



## HPE - Building HPE Storage Solutions, Rev. 18.11 - 01098692

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**Code:** STOR-ATP18.11  
**Length:** 3 days  
**URL:** [View Online](#)

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The Building HPE Storage Solutions course is an instructor-led course. This course teaches students how to architect, design, and propose storage solutions using the HPE Storage portfolio primarily focused on small-to-mid-size business (SMB). The course covers foundational storage architectures and technologies including the characteristics, performance, advantages, and uses of different storage drive and interconnect technologies, storage transport components, SAN topologies, storage virtualization, and backup and recovery systems. It also teaches positioning of HPE storage products, solutions, and warranty offerings that form HPE's Converged Storage portfolio. The course uses participant centered learning and hands-on emulators. Emulators use software to replicate HPE Storage technologies and allow learners to engage in lab activities using web based resources.

### Skills Gained

- Describe HPE storage vision and strategy
- Explain the value propositions of HPE Converged Infrastructure solutions
- Discuss HPE's Solution Market Strategy
- Describe the role of software-defined storage and hyper-converged market
- Identify the steps to move to a composable infrastructure.
- Explain the basics of storage technologies SAS
- Describe Fibre Channel topologies
- Discuss the iSCSI protocol
- Describe FCoE
- Identify the differences between SAS FC, iSCSI and FCoE and the combined role they can play in a Storage solution.
- Describe tools to plan and design HPE Storage solutions:
  - HPE SAN Design Reference Guide
  - HPE Storage Information Library
  - Storage Assessment Foundry
  - HPE Single Point of Configuration Knowledge
  - HPE Storage Sizing Tool
  - Storage Assessment Foundry
  - VisioCafe—Stencils for SAN design
  - HPE One Config Simple
  - OneConfig-Advanced
  - HPE Product Bulletin
  - Solution Demo Portal

- Ninja tools
- Identify the direct attached storage (DAS) portfolio
- Explain unique features and target customers for each product family
- Describe specifications and performance limits

## Who Can Benefit

Typical candidates for this course are:

- HPE Channel partners who are interested in learning how to identify opportunities and defining technical requirements for SMB Storage Solutions.
- Presales architects or integrators who want to increase their knowledge and confidence to design the right commercial storage solutions for SMB customers
- Recommended: a minimum of six (6) months of experience in storage technologies.

## Prerequisites

Suggested:

- 01114481 Designing HPE SMB Data Center Architectures, Rev. 17.41

## Course Details

### Topics

The storage market and HPE strategy

- Describe HPE storage vision and strategy
- Describe the value propositions of HPE Converged Infrastructure solutions
- Describe HPE's Solution Market Strategy
- Describe the role of software-defined storage and hyper-converged market
- Identify the steps to move to a composable infrastructure.

SCSI basics—Technical background

- Explain the basics of storage technologies SAS
- Describe Fibre Channel topologies
- Describe the iSCSI protocol
- Describe FCoE
- Identify the differences between SAS FC, iSCSI and FCoE and the combined role they can play in a Storage solution.

Tools and reference material

- Describe tools to plan and design HPE Storage solutions:
- HPE SAN Design Reference Guide
- HPE Storage Information Library
- Storage Assessment Foundry
- HPE Single Point of Configuration Knowledge

- HPE Storage Sizing Tool
- Storage Assessment Foundry
- VisioCafe—Stencils for SAN design
- HPE One Config Simple
- OneConfig-Advanced
- HPE Product Bulletin
- Solution Demo Portal
- Ninja tools

#### Direct attached storage

- Identify the direct attached storage (DAS) portfolio
- Explain unique features and target customers for each product family
- Describe specifications and performance limits
- Explain how direct attached storage could be utilized as a SAN solution
- Locate reference information

#### Network attached storage

- Identify the network attached storage portfolio
- Explain unique features and target customers for each product family
- Describe specifications and performance limits
- Locate reference information

#### SAN storage

- Identify the storage area network portfolio
- Explain unique features and target customers for each product family
- Describe specifications and performance limits
- Locate reference information

#### Configuring HPE storage

- Identify the different interfaces for each of the HPE storage solutions
- List the steps for creating a Virtual Volumes for each of the HPE Storage Arrays
- Describe the process of presenting storage to hosts for each of the storage solutions

#### SAN infrastructure

- Define the SNIA vision of a SAN
- Explain the FLOGI and PLOGI processes
- Identify the SAN Infrastructure portfolio
- Explain the key factors that should be considered when designing a SAN solution
- Explain the importance of documenting a SAN

#### HPE StoreOnce and entry level tape libraries

- Explain the different backup types
  - Identify the HPE StoreOnce portfolio
  - Explain unique features and target customers for each product family
  - Describe specifications and performance limits
  - Locate reference information
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