

Updated on 04/28/2026

Sign up

Aruba Products and Solutions Training (WSALES)

2 days (14 hours)

With the explosion of devices and data at the network edge, customers face new challenges that influence their purchasing decisions. In this course, you will learn how to articulate and differentiate the HPE Aruba Networking, Edge Services Platform (ESP), and Unified Infrastructure strategy, which uniquely addresses these challenges.

Course content includes:

- Trends influencing customer purchasing decisions at the network edge.
- How to actively drive results-based customer conversations through the HPE Aruba Networking Unified Infrastructure.
- How to effectively manage customer conversations about HPE Aruba Networking SD-WAN, Edge-to-Cloud security, AIOps, and service as a service.

Like all our training courses, this one will introduce you to **the latest stable version** of the technology and its new features.

Objectives

- Engage in strategic conversations with customers about current IT trends and the challenges they face at the network edge.
- Engage in impactful dialogue with different types of customers about how the vision, strategy, and solutions from HPE Aruba Networking address these challenges to help clients achieve their goals.

Target Audience

- Distribution partners who recommend and sell HPE Aruba Networking.

Prerequisites

- No prerequisites.

TRAINING CURRICULUM: Aruba Products and Solutions (WSALES)

[Day 1 - Morning]

HPE Aruba Networking Vision and Strategy [Day

1 - Afternoon]

Connect - HPE Aruba Networking Unified Infrastructure

Connect - HPE Aruba Networking SD-WAN Solutions [Day

2 - Morning]

Secure - HPE Aruba Networking Edge-to-Cloud Security Solutions [Day 2 -

Afternoon]

Automate - HPE Aruba Networking AI and Automation

Adapt - HPE Aruba Networking As-a-Service Solutions

Take the exam to earn the HPE Sales Certified - Aruba Networking Solutions certification on the second day

Target Audience

This training is intended for both individuals and companies, large or small, seeking to train their teams in new advanced IT technologies or to acquire specific industry knowledge or modern methodologies.

Pre-training assessment

The pre-training assessment complies with Qualiopi quality standards. Upon

final registration, the learner receives a self-assessment questionnaire that allows us to assess their estimated level of proficiency with various types of technologies, as well as their expectations and personal goals regarding the upcoming training, within the limits imposed by the selected format. This questionnaire also allows us to anticipate certain connection or internal security issues within the company (intra-company or virtual classroom) that could pose challenges for monitoring and the smooth running of the training session.

Teaching Methods

Practical Course: 60% Practical, 40% Theory. Training materials distributed in digital format to all participants.

Organization

The course alternates between theoretical input from the trainer, supported by examples and reflection sessions, and group work.

Assessment

At the end of the session, a multiple-choice questionnaire is used to verify that the skills have been properly acquired.

Certification

A certificate will be issued to each trainee who has completed the entire training program.