



Certified

Lenovo Data Center Technical Sales Certification Exam Study Guide (DCP-316C)

January 2021 Version 1.1

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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, and SDI products, and apply their knowledge to meet customer needs. They can also 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, 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 56
- Time allowed in minutes 90
- Passing score 76%
- 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 December 2020.

Exam Objectives

Section 1 – Lenovo Server Portfolio – 25%	
	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 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 the key characteristics of the Lenovo SDI offerings (ThinkAgile HX, MX, SXM, and VX)
Section 2 – Lenovo Storage Portfolio – 25%	
	Identify/differentiate features and technical characteristics of the Lenovo storage offerings (unified, SAN, DAS and tape)
	Given a workload scenario, propose a storage solution to meet customer 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
Section 3 - Lenovo SDI Portfolio – 10%	
	Identify the key characteristics of the Lenovo SDI offerings
	Identify common business and technical drivers that influence a customer to consider an SDI solution

Section 4 – Lenovo Systems Management – 13%	
	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 5 – Lenovo Value Proposition and Differentiators – 14%	
	Present the Lenovo Data Center value proposition
	Explain the four Lenovo DCG Points of View
	Describe and position the SAP partnership and the value it brings to our customers
	Describe and position the ON DEMAND program and the value it brings to our customers
Section 6 – Lenovo Services – 13%	
	Describe and position the benefits of Lenovo Solution, Implementation, and Support Services
	Describe and position the benefits of Lenovo Managed Services
	Describe and position the benefits of Lenovo Premier Support Service
	Explain the services available for ThinkSystem DM and DE

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 business partners can find online training by referring to the [Data Center Technical Sales Certification Exam Prep Curriculum](#) on Lenovo Partner Hub.

Lenovo employees can find online training by referring to the [Data Center Technical Sales Certification Exam Prep Curriculum](#) on Grow@Lenovo.

ONLINE CURRICULUM			
<input checked="" type="checkbox"/>	Title	Course Code	Resource Type
	Lenovo DCG Technical Sales Certification - Product Study Guide	DCPG001r6-C	PDF file
	Lenovo DCG Technical Sales Certification - System Management Study Guide	DCPG002r3-C	PDF file
	Intel Optane DC Persistent Memory	SXXW1212r3-C	17 min online learning
	Flex System for VM Environment	SXXW2230-C	16 min online learning
	Lenovo ThinkSystem DM and DE Series Overview	DDMO101r4-C	30 min online learning
	ONTAP Technical Positioning	DDMT200r2-C	45 min online learning
	Selling ONTAP	DDMO102-C	22 min online learning
	Positioning ThinkSystem DE Series	DDET200r2-C	12 min online learning
	Selling ThinkSystem DE Series	DDET206-C	8 min online learning
	Positioning Lenovo Direct Attached Storage	DDASP100-C	10 min online learning
	Positioning Lenovo Tape Storage	DTP100-C	PDF file
	Cloud and HCI or Somewhere in Between	DCLDS104r2-C	30 min online learning
	ThinkAgile HCI and Cloud Platforms – Technical Overview	DCLDT2001r2-C	35 min online learning

	Smarter Infrastructure Solutions for the Data-Centered	DSOLO104-C	45 min online learning
	Introducing the Data Centered and Lenovo's Points of View (POV)	DSOLO105-C	20 min online learning
	Uncovering SAP Solution Opportunities	DSAPS2002-C	25 min online learning
	Lenovo ON DEMAND Overview	DSOLS200-C	10 min online learning
	Lenovo Data Center Services Overview	DSVC102r4-C	23 min online learning
	Value of DCG Professional Services	DSVC118-C	11 min online learning
	Managed Services Introduction	DSVC108-C	9 min online learning
	Lenovo Premier Support Service	DSVC113r3-C	12 min online learning
	Services for ThinkSystem DM and DE	DSVC134r2-C	9 min online learning

Sample Questions

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

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

- D3284
 - DB400D
 - DE2000H
 - DM5000H
- Select the three characteristics that ThinkAgile VX, HX, and MX have in common.
 - All provide Hyper-V hypervisor support
 - All require homogeneous nodes in a cluster
 - Can be managed with XClarity
 - Have an associated Intel Select Solution Certification
 - Provide application Blueprint Support via additional licensing
 - Provide DHCP and VM firewall networking services

Answers

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

Online Practice Exam

The online practice exam includes 56 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-DCP316P 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.

Certificate, logo and 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 if 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-316C 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.