Lenovo Data Center Cloud Sales Certification Exam Study Guide (DCP-110C)

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Job Role Description

The **Lenovo Certified Data Center Cloud Sales Professional** works as a Lenovo internal seller or business partner seller. This individual knows the Lenovo Cloud solution offerings, and they can tell the Lenovo Cloud story. They can apply their knowledge and expertise of how the cloud components fit together. This individual also has knowledge of how to have a consultative business conversation, and has led or assisted in closing at least one data center deal or opportunity from start to closure.

Exam Information

- Number of questions   40
- Time allowed in minutes   65
- Passing score   76%
- Language   English

Recommended pre-requisite skills. This exam is intended for sellers with a minimum of twelve months of 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 Lenovo ThinkAgile Software-Defined Infrastructure Products for Cloud, and Lenovo Engineered Solutions for Cloud announced as of March 27, 2019. Any announcements or withdrawals made after that date are not reflected in this exam.

Exam Objectives

Section 1 - Product and Portfolio Overview (38%)
Explain Lenovo's definition of cloud.
Describe the cloud operating models.
Identify ways to deploy a cloud environment.
Describe the benefits of each Lenovo Cloud solution offering.
Identify the key characteristics of the Lenovo Cloud solution offerings.
Section 2 - Lenovo Value Proposition and Differentiators (16%)
Explain the value cloud systems bring to businesses.
Explain why a customer should select a Lenovo offering for their cloud solution.
Present the Lenovo Cloud solution value proposition.
Section 3 - Positioning (10%)
Identify key indicators that provide opportunities to introduce the Lenovo Cloud solution.
Overcome common business objections to implementing the Lenovo Cloud solutions.
Section 4 - Business Conversations (21%)
Identify common business and technical drivers that influence a customer to consider a cloud solution.
Use key discovery questions when working with a customer to determine which cloud solution is the best fit.
Given a scenario, identify Lenovo cloud opportunities based on pain point.
Given a scenario, identify Lenovo cloud opportunities based on business goal.

Given a scenario, identify Lenovo cloud opportunities based on technical requirement.	
Section 5 - Market Opportunity for Lenovo (10%)	
Explain the key values of Lenovo's Cloud strategy.	
Identify the market opportunities for Lenovo Cloud solutions	
Section 6 - Services (5%)	
Identify and describe the Lenovo professional services portfolio for cloud.	

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 Lenovo Partner Hub. Follow the links in the main navigation bar from **Programs & Training** to **My Training**s. From your homepage in Lenovo Partner Learning (LPL), select **Catalog** in the navigation menu on the left side, then check **DCG Certifications**. In the catalog view, select **Cloud Certification (DCP110-C)** to access the curriculum.

Lenovo employees can find online training by referring to the *Data Center Cloud Sales Certification Exam Prep Curriculum* on Grow@Lenovo**.**

	ONLINE CURRICULUM		
☑	**Title**	**Course Code**	**Resource Type**
	Family Portfolio: Cloud	SXTW1001	15 minute online learning
	Family Introduction: Converged and Hyperconverged	SXSW1101r2	25 minute online learning
	Start the Conversation - Lenovo Cloud Strategy	DCLDS103r2	20 minute online learning
	Cloud and HCI or Somewhere in Between	DCLDS104	30 minute online learning
	Selling ThinkAgile SXM – Why Lenovo	DMSP1001	6 minute online learning
	ThinkAgile SXM Overview	DMSO1002	14 minute online learning
	ThinkAgile MX Overview	DMSO1004	17 minute online learning
	ThinkAgile VX Positioning Infographic	DVXP001	PDF file
	Lenovo ThinkAgile HX powered by Nutanix	DHXPG001	20 minute online learning
	Positioning Lenovo ThinkAgile HX Series	DHXP201	15 minute online learning
	Lenovo HX Business Conversations	DCGHXB001	20 minute online learning
	Lenovo Data Center Services Overview	DSVC102r2	15 minute online learning

Sample Questions

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

1. What is a benefit of the Lenovo ThinkAgile SX for Microsoft AzureStack solution?

    A. Offers one pane of glass where tasks such as spinning up virtual networks can be executed by an IT generalist
    B. Provides a private platform with a controller placed in the public cloud enabling management from any location
    C. Offers a seamless integration of tools and services between public and private cloud environments
    D. Provides a tested and validated configuration for customers who want to implement customized, open source platforms

2. A customer has a mission-critical workload with significant security requirements, and it has to be deployed to a private cloud.

    Which Lenovo solution should you recommend?

    A. ThinkAgile HX
    B. ThinkAgile MX
    C. ThinkAgile VX
    D. ThinkAgile CP

3. A current Microsoft Azure customer wants to move to a hybrid cloud model to support new testing and development initiatives.

    Which Lenovo solution should you recommend?

    A. Lenovo ThinkAgile SXM
    B. Lenovo ThinkAgile CP
    C. Lenovo VMware HX
    D. Lenovo ThinkAgile MX

Answers
1. C
2. D
3. A

Online Practice Exam

The online practice exam includes 40 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-DCP110P 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.

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.

Certificate, logo and digital badge access: 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-110C 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.