



Certified

Lenovo Data Center Storage Sales Certification Exam Study Guide (DCP-109C)

December 2019 Version 1.3

Table of Contents

Job Role Description	3
Exam Information	3
Exam Objectives	3
Recommended Training and Study Aids	4
Sample Questions	4
Online Practice Exam.....	5
Register for the Certification Exam	6
Exam Delivery Period.....	6
Cancellation Policy.....	6
Retake Policy	6
Recertification Policy.....	6
Contact Us.....	6

Job Role Description

The **Lenovo Certified Storage Sales Professional** works as a Lenovo internal or business partner seller. This individual can identify and describe basic components of a data center, and can apply their knowledge and expertise to how the components fit together. They can tell the Lenovo storage story. This individual also has knowledge of how to have a consultative business conversation.

Exam Information

- Number of questions 40
- Time allowed in minutes 60
- Passing score 72%
- Languages English, Chinese, and Japanese

Recommended pre-requisite skills. This exam is intended for sellers with a minimum of six months of experience selling data center.

This exam includes products announced as of December 2018. Any product announcements or withdrawals made after that date are not reflected in this exam.

Exam Objectives

Section 1 - Product and Portfolio Overview (25%)
Identify the target applications, optimal workloads, and use cases for the Lenovo SAN and DAS offerings.
Describe the benefits of the Lenovo storage product line (SAN, DAS, and tape).
Section 2 - Lenovo Value Proposition and Differentiators (18%)
Explain the value proposition for the Lenovo storage product families.
Give an elevator speech illustrating the value proposition and proof points for the Lenovo storage offerings.
Section 3 - Positioning (18%)
Identify keywords that indicate opportunities to introduce the Lenovo storage product families.
Overcome common objections to implementing Lenovo storage offerings (technical and financial).
Section 4 - Business conversations (27%)
Identify common business and technical drivers that influence a customer to consider a storage solution.
Identify Lenovo storage opportunities within a customer scenario by pain point.
Identify Lenovo storage opportunities within a customer scenario by business goal.
Identify Lenovo storage opportunities within a customer scenario by technical requirements.
Use key discovery questions to identify a Lenovo storage opportunity.
Section 5 - Market Opportunity for Lenovo (5%)
Identify the market opportunities for Lenovo storage.
Section 6 - Services (7%)
Describe and position Lenovo storage-related services to a customer.

Recommended Training and Study Aids

Recommended training and resources are intended to help you gain knowledge related to the exam objectives. Completing this training, while comprehensive, does not guarantee that you will pass the exam. Experience and application are key components of preparation.

Lenovo partners can find online training on your region's partner portal platform (LenovoPartner.com or Lenovo Partner Network). Follow the links in the main navigation bar from Training to DCG eLearning. Then on the Catalog page, select the Certification Curricula type to access the curriculum for the Data Center Storage Sales Certification Exam.

Lenovo employees can find online training by referring to the *Storage Sales Certification Exam Prep Curriculum* on [Grow@Lenovo](#).

ONLINE CURRICULUM			
<input checked="" type="checkbox"/>	Title	Course Code	Resource Type
	Lenovo Portfolio: Storage	SXSW1201r4	14 minute online learning
	Lenovo DAS Datasheets	DDASP001	PDF file
	Positioning DAS Storage	DDASP100	15 minute online learning
	Lenovo ThinkSystem DM and DE Series Overview	DDMO101	30 minute online learning
	Positioning ThinkSystem DE Series	DDET200	12 minute online learning
	Selling ThinkSystem DE Series	DDET206	8 minute online learning
	Selling ONTAP	DDMO102	22 minute online learning
	Services for Lenovo Storage	DSTO032	PDF file
	Services for ThinkSystem DM	DSVC122	10 minute online learning
	Positioning Lenovo Tape Storage	DTP100	PDF file
	Family Portfolio: Gen6 Fiber Channel SAN Switches	SXNW1203r2	24 minute online learning
	Lenovo DB400D/DB800D Fibre Channel SAN Directors Overview	DSTO016v2	17 minute online learning
	Lenovo Storage Business Conversations for DCG Sellers	DSTOB001	14 minute online learning

Sample Questions

1. A customer uses hundreds of virtual machines with an identical base image.

Which DM Series feature will increase storage efficiency and decrease the storage footprint?

- A. Scale-up capability
- B. Inline deduplication
- C. FlexGroup
- D. FlexClone

2. A customer has an application testing team of five employees. All five need immediate access to copies of live data for testing purposes.

Which ONTAP feature will meet their needs?

- A. Dynamic Disk Pools
- B. Synchronous Mirroring
- C. MetroCluster
- D. FlexClone

3. Which DE Series feature significantly reduces the time to rebuild from a drive failure?

- A. Dynamic Disk Pools
- B. Asynchronous Mirroring
- C. Snapshot Copies
- D. SSD Caching

4. What are three advantages of DB400D and DB800D?

- A. Higher port density
- B. Optional trunking feature
- C. Lower power consumption
- D. Single power supply support
- E. Lower latency and local switching
- F. Standard Brocade Network Advisor

Answers

1. B
2. D
3. A
4. A,C,E

Online Practice Exam

The online practice exam includes 38 questions of similar content and difficulty as questions on the certification exam. Passing the practice exam does not result in certification. However, taking the practice exam can help you determine whether or not you are ready to register for the certification exam, or help identify areas where additional study may be needed.

To schedule a practice exam go to <https://wsr.pearsonvue.com/lenovo>. Login to your account, select an exam, and enter your payment method. Practice exams are unproctored and can be taken immediately after scheduling.

Take your first practice exam free! Lenovo is currently waiving the USD 30 test fee for your first practice exam. When scheduling your exam enter coupon code FREE-DCP109P on the payment screen. This coupon is valid for one attempt only. Any subsequent attempts are subject to the USD 30 test fee.

Register for the Certification Exam

Register for your certification exam at <https://wsr.pearsonvue.com/lenovo>. Login to your account, select an exam, and enter your payment method. This exam is unproctored and can be taken immediately after scheduling; only a web browser and internet connection are required.

LENOVO BUSINESS PARTNER: You must use your business email address as your primary address. Not using your business email address can negatively impact your company's partner status.

LENOVO EMPLOYEE: You must include your Lenovo email address and employee number when creating an account so that certifications earned can be added to your Grow@Lenovo transcript. For exam payment, contact the Sales Learning Partner in your region to request an exam voucher.

If you pass your exam and meet all requirements for a credential, you will receive an e-mail from Lenovo within 72 business hours with instructions to access your certificate, logo and digital badge through the Lenovo certification tracking system called CertMetrics.

Exam Delivery Period

The exam delivery period is 1 day from registration. After 1 day, the exam delivery period expires and you will not receive a refund and will not be able to take the exam. You will need to register and pay again to take the exam.

Cancellation Policy

You may cancel this exam as long as the exam has not been started, and the delivery period has not expired (1 day from registration).

Retake Policy

Certification exams. There is no waiting period to retake an exam a second time. However, if you do not pass on your second attempt there is a 30-day waiting period before attempting the exam a third and each subsequent time. The full published fee must be paid for all retake exams. Retaking a passed certification exam is prohibited.

Practice exams. There is no waiting period to retake a practice exam. There is no discount for retake exams; the full published fee applies.

Recertification Policy

Certifications awarded for passing the DCP-109C exam will expire after two years. To re-certify, you must pass the most current version of the certification exam. Visit the Lenovo certification tracking system, [CertMetrics](#), to check the status of your certification(s).

Contact Us

Contact the Lenovo Certification Program team at LenovoCerts@lenovo.com with questions or feedback.