



Certified

**Lenovo Data Center Sales Certification
Exam Study Guide
(DCP-115C)**

December 2019 Version 1.4

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Job Role Description

The **Lenovo Certified Data Center Sales Professional** works as a Lenovo internal seller or business partner seller. This individual knows the Lenovo server, storage, networking and SDI portfolios. They can apply their knowledge and expertise and they can tell the Lenovo data center story. 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 52
- Time allowed in minutes 80
- Passing score 76%
- Language English

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 April 16, 2019. The ThinkSystem SR635 and SR655 servers announced in August 2019 are also included.

Exam Objectives

Section 1 - Product and Portfolio Overview (30%)	
Identify the key characteristics of the Lenovo server offerings (rack, tower, blade, mission critical, high density and edge)	
Identify the target applications, optimal workloads and use cases for the Lenovo server offerings	
Identify the key characteristics of the Lenovo storage offerings (SAN, DAS and tape)	
Identify the target applications, optimal workloads and use cases for the Lenovo storage offerings	
Identify the key characteristics of networking offerings (Ethernet rack and campus switches)	
Identify the target applications, optimal workloads and use cases for the Lenovo networking offerings	
Identify the key characteristics of the Lenovo SDI offerings (ThinkAgile HX, MX, SXM, VX, and CP)	
Section 2 - Lenovo Value Proposition and Differentiators (8%)	
Present the Lenovo data center value proposition	
Describe and position the SAP partnership and the value it brings to our customers and partners	
Section 3 - Positioning (12%)	
Overcome common objections to implementing Lenovo server offerings	
Overcome common objections to implementing Lenovo storage offerings	
Overcome common objections to implementing Lenovo networking offerings	
Section 4 - Business Conversations (34%)	

Identify common business and technical drivers that influence a customer to consider a server solution
Identify Lenovo server opportunities within a customer scenario by business goal
Identify common business and technical drivers that influence a customer to consider a storage solution
Identify Lenovo storage opportunities within a customer scenario by business goal
Identify common business and technical drivers that influence a customer to consider a networking solution
Identify Lenovo networking opportunities within a customer scenario by business goal
Identify common business and technical drivers that influence a customer to consider an SDI solution, or a Lenovo Engineered Solution for the Cloud
Section 5 - Market Opportunity for Lenovo (12%)
Identify the market opportunities for Lenovo data center
Explain the Lenovo point of view for the data center
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 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 Sales Certification Exam.

ONLINE CURRICULUM			
<input checked="" type="checkbox"/>	Title	Course Code	Resource Type
	Understanding Lenovo XClarity	SXXW2118	8 min online learning
	Family Introduction: Rack and Tower	SXXW1100r2	11 min online learning
	Family Introduction: Blade	SXXW1102r3	12 min online learning
	Family Introduction: Mission Critical	SXXW1101	10 min online learning
	Family Introduction: Dense	SXXW1103r2	15 min online learning
	Family Introduction: Storage	SXSW1100	12 min online learning
	Family Introduction: Networking	SXNW1100r2	15 min online learning
	Family Portfolio: ThinkSystem Rack and Tower	SXXW1204r6	15 min online learning
	Family Portfolio: ThinkSystem AMD Rack Servers	SXXW1216	8 min online learning
	Family Portfolio: Flex System	SXXW1210r4	12 min online learning
	Family Portfolio: Mission Critical	SXXW1209r2	10 min online learning
	Family Portfolio: Dense	SXXW1211r3	14 min online learning
	Family Portfolio: Storage	SXSW1201r4	14 min online learning
	Intel Optane DC Persistent Memory	SXXW1212	17 min online learning
	Family Portfolio: Campus Switches	SXNW1107	15 min online learning
	Family Portfolio: Top-of-Rack Switches	SXNW1205r2	10 min online learning

	Family Portfolio: ThinkAgile Hyperconverged	SXSW2105r8	10 min online learning
	Family Portfolio: Cloud	SXTW1001	20 min online learning
	Flex System for VM Environment	SXXW2230	16 min online learning
	Positioning Lenovo Direct Attached Storage	DDASP100	10 min online learning
	Lenovo ThinkSystem DM and DE Series Overview	DDMO101	30 min online learning
	Selling ONTAP	DDMO102	22 min online learning
	Lenovo Transforming the Data Center	DCCFP101	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
	Overview of the SE350 Edge Server	DSEO101	13 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. A customer needs a mission critical server that can support 4 CPU sockets.

Which Lenovo server should you recommend?

- A. SD530
- B. SR655
- C. SR850
- D. SR950

2. Your SMB customer needs a cost-effective storage solution with maximum performance and the lowest latency for their applications.

Which Lenovo storage solution will meet their need?

- A. DM3000H
- B. DE4000F
- C. DE6000H
- D. DM5000F

3. A customer wants a switch with Power over Ethernet support and a minimum of 30 ports.

Which Lenovo switch should you recommend?

- A. NE1032
- B. NE1032T
- C. CE0152TB
- D. CE0152PB

4. Which Lenovo ThinkAgile product is preloaded with Nutanix software?
- A. ThinkAgile HX
 - B. ThinkAgile MX
 - C. ThinkAgile SXM
 - D. ThinkAgile VX

Answers

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

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-DCP115P 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-115C 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.