

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

GOPAS Praha

Na Strži 2097/63
140 00 Praha 4 - Krč
Tel.: +420 226 201 390
info@gopas.cz

GOPAS Brno

Nové sady 996/25
602 00 Brno
Tel.: +420 530 513 590
info@gopas.cz

GOPAS Bratislava

Dr. Vladimíra Clementisa 10
Bratislava, 821 02
Tel.: +421 902 903 132
info@gopas.sk



Copyright © 2026 GOPAS, a.s.,
All rights reserved