



Microsoft learning solutions from HP

If you're like most companies, Microsoft technologies play a critical role in your IT environment. To maximize your investment in Microsoft technology, your employees need a well-planned learning solution. And there's no better place to learn about Microsoft technology than HP.

As a Microsoft Gold Certified Partner for Learning Solutions, HP has offered training in specific Microsoft technologies, leading to Microsoft certifications, for years. But HP offers more than simply a menu of training courses. We will analyze your company's needs, develop a customized Learning Solution, deliver it however and wherever your employees need it, and help you evaluate the results.

Enhanced training results through constant evaluation and adjustments

The features of training with HP include:

- Education consulting services for designing a training program to meet your needs
- HP training methodology and project management tools
- Industry-trained consultants with real job experience
- HP Virtual Rooms for online seminars and coaching
- HP Virtual Labs for hands-on learning experience with real HP hardware
- Web-based courses to enable self-paced learning online—independent of time and location
- Enhanced training results through constant evaluation and adjustments
- Global processes for student administration and course booking

Flexible solutions

With HP, you get the benefit of a global training organization, offering the most cost-effective and Microsoft-centered training available. Our flexible Microsoft Learning Solutions include:

Instructor-led training

Web-based training

HP Virtual Training Room

On-the-job training and floor walking

Quick Reference Cards and Job Aids

Games, simulations and case studies

Coaching and mentoring

Communities and knowledge sharing

Knowledge management

How do HP Microsoft learning solutions work?

The HP Education Learning Solution approach provides a framework for the most effective use of your education investment in order to help you effectively move through a technology transition.

In general there are four major phases in an education project: analysis, development, implementation and



evaluation. We work closely together with your experts to build on your corporate knowledge and guidelines.

Analyze: HP education consultants develop an understanding of your platform, learning environment, requirements, needs, and the IT investments you have made to ensure you get the greatest return from your training dollar.

Design: In the design phase it is key to keep your business strategy and HR development goals in mind. Aside from the actual instructional design of the Microsoft courseware, a variety of additional development methods and considerations come into play: Role-based training ensure its relevance for the jobs of the identified audiences. We consider realworld applicability to ensure that students can quickly apply new skills on their job. And last but not least, we consider the context—your corporate culture, learning culture and learning styles—which can gravely impact the success of a learning solution.

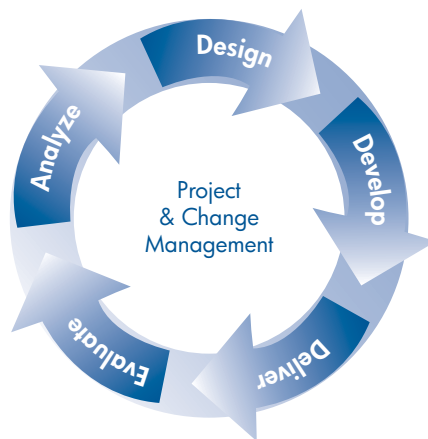
“HP brought a true collaborative spirit, above and beyond what we expected....This partnership worked because...everyone was in it for the same reason, to do the best possible job we could...in the quickest timeframe we could. We have now given our employees a great learning opportunity.”

— Hillary Metz, Custom Solutions Manager,
Best Buy Company Inc.

HP recommends
Windows Vista™
Business.

Develop: The development creates the actual Microsoft content and everything that is needed for smooth deployment during the implementation and delivery phase. HP develops state-of-the-art training concepts and content spanning the full range of training methods including classroom training, live online training, self-paced e-learning and the whole variety of informal learning.

Deliver: We bring the training to your students—faceto-face or online, at HP sites or using your facilities. Any combination of logistics is possible. Alternatively, HP can provide infrastructure and equipment, together with course scheduling, student



administration and elearning platforms, enabling you to manage the educational process yourself.

Evaluate: HP has implemented a methodology and toolset to evaluate the success of training and calculate both business benefits and ROI. Those results can be used for ongoing improvement of current activities, to demonstrate the success and business outcome of a training program, and build a foundation for future decision-making and planning.

To create maximum awareness, acceptance and motivation among users we complete training projects by management of change consulting. This makes sure that all stakeholders are involved, changes are well communicated, and the transition to a new IT environment or to new processes is smooth and successful.

A proven record of success

HP has trained thousands of IT professionals in Microsoft technologies, and is committed to remaining a top-tier training partner. A customized Learning Solution for your company might be built for a UNIX-to-Microsoft migration, launch of a Sharepoint Portal or Exchange implementation, the latest Microsoft Windows Vista/ Office 2007 upgrade, or some other need.

One of our most recent Microsoft Learning Solutions successes came from working with Best Buy, a Microsoft Gold Partner. Working with Microsoft's e-learning content, non-traditional Microsoft learning products and instructor-led training sessions, HP developed a custom education portal for the retailer's employees.

To learn more

Want to learn more about HP Microsoft Learning Solutions? Additional information is available at www.hp.com/learn/customized

To learn how HP Microsoft Learning Solutions worked for Best Buy, visit this link: www.hp.com/learn/bestbuyvideo

For more information, contact your HP sales representative, HP authorized reseller or visit our web site: <http://www.hp.com/learn>

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Certain Windows Vista product features require advanced or additional hardware. See <http://www.microsoft.com/windowsvista/getready/hardwarereqs.aspx> and <http://www.microsoft.com/windowsvista/getready/capable.aspx> for details. Windows Vista Upgrade Advisor can help you determine which features of Windows Vista will run on your computer. To download the tool, visit www.windowsvista.com/upgradeadvisor. Microsoft and Windows are U.S. registered trademarks of Microsoft Corporation. Windows Vista is either a registered trademark or trademark of Microsoft Corporation in the United States and/or other countries.

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