



Certified

Lenovo Data Center Technical Sales Certification Exam Study Guide (DCP-315C)

December 2019 Version 1.5

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Job Role Description

The **Lenovo Certified Data Center Technical Sales Professional** works as a Lenovo internal or business partner technical seller. This individual can identify and describe features and technical aspects of Lenovo’s server, storage, network, and SDI products, and apply their knowledge to meet customer needs. They can apply their knowledge and experience to differentiate between products within the same family, and match basic, stated requirements with the correct product. They can position servers, storage, networking and SDI products by their intended workload and build basic configurations. This individual must also be familiar with Lenovo Systems Management (XClarity, XClarity Controller, and CMM).

Exam Information

- Number of questions 54
- Time allowed in minutes 80
- Passing score 74%
- Language English

Recommended pre-requisite skills. This exam is intended for technical sellers with a minimum of one year of experience selling Lenovo data center products.

This exam includes products announced as of April 16, 2019. The ThinkSystem SR635 and SR655 servers announced in August 2019 are also included.

Exam Objectives

Section 1 - Product & Portfolio Overview (41%)	
	Identify/differentiate features and technical characteristics of the Lenovo server offerings (rack, tower, blade, mission critical, high density and edge)
	Given a workload scenario, propose a server solution to meet customer requirements
	Identify/differentiate features and technical characteristics of the Lenovo storage offerings (SAN, DAS and Tape)
	Given a workload scenario, propose a storage solution to meet customer requirements
	Identify/differentiate features and technical characteristics of the Lenovo network offerings (Ethernet rack and campus switches)
	Given a workload scenario, propose a network solution to meet customer requirements
	Identify the key characteristics of the Lenovo SDI offerings (ThinkAgile HX, MX, SXM, VX, and CP)
Section 2 - Systems Management (7%)	
	Describe XClarity including how and when a customer would use it
	Describe XClarity Controller including how and when a customer would use it
	Describe CMM including how and when a customer would use it
Section 3 - Lenovo Value Proposition and Differentiators (7%)	
	Present the Lenovo data center value proposition
	Describe and position the SAP partnership and the value it brings to our customers and partners
Section 4 - Business conversations (41%)	

Identify common business and technical drivers that influence a customer to consider a server solution
Identify Lenovo server opportunities within a customer scenario by technical requirements
Identify common business and technical drivers that influence a customer to consider a storage solution
Identify Lenovo storage opportunities within a customer scenario by technical requirements
Identify common business and technical drivers that influence a customer to consider a networking solution
Identify Lenovo networking opportunities within a customer scenario by technical requirements
Identify common business and technical drivers that influence a customer to consider a SDI solution or a Lenovo Engineered Solution for the Cloud
Section 6 - Services (4%)
Describe and position the Lenovo Simplified Services Portfolio 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 employees can find online training by referring to the *Data Center Technical Sales Certification Exam Prep Curriculum* on [Grow@Lenovo](#).

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 Technical Sales Certification Exam.

ONLINE CURRICULUM			
<input checked="" type="checkbox"/>	Title	Course Code	Resource Type
	Lenovo DCG Technical Sales Certification - Product Study Guide	DCPG001r4	PDF file
	Lenovo DCG Technical Sales Certification - System Management Study Guide	DCPG002r2	PDF file
	Intel Optane DC Persistent Memory	SXXW1212	17 min online learning
	Flex System for VM Environment	SXXW2230	16 min online learning
	Lenovo ThinkSystem DM and DE Series Overview	DDMO101	30 min online learning
	ONTAP Technical Positioning	DDMT200	45 min online learning
	Selling ONTAP	DDMO102	22 min online learning
	Positioning ThinkSystem DE Series	DDET200r2	12 min online learning
	Selling ThinkSystem DE Series	DDET206	8 min online learning
	Positioning Lenovo Direct Attached Storage	DDASP100	10 min online learning
	Positioning Lenovo Tape Storage	DTP100	PDF file

	Lenovo Transforming the Data Center	DDCFP101	10 min online learning
	Start the Conversation - Lenovo Cloud Strategy	DCLDS103	25 min online learning
	Cloud and HCI or Somewhere in Between	DCLDS104r2	30 min online learning
	ThinkAgile HCI and Cloud Platforms – Technical Overview	DCLDT2001r2	35 min online learning
	Uncovering SAP HANA Opportunities	DSAPS2001	17 min online learning
	Lenovo Simplified Support Services	DSVC112r2	10 min online learning

Sample Questions

Sample questions provide a quick look at the type of questions presented on the certification exam.

1. What are three features of the ThinkSystem SR650 server?
 - a. Up to four Intel Xeon Bronze, Silver, Gold, or Platinum processors
 - b. Up to two Intel Xeon Bronze, Silver, Gold, or Platinum processors
 - c. Up to 24 DIMM sockets
 - d. 1U rack-mount Server
 - e. Onboard LOM slot for up to 4x 1/10 Gb Ethernet ports
 - f. Internal DVD RW Optical Disk Drive

2. A customer has direct-attached storage in the data center, and wants to upgrade to a shared storage solution. Users access data through SMB and NFS connections. Some applications would benefit from shared raw disk storage accessible to multiple servers.

Which storage solution should you propose?

- a. D3284
 - b. DB400D
 - c. DE2000H
 - d. DM5000H
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3. Your customer needs a switch that will allow end-users and devices to connect to the network. A total of 24 ports is required. No future expansion is expected. Some of the devices must be powered from the network cable.

Which Lenovo switch should you recommend?

- a. CE0128PB
- b. CE0152TB
- c. NE1032T
- d. NE0152TO

4. Select the three characteristics that ThinkAgile VX, HX, and MX have in common.
 - a. All provide Hyper-V hypervisor support
 - b. All require homogeneous nodes in a cluster
 - c. Offer a custom XClarity Extension
 - d. Have an associated Intel Select Solution Certification
 - e. Provide application Blueprint Support via additional licensing
 - f. Provide DHCP and VM firewall networking services

Answers

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

Online Practice Exam

The online practice exam includes 50 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-DCP315P 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>. Lenovo certification exams only require a web browser and internet connection. Login to your account, select an exam, and enter your payment method. Exams are unproctored and can be taken immediately after scheduling.

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.

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.

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-315C 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.