing system hardware, services and solutions
- Gain necessary knowledge to identify and solve security risks using out-of-the-box security configuration possibilities and tools, such as HP Web Jetadmin
- Solve customer Big Data issues with HP Document Workflow software and solutions

Požadované vstupné znalosti

Základný prehľad tlačového portfólia HP.

Študijné materiály

Príručka ku kurzu firmy HP podľa programu kurzu.

Osnova kurzu

The Value of the HP Printing System, Rev. 14.41

- Describe the market opportunity for selling HP imaging and printing hardware, services, and solutions
- Explain customer needs in relation to their entire imaging and printing environment
- Discuss the HP value proposition of using HP as part of an entire/connected printing system in response to customer needs
- Present the HP portfolio
- Express how to sell the HP value to your customer
- Share some real world scenarios
- Define next steps to take for success

Document Solutions

- HP Security Sales
- 01065482 -HP Access Control –Sales

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