

March 2014 MTP (Move To Production) Overview

Regional Credit Card Screens

- For EMEA, the Designated Credit Cards are displayed with Certified Logos (as per Elavon spec)
- The CVN Security Code Box is now available (as per Elavon spec)

The screenshot shows the HP Software Education Services website. At the top, there is a blue navigation bar with the HP logo, links for 'For Home', 'For Work', and 'Support', and a search box. Below this is the main heading 'Software Education Services' and a breadcrumb trail: 'Software Training / Software Certification / ART / HP SW Education Services'. A left sidebar contains a search box and a menu with categories like 'Home', 'Training', 'Certification', 'Other', and 'Administration'. The main content area is titled 'Payment Information' and includes a breadcrumb trail: 'Cart / Policy / Shipping / Report / Billing / Payment / Preview / Receipt'. The 'Credit Card' section contains the following fields: 'Credit Card *' (a dropdown menu set to 'Visa'), 'Credit Card # *' (a text input field), 'Expiration *' (two dropdown menus for month and year, set to '1' and '2014'), and 'Security Code *' (a text input field next to a small card icon with a question mark). A 'Submit Payment' button is located at the bottom right of the form. Two blue boxes highlight the 'VISA' and 'MasterCard' logos at the top right of the credit card section and the 'Security Code *' field.

The AMS Version of the Credit Card Screen

The screenshot shows the HP Software Education Services website. At the top, there is a blue navigation bar with the HP logo and links for 'For Home', 'For Work', and 'Support'. A search bar is located on the right. Below the navigation bar, the main heading is 'Software Education Services'. Underneath, there are links for 'Software Training', 'Software Certification', 'ART', and 'HP SW Education Services'. A breadcrumb trail reads 'Home >'. A search bar with a 'Go' button is present. On the left, there is a sidebar menu with categories: 'Home', 'Training' (with sub-items: Training by Product, Training by Location, Training by Type, Onsite Training), 'Certification' (with sub-items: ASE Program, ASE Exams, Exam Policy), 'Other' (with sub-items: Online Store, Collateral & Resources, Contact, Training Unit Usage, Fulfillment Area), and 'Administration'. The main content area is titled 'Payment Information' and includes a breadcrumb trail: 'Cart / Policy / Shipping / Report / Billing / Payment / Preview / Receipt'. Below this, there is a 'Credit Card' section with logos for VISA, MasterCard, American Express, and Discover. The form fields are: 'Credit Card *' (a dropdown menu showing 'Visa'), 'Credit Card # *' (a text input field), 'Expiration *' (two dropdown menus showing '1' and '2014'), and 'Security Code *' (a text input field with a '?' icon and a small image of a card). A 'Submit Payment' button is at the bottom right of the form.

Clicking the '?' by the CVN Box Shows This:

The screenshot shows a help page titled 'How to find your credit card security code or CVN'. The text states: 'VISA, MasterCard, Discover Network, and American Express security codes or card verification numbers (CVN) may be found on the front or back of cards.' Below the text, there are four images of credit cards: a Visa card, a MasterCard card, a Discover card, and an American Express card. The American Express card shows the security code '0123' in a red box.

TidBits:

- Be sure that all your address info is correct on credit card orders.
- All Fields (except Address 2) are required.

PCI Compliance Requires:

- Legitimate address values for City, State and Zip.
- The Billing address used for the purchase must be the same as the billing address of credit card.

New SAP Landing Page

For Home For Work Support
Search

Software Education Services

Software Training Software Certification ART HP SW Education Services

[Home >](#)

ITM Software Education Attach

| Software Deal Size(round to nearest) | Training Unit Qty | TU Value (USD) |
|--------------------------------------|---------------------------|----------------|
| \$50,000 | 21 x HH407AA | \$5,250 |
| \$100,000 | 30 x HH407AA | \$7,500 |
| \$250,000 | 120 x HH407AA | \$30,000 |
| \$500,000 | 240 x HH407AA | \$60,000 |
| \$1,000,000 | Time to engage Education* | |
| \$5,000,000 | Time to engage Education* | |
| \$10,000,000 | Time to engage Education* | |

* For a quick response, [contact Education](#) now.

Why attach training from HP Software Education?

Value to the HP Sales Rep

- Drives customer satisfaction as well as loyalty by increasing customer comfort with their HP Software purchase
- Greatly increases the customers likelihood of repeat Software purchases
- Helps your customer quickly maximize the benefit of new or upgraded Software
- Generates quota credit for the HP Software rep

Benefits of Training Units

The HP Software Education Training Unit is a flexible, no guessing method to purchase most training and certification offerings, and the customer has one year to use. This includes:

- Instructor Led Training (both public and private)
- Virtual Live Instructor Led Training
- Education Consulting (eg Training Needs Analysis)
- Certification
- eLearning

Customer Value Proposition

HP Software Education Services leads the industry when it comes to skills -based training and certification.

With HP Software Technical Education, your customers will be able to:

- Increase adoption rates and receive full ROI on their software investment
- Drive optimal performance from their teams
- Gain hands on experience and certification

Benefits of Adoption Readiness Tool (ART)

This new licensed software offering makes it easy for customers to provide customized, multi-language training materials across their organization using HP's pre-built content. Better still, it offers an ongoing way to manage enablement and performance support for individuals and teams.

Some of the benefits include:

- Users learn at their own pace
- Reduce errors and increased productivity
- Cut internal support costs
- Lower risk and increased best practices
- Visibility for management regarding user proficiency and organizational readiness

For additional information

If you have questions or need additional information, please complete this [form](#), and we will contact you.

Add ART into your Deal

ART Course/s
Select one (1) or more ART Courses that are applicable to the HP Software product that is purchased by the customer.

| HP Product Number | HP Product Name |
|-------------------|------------------------------------------------------------------------------------------------|
| TJ640AAE | HP Adoption Readiness Tool Application Lifecycle Management and Quality Center Course Software |
| TJ641AAE | HP Adoption Readiness Tool Service Manager Course Software |
| TJ642AAE | HP Adoption Readiness Tool Quick Test Professional Course Software |
| TJ643AAE | HP Adoption Readiness Tool Asset Management Course Software |
| TJ644AAE | HP ART Project and Portfolio Management Course A Software |
| TJ645AAE | HP ART Project and Portfolio Management Course B Software |
| TJ646AAE | HP ART Performance Center Course Software |
| TJ647AAE | HP ART Operations Manager for Windows Operators Course Software |
| TJ648AAE | HP ART Operations Manager on UNIX/LINUX Operators Course Software |
| TJ649AAE | HP ART Universal Configuration Management Database Configuration Manager Course Software |

PLUS ART Named User Packs

| HP Product Number | HP Product Name | Quantity |
|-------------------|-------------------------------------------------------|-----------------------------------------------------------------------------------------------------|
| A8841AAEE** | HP Adoption Readiness Tool Named User Pack (50 users) | Quantity of Named Users should total the quantity of Named Users purchasing the HP Software product |

** If there are more than 500 users, or the customer was an existing ART user pre 2013, refer to the ART Software Sales guide for guidance.

Make it Matter with Education Sales Kit

Know the value proposition and customer benefits visit:

- [HP Software Education Sales Portal Page](#)
- [HP Adoption Readiness Tool \(ART\) Sales Portal Page](#)

Quick links to key customer facing assets:

- [HPSW Education Training list by Product](#)
- [HP Software Education Datasheet](#)
- [HP Adoption Readiness Tool Datasheet](#)
- [HP Adoption Readiness Tool Quick Tour](#)
- [EVRY empowers staff to work more efficiently with HP ART](#)

March 2014 MTP

Behind the scenes:

- **Payment Manager Improvements for Multi-TU Rate Handling**
- **Better Handling of Multi-TU Rates throughout Order Management and Order Creation**
- **Better Handling of Multi-TU Rates throughout Schedule Management and Schedule Creation**
- **New Terms and Conditions for Hungary**
- **Repairs on eBook Event Coordinator handling, Cookie Conflicts with Header/Footer Service, Order Number Hijacking Errors, Address Form Issues, and lots of manual data repairs, for issues related to renumbering, change of country, encryption, and data issues.**