



**Course ID:** 00097023, Rev. 9.1

**Format:** Instructor-led Training

**Duration:** 2 Days

### Course description:

This training course addresses IT resellers, consultants and all participants in the Imaging & Printing market who want to provide value, benefit and long-term partnership to their customers and go beyond box-moving.

Based on a realistic case study (containing real-life data) participants pass through the whole assessment and design engagement process: starting with the collection of data of the current output environments, the analysis of the data, its evaluation and how to incorporate the findings into the development of a cost-effective, productivity-enhancing and workflow-optimal future output strategy.

### Course objectives:

After attending the course, participants have gained the necessary knowledge about how to assess and analyze a customer's imaging and printing environment and how to develop and recommend the right future output strategy and device fleet.

The content trained in this course will allow the participant to qualify through the PFAD certification test and so to be certified as a "HP Accredited Sales/Presales Professional".

### Who should attend?

Professional Hardcopy Channel Partners who see imaging and printing environment assessment, analysis and design as an excellent opportunity to expand their services portfolio and by this, to increase margins.

Channel partners who are already selling a broad range of HP imaging and printing devices will be able to expand their consultancy skills and services.

### Prerequisites:

Recommended prerequisite training:

- HP Imaging & Printing Fundamentals Presales Training

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