

Technical Hands-On Experiences accelerating customer adoption



Needs Addressed

As part of the decision making process, customers benefit from understanding how specific solutions address their own needs or objectives.

Instructor guided hands-on workshops are valuable in giving end-users a better insight into specific solutions and can further develop the knowledge and skills of technical pre-sales and solution architects.

Hands-on experience is at the heart of technical understanding, leading to accelerated customer adoption.

Our programs include:

- **Workshop development:** interactive and engaging with hands-on labs, simulators, tools training and exercises.
- **Expert delivery:** an integral part of the sales process as well as building general awareness and developing internal ambassadors.
- **Learning portal:** providing additional engagement and access to additional materials beyond the event.

Atrium Deliverables

Typical Engagement

Expert guided workshops with extensive hands-on experiences.

We develop and deliver Fast-Start and Test-Drive events across multiple Geos. These focus on specific solution including HPE OneView, HPE Synergy, MCS and HPC solutions.

Events are structured to accommodate foundation and advanced end-users, as well as an opportunity for Partner involvement.

These have resulted in a measureable acceleration in adoption and an increased number of internal ambassadors.



Following this event, I will be recommending the solution to my company

These hands-on experiences are an invaluable resource for my partners, and their customers

