

Certification Exam Partner Preparation Guide

3/31/2020

DELLTechnologies

Finding Certification Requirements

Certification requirements for earning competencies can be found in two locations:

1 Services Delivery Enablement Matrix

Category	Product/Solution	Delivery Opportunity Deployment	Co-delivery Opportunity Deployment
Client	Precision, Optiplex, Latitude, Vostro	•	•
Converged/Hyper Converged Infrastructure	VxBlock 1000 series, VxFlex OS, VxFlex Integrated Rack, VxRail SDDC, VxRail	•	
Data Protection	Avamar, Cyber Recovery, Data Domain, Data Protection (DP) Advisor, DP Central, DP Suite (DPS), Integrated DP Appliance (IDPA), IDPA DP4400, NetWorker, PowerProtect Software Base, PowerProtect X400, RecoverPoint, RecoverPoint (RP4VM), Search, SourceOne	•	
Server	Modular Infrastructure, MX Modular Infrastructure, PowerEdge Server	•	•
Networking	Campus Networking, Data Center Networking	•	•
Storage	AppSync, Cloud Tiering Appliance, Resource Manager, Unity, VMAX All		

Competency Requirements*

In addition to completing all pre-requisites, partners must meet Current Requirements (N). Previous Requirements (N-1) will be recognized until new requirements are released. Maintaining the Current Requirements (N) will help ensure you retain this Services Competency at the end-of-year compliance audit.

Current Requirement (N)	Specialist - Implementation Engineer, Dell EMC Unity Solutions Version 2.0
Previous Requirement (N-1)	Specialist - Implementation Engineer, Dell EMC Unity Solutions Version 1.0

*The required # of certified individuals meeting current or previous requirements varies by region. Review the Services Delivery Enablement Requirements Guide or [Program Tracker](#) for your specific requirements.

Each product name links to product-specific requirements pages

2 Program Tracker (access limited)

Dell Technologies PROGRAM TRACKER

Company Name
Company ID – Tier
REGION – Partner Track

Home Your Company Training Revenue 2018 Audit Services Performance

Portfolio and Solutions Competencies Services Competencies

Unity

Deployment >

People Training Training Requirements

TRAINING REQUIREMENTS – (N Version)

- Specialist - Implementation Engineer, Dell EMC Unity Solutions Version 2.0 1h 30m

TRAINING REQUIREMENTS – (N-1 Version)

- Specialist - Implementation Engineer, Dell EMC Unity Solutions Version 1.0 1h 30m

Understanding Certification Requirements

To determine if a Dell Technologies Proven Professional certification is required for a competency, refer to the **Competency Requirements** section of the product-specific requirements pages accessible by selecting a product from the Services Delivery Enablement Matrix. The **Competency Requirements** section will indicate the Current Requirements (N) and Previous Requirements (N-1) for the competency.

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Current Requirement (N)	Specialist - Implementation Engineer, Dell EMC Unity Solutions Version 2.0
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*The required # of certified individuals meeting current or previous requirements varies by region. Review the Services Delivery Enablement Requirements Guide or [Program Tracker](#) for your specific requirements.

If a Dell Technologies Proven Professional certification is required, you will see the certification name listed in the **Competency Requirements** section. In the sample shown above, the Current Requirement (N) is listed as **Specialist - Implementation Engineer, Dell EMC Unity Solutions Version 2.0**. This certification name will be hyperlinked to the Exam Description.

Preparing for a Certification Exam

The steps outlined below can be found in more detail in the “**How do I get Certified?**” section of the Proven Professional program’s [Certification Overview](#) website page.

 Step 1 Review certification options	 Step 2 Prepare for your exam	 Step 3 Schedule and take your exam	 Step 4 Review and share your credentials
• Review any current certifications • Review Certification Framework • Review Exam Description	• Complete recommended training • Access practice tests	• Purchase exam voucher • Schedule and take exam	• Access your certifications • Access your Digital Badges

Important Notice: You must be logged into the Partner Portal for all links and references contained within this deck to function properly.



Step 1

Review certification
options

- **Review any current certifications (if applicable) on [CertTracker](#)**
 - If you have existing certifications, utilize this step to review those certifications.
 - Follow the instructions on the CertTracker website to access your account.
 - Once logged in, click on “Credentials” to view your certifications.
 - If you do not have any existing certifications, proceed to the next item - Review Certification Framework.
 - **Review [Certification Framework](#)**
 - This framework provides you a high-level overview of the Proven Professional program and provides you access to a listing of certifications by technology domain and role-specific track.
- **Review Exam Description – see following slides for more details**

Reviewing the Exam Description: First Page

When pursuing a Dell Technologies Proven Professional certification, it is critical to carefully review the Exam Description so you are familiar with the certification requirements, recommended training and pre-requisites such as an Associate-level certification or other pre-requisites.



1 Specialist - Implementation Engineer, Dell EMC Unity Solutions Version 2.0

Certification Description



2

Overview

This certification validates the candidate's knowledge of key product related activities including installation, configuration and management of Dell EMC Unity and Dell EMC Unity XT Systems. The Dell EMC UnityVSA and product features such as Snapshots, Replication for block and file storage, data reduction, dynamic pools, upgrades, and system hardware are also covered.

3

Certification Requirements

To complete the requirements for this certification you must:

1. Achieve one of the following Associate level certifications*
 - Associate - Information Storage and Management Version 1.0
 - Associate - Information Storage and Management Version 2.0
 - Associate - Information Storage and Management Version 3.0
 - Associate - Information Storage and Management Version 4.0
2. Pass the following Specialist exam on or after July 19, 2019:
 - [E20-393 Specialist – Implementation Engineer, Dell EMC Unity Solutions Exam](#)

Note: These details reflect certification requirements as of July 19, 2019.

The Proven Professional Program periodically updates certification requirements. *Please check the [Proven Professional CertTracker](#) website regularly for the latest information and for other options to meet the Associate level requirement.

Other Certification Recommendations

Once you have achieved this Certification you may be interested in:

- [Specialist – Implementation Engineer, SC Series Version 1.0](#)

4 [Proven Professional Website](#)

[Education Services Community](#)

The first page of the Exam Description will include:

1

Name of the Certification

2

Overview

3

Certification Requirements – see next slide for more details

4

Link to the Proven Professional Website and Education Services Community

Additional Details: Certification Requirements

Certification Requirements

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Note: These details reflect certification requirements as of **July 19, 2019**.

The Proven Professional Program periodically updates certification requirements. *Please check the [Proven Professional CertTracker](#) website regularly for the latest information and for other options to meet the Associate level requirement.

- **Specialist-level certifications require achievement of a pre-requisite certification.** Carefully review the Certification Requirements section of the Exam Description to understand any certification pre-requisites.
- In this sample, the Certification Requirements indicates you must achieve one of the Associate-level certifications listed in addition to passing the Specialist exam.
- The [Dell Technologies Proven Professional Specialist Certifications and Qualifying Associates](#) guide may also be helpful in identifying qualifying Associate-level certifications for Specialist level exams.
- You can also access [CertTracker](#) to view information on certification requirements. Once logged in, click on the “Credential” menu option and select “Credential Catalog” from the sub-menu options. You can then search for the certification you would like to view, click on the search results and view the requirements for the certification. As noted in the exam description, it is important to review and follow any recommendations to ensure you are accessing the latest information!

Reviewing the Exam Description: Exam Details



E20-393 Specialist - Implementation Engineer, Dell EMC Unity Solutions Exam

Exam Description



Overview

This exam is a qualifying exam for the **Specialist - Implementation Engineer, Dell EMC Unity Solutions (DCS-IE)** track.

This exam tests the candidate's knowledge to install, configure and manage Dell EMC Unity Systems and Dell EMC Unity XT Systems as well as the Dell EMC UnityVSA. This exam also tests the candidate's knowledge of key product features including, but not limited to, Snapshots, Replication for block and file storage, data reduction, dynamic pools, upgrades, and system hardware.

Dell Technologies provides free practice tests to assess your knowledge in preparation for the exam. Practice tests allow you to become familiar with the topics and question types you will find on the proctored exam. Your results on a practice test offer one indication of how prepared you are for the proctored exam and can highlight topics on which you need to study and train further. A passing score on the practice test does not guarantee a passing score on the certification exam.

Products

Products likely to be referred to on this exam include but are not limited to:

- Dell EMC Unity
- Dell EMC Unity XT
- Dell EMC Unity VSA

Exam Topics

Topics likely to be covered on this exam include:

Dell EMC Unity Platform Concepts, Features, and Architecture (10%)

- Describe the Dell EMC Unity platform architecture, features, and functions
- Describe the Dell EMC UnityVSA software defined storage solution
- Identify the Dell EMC Unity XT hardware components: DPE, SPE, DAE, expansion modules

Duration
90 Minutes
(60 Questions)

Pass Score: 63

Practice Test
Specialist - [E20-393](#)

The next page(s) of the Exam Description will include:

1 Name and number of exam associated to certification

2 Overview of exam, products covered and exam topics

3 Duration of exam
Pass Score
Practice Test link

Reviewing the Exam Description: Recommended Training

Recommended Training

There are two different curriculum paths recommended for candidates preparing to take this exam, based on their audience group.

All audiences:

Please complete all of the following courses

Course Title	Course Number	Mode	Available
Dell EMC Unity Concepts and Features – On-Demand Course	ES131STG00107	On-Demand	6/27/2019
Dell EMC Unity XT Hardware Concepts and Features - On-Demand Course	ES131STG01194	On-Demand	6/27/2019

Recommended Training

The following section includes Competency-Aligned Training Packages and Courses recommended to meet competency requirements. Additional Learning and Skills Maintenance Courses are also included to provide opportunities to expand and maintain product knowledge.

- Review the [How to Locate Recommended Training Guide](#) for details and instructions on locating these packages and courses via the Partner Academy or the On-Demand Learning Center (ODLC).
- Review the [Service Delivery On-Demand Training Guide](#) for purchase, activation and access information for the Competency-Aligned Training Plans available on the On-Demand Learning Center (ODLC).
- Visit the [Purchase Options](#) page for additional purchase option information. Otherwise, contact your Partner Account Manager or sales team for purchase option information.

Competency-Aligned Training Packages

Competency-Aligned Training Packages provide individuals access to a bundle of courses aligned to the competency requirements.

Package #	Package Name	Duration	Package Link
MR-7MM-UNTIESPPTRV	DECS-IE Unity Implementation Engineer - Partners [Stream]	38 Hrs	https://education.dell EMC.com/content/emc/en-us/csw.html?id=911640398
MR-7MM-UNTIESPPTRILT	DECS-IE Unity Implementation Engineer - Partners [ILT]	38 Hrs	https://education.dell EMC.com/content/emc/en-us/csw.html?id=911636741

At the end of the Exam Description, you will find the **Recommended Training** section.

This section lists the training courses recommended to prepare for the exam.

The **Recommended Training** section of the product-specific requirements page accessible by selecting a product from the Services Delivery Enablement Matrix is aligned to the **Recommended Training** section of the Exam Description.

The **Competency-Aligned Training Packages** section of the product-specific requirements page will list the package #, name and link that will provide you access to the bundle of courses aligned to the competency requirements and recommended training for the exam.



Step 2

Prepare for your exam

- **Complete recommended training**
 - As highlighted in the previous slide, refer to the Recommended Training sections of the Exam Description and product-specific requirements page for information about the recommended training to prepare for the exam.
 - The Recommended Training section of the product-specific requirements page also provides links to information on how to locate training and purchase options.
-
- **Access practice exams - see following slide for more details**

Recommended Training

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- Review the [How to Locate Recommended Training Guide](#) for details and instructions on locating these packages and courses via the Partner Academy or the On-Demand Learning Center (ODLC).
- Review the [Service Delivery On-Demand Training Guide](#) for purchase, activation and access information for the Competency-Aligned Training Plans available on the On-Demand Learning Center (ODLC).
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Competency-Aligned Training Packages

Competency-Aligned Training Packages provide individuals access to a bundle of courses aligned to the competency requirements.

Package #	Package Name	Duration	Package Link
MR-7MM-UNTIESPPTRV	DECS-IE Unity Implementation Engineer - Partners (Stream)	38 Hrs	https://education.dell.com/content/emc/en-us/aw.html?dc=911540398
MR-7MM-UNTIESPPTRLT	DECS-IE Unity Implementation Engineer - Partners (ILT)	38 Hrs	https://education.dell.com/content/emc/en-us/aw.html?dc=911536241

Accessing Practice Exams

DELL Technologies E20-393 Specialist - Implementation Engineer, Dell EMC Unity Solutions Exam Exam Description



Duration
90 Minutes
(60 Questions)
Pass Score: 63

Practice Test
Specialist - E20-393

- **Option 1:** Each Exam Description contains a link to the associated Practice Test. Simply click on the link to access the practice test and follow any instructions on the screen.
- **Option 2:** Go to the [Certification Overview](#) page and scroll down to the “How do I get certified?” section. Under Step #2, click on the link for: [Find exams and practice tests](#)
 - The “Find Exams and Training” page features a filter option to select certification track, level, technology or function and view the corresponding certifications. The resulting list of certifications provides links to exam descriptions and practice tests.

FILTER BY

You have chosen

x Remove All

Dell EMC Unity

x Remove

▼ CERTIFICATION TRACK

☐ Implementation Engineer

▼ CERTIFICATION LEVEL

☐ Specialist

RESULTS

* Some Learning Path offerings require Partner Login

TRACK	LEVEL	TRAINING	FUNCTION	EXAM DESCRIPTION	EXAM #	PRACTICE TEST
DCS-IE	Specialist	Dell EMC Unity	Deploy	Specialist Implementation Engineer Dell EMC Unity Solutions Exam »	E20-393	Launch »
DCS-IE	Specialist	Dell EMC Unity	Manage	Specialist Implementation Engineer Dell EMC Unity Solutions Exam »	E20-393	Launch »

Best Practice:

Use practice tests as a gauge to determine readiness for the exam. Taking practice tests repeatedly to earn to a score will only ensure memorization of the practice test questions.



Step 3

Schedule and take your
exam

- **Purchase exam voucher**

- Discounted exam vouchers are available to partners.
- To search for the partner-only exam voucher from the Partner Academy “keyword” search, use one of the search values below:
 - Dell Technologies Proven Professional VUE Exam Voucher [Partner Only Discount]
 - MR-7EV-VUEEMCPROV
- Or, use direct link: <https://education.dellemc.com/content/emc/en-us/csw.html?id=716992916>
- If you need assistance purchasing a voucher, go to <http://emc.force.com/EducationSupport> and submit a case under the Dell EMC Proven Professional menu option.

- **Schedule and take exam**

- Visit the [Pearson VUE website](#) to find a test center, schedule your exam and view details about testing policies. Be sure and click [here](#) to view details about the online proctored exam option!
- Reminder: Always test under the same email address!



Step 4

Review and share your
credentials

- **Access your certifications on [CertTracker](#)**
 - It takes 36-48 hours for exams to be reflected in CertTracker.
 - Follow the instructions on the CertTracker website to access your account.
 - Once logged in, click on “Credentials” to view your certifications.
 - **IMPORTANT! See the next slide for important information on updating your Demographics settings in CertTracker!**
- **Access your [Digital Badges](#)**
 - Review our [Digital Badges](#) webpage for more information!

Updating your Demographics in CertTracker

- Log in to [CertTracker](#)
- Click on the **Demographics** menu option



- On the Demographics screen, in the General section at the top of the page, make sure:

- Relationship to Dell Technologies** is set to **“Partner”**
- Organization** name is correct (or select “other_partner” if not found)
- Work email/Dell Technologies Account ID** is set to your work or company e-mail address.
- You MUST scroll to the bottom of the page and click on Update/Confirm to save your changes!**

HOME DEMOGRAPHICS EXAMS CREDENTIALS FULFILLMENT INDUSTRY CERTIFICATIONS TRANSCRIPTS

Shirt Size Program Identification(s)

Review and update your demographic information.

General

First name * Debi

Last name * Graci

Primary email * debi.graci@dell.com

Relation to Dell Technologies * Partner

Organization * ABB UNITED STATES

Work email/Dell Technologies Account ID * debi.graci@dell.com

Update/Confirm

Certification Data Shared to Program Tracker

- Certification data is shared from CertTracker to Program Tracker only when you have affiliated your CertTracker account as a “Partner” as per the instructions provided in the previous slide.
- Only data for achieved certifications is provided to Program Tracker.
- Program Tracker utilizes the Work email/Dell Technologies Account ID e-mail address value from CertTracker to associate your certification data to Program Tracker data.
- It takes approximately 3 business days for your certification data to be visible in Program Tracker.
- If you have questions about Program Tracker, please consult the nominated contact at your company.

Support

- If you have questions about **Dell Technologies Proven Professional** certifications, exams, certification requirements, vouchers, etc., please:
 - visit the [Certification Overview](#) page
 - review the FAQ and support options on the [Support](#) page; or,
 - go to <http://emc.force.com/EducationSupport> and submit a case under the **Dell EMC Proven Professional** menu option.
- If you have questions about **competency requirements** or other Partner Program questions, please:
 - review the [Services Delivery Enablement Matrix](#);
 - consult with your Partner Account Manager; or,
 - submit a case to the [Channel Services Helpdesk](#) located within the “Support” menu option on the Partner Portal.

The logo for Dell Technologies, featuring the word "DELL" in a bold, sans-serif font, followed by the word "Technologies" in a lighter, sans-serif font. The "E" in "DELL" is stylized with three diagonal lines extending from its right side.