

# **Lenovo LENU-333P**

**Lenovo Cloud Solutions for Technical Sales**



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## **Product Version**

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# Latest Version: 6.0

## Question: 1

Read the scenario below. Then answer the four questions on the right.

Gasolina Segura is one of the largest industrial gas inspection solutions and services providers in Western Europe. The company designs and manufactures special instruments to allow industrial customers to respond quickly to potential hazards.

Their customer base has nearly doubled in five years. Designs of their measuring and hazard detection instruments are modernizing. They still use an old and reliable manufacturing design and product tracking application customized for their products.

Some of their instruments maintain a history of events and measurements. The data is manually accessed which takes time and money. They know more can be done with the data.

The planning team has concerns about the IT changes needed to support their business plans. They need an IT roadmap to match the stages of their business growth. Five years ago, they invested in a VMware appliance with the thought of eventually reaching out to the cloud.

You conducted a workshop with the planning team and the IT Director. They have agreed to a follow-up assessment. They want to move forward with updating their system and designing a hybrid solution.

Their concerns:

Optimize the use of data

Streamline data center operations

Management of IT resources during peak production

Cost savings

Their workloads:

Industrial Design software

Manufacturing design and product tracking

ERP

Workday

Email

Database

What is the outcome this customer can expect from your workshop?

- A. A structured deployment plan for an upgrade
- B. Hybrid solution execution strategies and general IT roadmap
- C. Assignment of a TAM to the customer
- D. Detailed designs and wiring diagrams for hybrid configuration

**Answer: B**

## Question: 2

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Which capability addresses customer concerns?

A. Cloud orchestration

B. Cloud automation

C. Multitenant architecture

D. Microservices architecture

**Answer: A**

### Question: 3

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ERP

Workday

Email

Database

Which workload would be well suited to remain on-prem?

A. Email

B. Workday

C. ERP

D. Manufacturing design and product tracking

**Answer: D**

## Question: 4

Read the scenario below. Then answer the four questions on the right.

Gasolina Segura is one of the largest industrial gas inspection solutions and services providers in Western Europe. The company designs and manufactures special instruments to allow industrial customers to respond quickly to potential hazards.

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ERP  
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Email  
Database  
Which data challenge does Gasolina Segura currently face?

- A. Security
- B. Compliance
- C. Availability
- D. Sovereignty

**Answer: C**

### Question: 5

Read the scenario below. Then answer the five questions on the right.

An SMB specializing in high-tech engineering designs, was recently granted a US government contract for a system used in STEM (Science, Technology, Engineering, and Math) education. The initial contract is for 1,000 units, potentially expanding to 10,000 units. Several European governments have shown interest as well.

End users, including foreign users, must register on the company website to access educational materials and is stored on-prem according to country security requirements. The registration process captures individually identifiable data.

The company has 100 employees, of whom 35 are engineers, 45 are engineering technicians, 4 are managers, and the remaining 16 are in administrative and sales positions. Since the pandemic, the company has embraced a “work from anywhere” policy, which has been difficult to implement. The current data center environment consists of a SAN with an older storage system and 4 servers. Engineers have workstations with GPUs but find it cumbersome to share designs. Administrative workers and salespeople have complained about slow responses from the system. The government contract will add additional load to the system, which will increase as other contracts are awarded. The additional workload has not been determined.

Total storage in the environment is 13 TB, of which 80% is currently used. The customer wants at least 20% more storage to allow for company data growth. That extra 20% capacity must also be applied to the rest of the infrastructure. It is estimated that each user of the STEM system will need 2 GB of storage.

The customer has shown an interest in a cloud solution. A survey identified they have 72 cores and 1,000 GB RAM, while end-user devices total 260 cores and 1,200 GB RAM.

Which three options should be added to the design proposal to meet future requirements as specified by the customer? (Choose three.)

- A. 35.6 TB data center and end-user storage
- B. 1,200 GB end-user RAM

- C. 15.6 TB data center storage
- D. 1,200 GB server RAM
- E. 332 server and end-user CPU cores
- F. 88 server CPU cores

**Answer: A,D,F**

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What is the minimum number of cores required to meet the customer’s current workload before adding headroom?

- A. 188
- B. 332
- C. 260
- D. 72

**Answer: B**

### Question: 7

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The customer has shown an interest in a cloud solution. A survey identified they have 72 cores and 1,000 GB RAM, while end-user devices total 260 cores and 1,200 GB RAM.

Your customer decides on a hybrid cloud. The public cloud vendor has a data center in the EU. The private cloud component will be US- based.

Which option describes a concern for this customer?

- A. US-developed code cannot be moved to an EU site
- B. Personally identifiable data cannot be moved across locations
- C. EU-developed code cannot be moved to a US site
- D. Moving aggregated statistics from the EU is not allowed

**Answer: B**

## Question: 8

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After you run the sizing tool, you do more research on the engineering software being used. You discover the software performance is affected more by CPU speed than core count since it is largely single-threaded.

What are the implications for the BOM?

- A. Each engineer VM will need multiple vCPUs with multiple threads
- B. Each engineer VM will need fast vCPUs with a low thread count
- C. Engineers will need high-powered laptops with GPUs
- D. Engineers will need high-powered desktop PCs with GPUs

**Answer: B**

## Question: 9

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The customer has shown an interest in a cloud solution. A survey identified they have 72 cores and 1,000 GB RAM, while end-user devices total 260 cores and 1,200 GB RAM. Which solution will meet the customer's current and future needs?

- A. A public cloud hosted on cloud provider premises in the US and EU
- B. A hybrid cloud hosted on customer and provider premises in the US
- C. A public cloud hosted on cloud provider premises in the US
- D. A hybrid cloud hosted on customer and provider premises in the US and EU

**Answer: D**

### Question: 10

Which two factors require users per core numbers to be adjusted, and need expanded resources? (Choose two.)

- A. Controller VM memory
- B. Enhanced CPU compatibility
- C. High engineering user count
- D. GPU usage
- E. Network segregation and micro-segmentation

**Answer: C,D**

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