



EXAM DESCRIPTION

Hitachi Data Systems Qualified Professional: Sales Foundation HQT-1000 Exam

Description:	This test is designed for Hitachi Data Systems employees and partners who sell HDS products, technology and solutions. The test validates that the successful candidate understands the HDS solutions strategy and portfolio, and can successfully identify, qualify and position HDS solutions to meet customer requirements.
Audience:	Hitachi Data Systems employee and partner sales professionals.
Supporting material:	SCC2560 Selling Hitachi Data Systems Solutions for Sales Professionals (Adaptive Learning)
Exam type:	Qualification
Format:	Non-proctored, open-book exam
Credential:	Hitachi Data Systems Qualified Professional - Sales Foundation
Delivery:	The exam is available through the Kryterion Webassessor system.
Questions:	33
Passing score:	65%
Duration:	120 minutes
Cost:	US\$75

Test Objectives

Section 1	Hitachi Data Systems Vision and Strategy
1.1	Describe the relationship between Hitachi Data Systems and Hitachi, Ltd.
1.2	Describe the Hitachi Data Systems vision and strategy.
Section 2	Storage Infrastructure
2.1	Describe the value proposition of Hitachi block storage systems.
2.2	Describe the value proposition of Hitachi file storage systems.
2.3	Identify data center management solutions and describe their value proposition.
2.4	Describe the value proposition of flash systems.
Section 3	Content Management and Mobility
3.1	Describe the value proposition of Hitachi Content Platform.
3.2	Describe the Hitachi Content Platform use cases.
3.3	Identify private cloud commodity storage and describe their value proposition.
3.4	Identify Hitachi Content Platform Anywhere solutions and describe their value proposition.
3.5	Identify Hitachi Data Ingestor solutions and describe their value proposition.
3.6	Describe the Hitachi Content Intelligence solution.
Section 4	Converged Solutions
4.1	Identify converged-application solutions and describe their value proposition.
4.2	Identify converged-infrastructure solutions and describe their value proposition.
4.3	Identify hyperconverged solutions and describe their value proposition.
Section 5	Data Protection
5.1	Describe the Hitachi Data Protection vision and strategy.
5.2	Describe the benefits of the Hitachi Protection Platform family.
5.3	Describe Alliance partner solutions for data protection.
Section 6	Data Analytics
6.1	Describe the data analytics vision and strategy.



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