



Certified

Lenovo Data Center Storage Sales Certification Exam Study Guide (DCP-111C)

March 2020 Version 1.0

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Job Role Description

The **Lenovo Certified Storage Sales Professional** works as a Lenovo internal or business partner seller. They know the Lenovo Storage portfolio and can articulate the Lenovo Storage story. This individual also knows how to identify opportunities and have a consultative business conversation. They can apply their knowledge to recommend Lenovo Storage that meets customer needs and requirements. In addition, they can recommend appropriate services to their customers.

Exam Information

- Number of questions 44
- Time allowed in minutes 70
- Passing score 72%
- Language English

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

This exam includes products announced as of February 2020. Any product announcements or withdrawals made after that date are not reflected in this exam.

Exam Objectives

Section 1 - Product and Portfolio Overview (27%)
Identify the key characteristics of 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.
Explain why a customer should select Lenovo for their storage solution.
Section 3 - Positioning (11%)
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 (37%)
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 customer requirements.
Use key discovery questions to identify a Lenovo Storage opportunity.
Section 5 - 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 *Data Center Storage Sales Certification Exam Prep Curriculum* on [Grow@Lenovo](#).

ONLINE CURRICULUM			
<input checked="" type="checkbox"/>	Title	Course Code	Resource Type
	Lenovo Portfolio: Storage	SXSW1201r6-C	20-minute online learning
	Lenovo DAS Datasheets	DDASP001-C	PDF file
	Positioning DAS Storage	DDASP100-C	15-minute online learning
	Lenovo ThinkSystem DM and DE Series Overview	DDMO101-C	20-minute online learning
	Positioning ThinkSystem DE Series	DDET200r2-C	12-minute online learning
	Selling ThinkSystem DE Series	DDET206-C	8-minute online learning
	Storage Masters – Unified Storage on DM Series	DSTOT2006-C	14-minute online learning
	ONTAP Fundamentals Bundle	DSTOF200-C	5-minute online learning
	Selling ONTAP	DDMO102-C	22-minute online learning
	Lenovo Storage Business Conversations for DCG Sellers	DSTOB001-C	14-minute online learning
	Storage Masters – Hybrid Cloud for DM Series	DSTOT2003-C	31-minute online learning
	Storage Masters – DM Series Performance	DSTOT2004r2-C	11-minute online learning
	Lenovo ThinkSystem DM7100 Series vs DM7000 Series Infographic	DSTOP100-C	PDF file
	Family Portfolio: Gen6 Fibre Channel SAN Switches	SXNW1203r5-C	24-minute online learning
	Family Portfolio: Storage Controller Options	SXXW1111-C	25-minute online learning
	Positioning Lenovo Tape Storage	DTP100-C	PDF file
	Services for Lenovo Storage	DSTO032-C	PDF file
	Services for ThinkSystem DM	DSVC122r2-C	10-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. Which two statements are true of the DM7100?
 - A. Supports up to 24 drives without expansion enclosure modules
 - B. Scalable up to 480 drives
 - C. Occupies 5U of rack space
 - D. Can scale up to 48 NVMe drives
 - E. Supports ONTAP Fundamentals

5. Your customer anticipates their data growth will be 50% year over year. They would like to reduce the physical footprint of their SAN in a mixed workload environment.
Which two technologies would help reduce the amount of physical storage required?
 - A. MetroCluster
 - B. Compression
 - C. FlexGroup
 - D. Scale-out Clustering
 - E. Deduplication

6. A customer has a new compliance policy that requires the use of an external key manager and software-based encryption.
Which Lenovo Storage product supports this requirement?
 - A. D3284
 - B. DB620S
 - C. DM7000F
 - D. DE4000H

Answers

1. B
 2. D
 3. A
 4. B,D
 5. B,E
 6. C
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Online Practice Exam

The online practice exam includes 44 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 if 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-DCP111P 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.

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-111C 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.