



Certified

Lenovo Data Center Hyperconverged Sales Certification Exam Study Guide (DCP-103C)

Business Partner Edition

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Job Role Description

The **Lenovo Certified Data Center Hyperconverged Sales Professional** works as a Lenovo internal or business partner technical seller. This individual can identify and describe basic components of a data center including virtualization, server, storage, networking and hyperconverged. They can apply their knowledge and expertise to how the components fit together. They can tell the Lenovo hyperconverged 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 77%
- Languages English, Chinese, and Japanese

Recommended pre-requisite skills. This exam is intended for sellers with a minimum of six months experience selling data center. It is also recommended that the seller complete the Lenovo Data Center Sales Professional certification exam prior to attempting this certification.

This exam includes products announced as of May 1, 2017. Any product announcements or withdrawals made after that date are not reflected in this exam.

Exam Objectives

Section 1 - Product & Portfolio Overview (33%)	
	Describe the hyperconverged infrastructure
	Identify key characteristics of a hyperconverged offering
	Identify target applications, optimal workloads and use cases for hyperconverged offerings
	Identify keywords that indicate opportunities to introduce the Lenovo HX product family
	Describe key features and benefits of the HX product line
	Describe key workload capabilities of each HX product
Section 2 - Lenovo Value Proposition and Differentiators (13%)	
	Explain why a customer should select Lenovo HX for their hyperconverged solution
	Present the Lenovo HX value proposition
	Give an elevator speech illustrating the Lenovo hyperconverged value propositions and proof points
Section 3 - Positioning (11%)	
	Identify the correct hyperconverged solution for a customer scenario
	Overcome common objections to implementing Lenovo HX (technical and financial)
Section 4 - Business conversations (35%)	
	Identify common business and technical drivers that influence a customer to consider a hyperconverged infrastructure
	Explain the benefits of Lenovo HX to a customer
	Given a scenario, identify HX opportunities based on pain point
	Given a scenario, identify HX opportunities based on business goal

Given a scenario, identify HX opportunities based on technical requirements
Use key discovery questions when working with a customer
Section 5 - Market Opportunity for Lenovo (5%)
Identify the market opportunities for Lenovo HX
Explain the Lenovo point of view for Hyperconverged
Section 6 - Partnerships (2%)
Describe and position the Lenovo/Nutanix partnership and the value it brings to our customers and partners
Section 7 - Services (1%)
Describe and position the Nutanix Cluster Deployment 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.

Business Partners can find online training on your region's learning system (LenovoPartner.com or Lenovo Partner Network). Follow the links for Training and e-learning. Under the Roadmap tab you will find a roadmap that includes all the recommended training for the Data Center Hyperconverged Sales Certification Exam.

ONLINE CURRICULUM			
✓	Title	Course Code	Resource Type
	Features and Benefits: Lenovo Converged HX Series	SXSW2119	19 minute online learning
	Family Introduction: Converged and Hyperconverged	SXSW1101	25 minute online learning
	Hyperconverged Infrastructure with Nutanix and Lenovo – Part 1	SXSV2110	15 minute video
	Hyperconverged Infrastructure with Nutanix and Lenovo– Part 2	SXSV2111	15 minute video
	Simple Explanation of How Nutanix Works	SXSW2107	5 minute video
	Lenovo HX Seller Series – SAP and HX	DCGHXW003	30 minute online learning
	Lenovo HX Seller Series: Cloud Economics – How to Fight the Bullies in the Cloud	DCGHXW002	40 minute online learning
	Positioning Hyperconverged Lenovo HX Series	DCGHXP001	15 minute online learning
	Lenovo HX Series Deployment Services	DCGHXS001	6 minute online learning
	Business Conversation Lenovo HX	DCGHXB001	20 minute online learning
	Lenovo Hyperconverged Point of View (POV)		7 minutes video plus reference materials
	Lenovo HX Flash Cards		PDF file
LEARNING RESOURCE			
	Nutanix Bible <ul style="list-style-type: none"> Architecture Section 2.2 Cloud Connect Section 3.4.6 Data Locality Section 3.2.12 		Website

Sample Questions

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

1. What is a hyperconverged appliance?
 - A. an infrastructure platform that pre-integrates server, storage and networking to run any application
 - B. a turnkey infrastructure platform that converges compute, storage and virtualization to run any application at any scale
 - C. a custom infrastructure platform that converges compute, storage and virtualization to run any application at any scale
 - D. an infrastructure platform that pre-integrates server, storage and virtualization to run any application

2. A Lenovo HX solution is customized for each customer based on the workloads for which the customer is purchasing the solution. Lenovo HX supports all-flash, cold storage, and nodes that support Graphics Processing Unit (GPU) acceleration for workloads.

What workloads could demand the use of GPU in a Lenovo HX Appliance?

- A. database workloads
 - B. file services
 - C. virtual desktop infrastructure workloads
 - D. SAP

3. Identify a financial driver that would influence a customer to consider a hyperconverged infrastructure.
 - A. faster return on investment
 - B. lower net present value
 - C. amortization
 - D. accelerated depreciation

4. Which discovery question focuses on an organizational or political driver that would influence a customer to consider Lenovo HX?
 - A. How have new government regulations impacted your strategy for new projects?
 - B. How is the current economy impacting your budget and sales strategy?
 - C. How are you supporting your virtualized environment today?
 - D. How is your budget this fiscal year, compared to previous years?

Answers

1. B
2. C
3. A
4. A

Online Practice Exam

The online practice exam includes 34 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 www.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-DCP103P 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 www.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.

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 30 days from registration. After 30 days, 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 (30 days 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.

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

Contact Us

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