

EXAM DESCRIPTION

Hitachi Vantara Qualified Professional Presales Solution Positioning HQT-2002 Exam

Exam Type
Qualification

Format
Non-proctored, open-
book exam

Credential
Hitachi Vantara Qualified
Professional – Presales
Solution Positioning

Validity 2 years

Delivery
[Kryterion Webassessor
System](#)

Questions 35

Passing Score 62%

Duration 120 minutes

Cost
US \$75 or equivalent in
local currency (plus local
tax, depending on
location)

Supporting Material
• [Hitachi Vantara FY24
Sales Plays](#)

This test is designed for Hitachi Vantara Presales professionals. It will validate that the successful candidate knows and understands the Hitachi Vantara Sales Plays and accompanying use-cases, and can propose solutions that meet customers' needs and that address their challenges. Candidates are also tested on their knowledge of the products comprised in the solutions offered.

Audience: Hitachi Vantara Presales Professionals

Test Objectives	
Section 1	Hitachi Vantara Sales Plays
1.1	Describe what the Hitachi Vantara sales plays are, what they cover and where they are located.
1.2	Identify the solution use cases that are covered in the Hybrid Cloud sales play.
1.3	Identify the solution use cases that are covered in the Universal Data and Application Management sales play.
1.4	Identify the solution use cases that are covered in the Data Resiliency and Compliance sales play.
Section 2	Hybrid Cloud solutions with VMware
2.1	Describe when to position the Hybrid Cloud Solution with VMware solution.
2.2	Describe the Hybrid Cloud solution with VMware solution components.
2.3	Identify the Hybrid Cloud Solution with VMware solution product configurations.
Section 3	Hybrid Cloud solutions with Cisco Adaptive Solutions
3.1	Describe when to position the Hybrid Cloud Solution with Cisco Adaptive Solutions.
3.2	Describe the Hybrid Cloud Solution with Cisco Adaptive Solutions components.
3.3	Identify the Hybrid Cloud Solution with Cisco Adaptive Solutions product configurations.
Section 4	Cloud Connect for Equinix solution
4.1	Describe when to position the Cloud Connect for Equinix solution.
4.2	Describe the Cloud Connect for Equinix solution components.
Section 5	Centralized Data Management solutions
5.1	Describe the VSP storage virtualization offerings.
5.2	Describe the AIOps Driven IT Efficiencies offerings.
5.3	Describe the Global Services offerings.
Section 6	Beyond Simple Management solutions
6.1	Describe the VSP Embedded Management offering.

The **Presales Technical Accreditation (PTA)** program is aiming at elevating the skill sets of Hitachi Vantara technical presales professionals.

It provides a comprehensive and effective solution-based approach aligned with the Hitachi Vantara Sales Plays.

The program is structured into three tiers, each with distinct objectives to foster a deeper understanding and proficiency in supporting solution-centric selling.

The HQT-2002 test sanctions completion of Tier 1, which focuses on mastering the sales plays and their related use cases.

6.2	Describe the Hitachi Ops Center offerings.
6.3	Describe the Cloud-based system monitoring offering.
Section 7	HyperOps solution
7.1	Describe the HyperOps service offering.
7.2	Describe when to position the HyperOps solution.
Section 8	High-Performance Data Analytics (HCSF) solutions
8.1	Describe when to position the High-Performance Data Analytics solutions.
8.2	Describe the High-Performance Data Analytics solutions components.
8.3	Describe the High-Performance Data Analytics solutions product configurations.
Section 9	Modern Data Protection solutions
9.1	Describe the Backup to Cloud (object) offering.
9.2	Describe the Commvault HyperScale X offering.
9.3	Describe the Hitachi FlexProtect offering.
Section 10	Ransomware Protection solutions
10.1	Describe the CyberVR and Ops Center Protector offering.
10.2	Describe the Hitachi Content Platform (HCP) and HCP Cloud Scale ransomware features.
10.3	Describe the backup and replication integration of Hitachi Content Platform (HCP) and HCP for Cloud Scale with HDPS Powered Commvault, Veritas NetBackup and Veeam.

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