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*Lenovo*

*LENU-118C  
Lenovo Data Center Cloud Sales*

Questions & Answers PDF

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# Latest Version: 6.0

## Question: 1

What are the key considerations when identifying Lenovo cloud opportunities based on pain point?

- A. The business's current computing environment
- B. The business's specific pain points and requirements
- C. The business's budget and resources
- D. All of the above

**Answer: D**

Explanation:

All of the above are key considerations when identifying Lenovo cloud opportunities based on pain point.

When identifying Lenovo cloud opportunities based on pain points, it is important to consider the business's current computing environment, including its hardware, software, and network infrastructure. This can help determine what type of Lenovo cloud solution would be most suitable for the business's needs.

It is also important to consider the business's specific pain points and requirements, such as slow performance, data management and storage issues, or security and compliance challenges. This can help determine which Lenovo cloud solution can best address those pain points and meet the business's needs.

Budget and resources are also important considerations when identifying Lenovo cloud opportunities based on pain points. Different Lenovo cloud solutions come with different pricing models, so it is important to consider the business's budget and resources to ensure that the chosen solution is affordable and feasible.

Overall, a thorough assessment of the business's current computing environment, specific pain points and requirements, and budget and resources can help identify the most suitable Lenovo cloud solution to address the identified pain points.

## Question: 2

What are the key considerations when identifying Lenovo cloud opportunities based on business goal?

- A. The business's current computing environment
- B. The business's specific business goals and requirements
- C. The business's budget and resources
- D. All of the above

**Answer: D**

Explanation:

All of the above are key considerations when identifying Lenovo cloud opportunities based on business goals.

When identifying Lenovo cloud opportunities based on business goals, it is important to consider the business's current computing environment to determine what type of Lenovo cloud solution would be most suitable for the business's needs.

It is also important to consider the business's specific business goals and requirements, such as expanding into new markets, improving operational efficiency, or improving customer experience and engagement. This can help determine which Lenovo cloud solution can best support the business's goals and meet its requirements.

Budget and resources are also important considerations when identifying Lenovo cloud opportunities based on business goals. Different Lenovo cloud solutions come with different pricing models, so it is important to consider the business's budget and resources to ensure that the chosen solution is affordable and feasible.

Overall, a thorough assessment of the business's current computing environment, specific business goals and requirements, and budget and resources can help identify the most suitable Lenovo cloud solution to support the identified goals.

### Question: 3

What are the key considerations when identifying Lenovo cloud opportunities based on technical requirement?

- A. The business's current computing environment
- B. The business's specific technical requirements and needs
- C. The business's budget and resources
- D. All of the above

**Answer: B**

Explanation:

All of the above are key considerations when identifying Lenovo cloud opportunities based on technical requirements.

When identifying Lenovo cloud opportunities based on technical requirements, it is important to consider the business's current computing environment to determine what type of Lenovo cloud solution would be most suitable for the business's needs.

It is also important to consider the business's specific technical requirements and needs, such as upgrading its computing environment, improving performance and reliability, or integrating new technologies and applications. This can help determine which Lenovo cloud solution can best meet the business's technical requirements and needs.

Budget and resources are also important considerations when identifying Lenovo cloud opportunities based on technical requirements. Different Lenovo cloud solutions come with different pricing models, so it is important to consider the business's budget and resources to ensure that the chosen solution is affordable and feasible.

Overall, a thorough assessment of the business's current computing environment, specific technical requirements and needs, and budget and resources can help identify the most suitable Lenovo cloud solution to meet the identified technical requirements.

### Question: 4

Which of the following is Lenovo's definition of cloud?

- A. A technology that enables the delivery of computing resources and services over the internet
- B. A technology that enables the delivery of data storage and management services over the internet
- C. A technology that enables the delivery of software and applications over the internet
- D. All of the above

**Answer: A**

Explanation:

Lenovo's definition of cloud is focused on the delivery of computing resources and services over the internet. Cloud computing is a model for enabling ubiquitous, convenient, on-demand network access to a shared pool of configurable computing resources (e.g., networks, servers, storage, applications, and services) that can be rapidly provisioned and released with minimal management effort or service provider interaction.

This definition highlights the key characteristics of cloud computing, including its ability to deliver computing resources and services over the internet, its on-demand and scalable nature, and its ability to be rapidly provisioned and released. By focusing on the delivery of computing resources and services, Lenovo's definition of cloud encompasses a wide range of cloud-based solutions, from infrastructure-as-a-service (IaaS) and platform-as-a-service (PaaS) to software-as-a-service (SaaS) and more.

### Question: 5

How do cloud operating models differ from traditional computing environments?

- A. Cloud operating models enable the delivery of computing resources and services over the internet
- B. Cloud operating models enable the delivery of data storage and management services over the internet
- C. Cloud operating models enable the delivery of software and applications over the internet
- D. All of the above

**Answer: A**

Explanation:

Cloud operating models differ from traditional computing environments in several key ways. One of the primary differences is that cloud operating models enable the delivery of computing resources and services over the internet, whereas traditional computing environments typically rely on on-premises infrastructure and networks.

Other ways in which cloud operating models differ from traditional computing environments include:

1. **Scalability:** Cloud operating models are highly scalable, allowing businesses to quickly and easily provision additional computing resources as needed. This is in contrast to traditional computing environments, which may require significant time and effort to add or remove resources.
2. **Flexibility:** Cloud operating models offer greater flexibility than traditional computing environments, allowing businesses to easily customize and configure their computing resources to meet their specific needs.
3. **Cost:** Cloud operating models can be more cost-effective than traditional computing environments, as businesses only pay for the computing resources they use, rather than having to purchase and maintain expensive on-premises hardware and infrastructure.
4. **Security:** Cloud operating models may require different security measures than traditional computing environments, as data and applications are typically accessed over the internet. However, cloud providers often offer robust security features and protocols to help protect data and applications in the cloud.

Overall, cloud operating models offer businesses a more flexible, scalable, and cost-effective way to manage their computing resources and services, compared to traditional computing environments.

## Question: 6

If a business is looking to deploy a cloud environment, which of the following are the ways to do so?

- A. Public cloud
- B. Private cloud
- C. Hybrid cloud
- D. All of the above

**Answer: D**

Explanation:

Businesses can deploy a cloud environment in several ways, including:

1. **Public Cloud:** A public cloud is a cloud computing model where a cloud service provider delivers computing resources and services over the internet to the general public or a large industry group. Public cloud resources are typically available on a pay-as-you-go basis and can be quickly and easily provisioned and scaled.
2. **Private Cloud:** A private cloud is a cloud computing model where computing resources and services are hosted on a private network, typically within a business's own data center. Private clouds offer greater control and security over computing resources, but may require more resources to manage and maintain.
3. **Hybrid Cloud:** A hybrid cloud is a cloud computing model that combines elements of both public and private clouds. In a hybrid cloud, businesses can use public cloud resources for non-sensitive workloads and private cloud resources for more sensitive workloads.

Choosing the right cloud deployment model depends on a variety of factors, including the size and type of the business, the level of control and security needed, and the cost and complexity of managing the cloud environment.

### Question: 7

What is the Lenovo Cloud solution offering that provides businesses with increased efficiency and cost-effectiveness?

- A. Comprehensive cloud solution with a strong value proposition
- B. Wide range of cloud solutions to meet the needs of any business
- C. High level of technical support and expertise
- D. All of the above

**Answer: B**

Explanation:

Comprehensive cloud solution with a strong value proposition

### Question: 8

What is the Lenovo Cloud solution offering that provides businesses with increased security and reliability?

- A. Comprehensive cloud solution with a strong value proposition
- B. Wide range of cloud solutions to meet the needs of any business
- C. High level of technical support and expertise
- D. All of the above

**Answer: B**

Explanation:

The Lenovo Cloud solution offering that provides businesses with increased security and reliability is its strong focus on security and reliability in its cloud solutions, which include features such as data encryption, firewalls, access controls, and backup and recovery options. Additionally, Lenovo's cloud solutions are designed to be highly available and resilient to ensure that businesses can continue to operate even in the event of a disruption.

### Question: 9

What is the Lenovo Cloud solution offering that provides businesses with a high level of technical support and expertise?

- A. Comprehensive cloud solution with a strong value proposition
- B. Wide range of cloud solutions to meet the needs of any business
- C. High level of technical support and expertise

D. All of the above

**Answer: C**

Explanation:

The answer is C. The Lenovo Cloud solution offering provides businesses with a high level of technical support and expertise. Lenovo offers a range of technical support services, including 24/7 global support, on-site service, and a dedicated technical account manager for each customer. Additionally, Lenovo has a team of cloud experts who can help businesses design and implement a cloud solution tailored to their specific needs.

### Question: 10

What are the key indicators that provide opportunities to introduce the Lenovo Cloud solution?

- A. Increased demand for scalability and flexibility
- B. Increased demand for efficiency and cost-effectiveness
- C. Increased demand for security and reliability
- D. All of the above

**Answer: D**

Explanation:

The key indicators that provide opportunities to introduce the Lenovo Cloud solution include increased demand for scalability and flexibility, increased demand for efficiency and cost-effectiveness, and increased demand for security and reliability. Businesses that are looking to improve their computing infrastructure and operations may be interested in Lenovo's cloud solutions to achieve these benefits.