# 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