As part of the requirements for attaining Platinum or Titanium tier Partner status (depending on the region – check your region requirements), you will need to earn a Specialist Level Technology Architect Certification. This certification requirement also holds true for some Distributors in the Dell EMC Partner Program. For additional information and guidance on selecting certifications, please refer to the Training and Enablement Guide located within the Dell EMC Partner Academy. This guide is designed to help get you started and provide information on how to access the recommended training and practice tests to help you attain your certifications and shows you how to schedule exams and receive discounts for both the training and the cost to sit for the exams.

**Certification Framework***
This year, all Certifications required by Competencies fall under Technology Architect tracks. There are three levels of certification exams (Associate, Specialist & Expert) that will provide the Certifications you need.

<table>
<thead>
<tr>
<th>TECHNOLOGY ARCHITECT</th>
<th>ASSOCIATE</th>
<th>SPECIALIST</th>
<th>EXPERT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Information Storage and Management (ISM)</td>
<td>-XtremIO, -VMAX3 -Isilon -MidRange Storage</td>
<td>VMAX3</td>
<td></td>
</tr>
<tr>
<td>-Data Protection and Management -ISM</td>
<td>Backup Recovery Solutions</td>
<td>Backup Recovery Solutions</td>
<td></td>
</tr>
<tr>
<td>Converged Systems and Hybrid Cloud</td>
<td>Converged Infrastructure</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Corresponding Competencies**
- Data Protection
- Storage
- Converged/Hyper-Converged Infrastructure

**Important Training Note:**
All certification paths begin at the associate level and advance from there. In order to earn a Specialist level certification, you need to have completed the Associate’s level as a prerequisite. In order to earn an Expert level certification you need to have completed the Associates and Specialists level as prerequisites. If you’re interested in pursuing a different track than what is listed in the table on the left, please refer to the exam descriptions in the Partner Academy to see which exams will be required.

*For a complete list of all Proven Professional Certifications including those not required by company Competency, please visit the link.*
GET STARTED on Your Path to Dell EMC Success

To get started, log in to the partner portal (partner.dell.com). Select “Training & Competencies” and click on the link to the Partner Academy. You’ll be prompted to select your Partner Type and Role; select “Solutions Provider” or “Distributor” and “Systems Engineer,” respectively.

Follow these steps to complete your certification:

1. Pick a track for certification

On the Partner Academy main page, locate the “Certification Programs” section. Under the heading, click the link: Technology Architect.

Based on your requirements and area of focus, choose your track as shown in the table above, and select the related technology certifications you wish to earn. For more information about how the tracks correspond to Competencies, you can browse the Partner Academy, or you can navigate to the Dell EMC Partner Training and Enablement Guide which can be found at the top of the Partner Academy homepage.

2. Choose your exams and training

When you select your track for certification, a page populates with the available certifications based on the product within the track you selected.

Understanding the Course Search Results

<table>
<thead>
<tr>
<th>FILTER BY</th>
<th>RESULTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Track: Dell Technologies</td>
<td>Technology: Data Protection &amp; Management</td>
</tr>
<tr>
<td>Certification: Dell Certified Technical Expert</td>
<td>Certification Level: Expert</td>
</tr>
<tr>
<td>Certification: Dell Certified Professional</td>
<td>Certification Level: Specialist</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>TRACKS</th>
<th>LEVEL</th>
<th>TRAINING</th>
<th>FUNCTION</th>
<th>EXAM DESCRIPTION</th>
<th>EXAM #</th>
<th>PRACTICE TEST</th>
</tr>
</thead>
<tbody>
<tr>
<td>DCSA-7A</td>
<td>Specialist</td>
<td>Backup Recovery Solutions</td>
<td>Design</td>
<td>Backup Recovery Solutions Design Exam for Technology Architects</td>
<td>E20-527</td>
<td>Launch +</td>
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<td>XtremIO Solutions</td>
<td>Design</td>
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<td>E20-526</td>
<td>Launch +</td>
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<td>VMAX200 Solutions</td>
<td>Design</td>
<td>VMAX200 Solutions Design Specialist Exam for Technology Architects</td>
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<td>Launch +</td>
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<tr>
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<td>Specialist</td>
<td>VMAX Storage Solutions</td>
<td>Design</td>
<td>VMAX Storage Solutions Design Specialist Exam for Technology Architects</td>
<td>E20-501</td>
<td>Launch +</td>
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<tr>
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<td>Storage Networking Solutions</td>
<td>Design</td>
<td>Storage Networking Solutions Design Specialist Exam for Technology Architects</td>
<td>E20-500</td>
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<tr>
<td>DCSA-7A</td>
<td>Expert</td>
<td>VMAX Storage Solutions</td>
<td>Design</td>
<td>VMAX Storage Solutions Expert Exam for Technology Architects</td>
<td>E20-503</td>
<td>Launch +</td>
</tr>
</tbody>
</table>

Glossary:

**Track:**
Tells you which certification track the course is associated with.

**Level:**
Refers to the certification levels of Associate, Specialist or Expert.

**Learning Path:**
Provides a guided path that contains a set of trainings. The courses are optional but highly recommended to gather the knowledge you will need to pass the certification exams.

**Exam Description:**
Provides prerequisites for taking the exam, an overview of the knowledge required to pass, and a list of recommended training courses.

**Exam #:**
This number will be used when you register to take the exam.

**Practice Test:**
Launches the timed practice test (optional).
Training is recommended but not required. Find the trainings available for your certification track by clicking on the Learning Path. In most cases, you will find that different modalities are offered for each recommended training. The most economical way to take training is to choose the self-paced streamed offering. However, if you prefer a classroom experience, some tracks offer Instructor Led Training at a greater cost.

For additional value to our partners, our Partner bundles often include heavily discounted training including the training available to prepare for the required Associate level exams. You are encouraged to review all the available packages to determine which best fits your needs and budget.

In the example below, there is 1 option of training bundles for the Specialist track.
4 Take Practice Tests (recommended)

There are timed practice tests available for each exam (check the results table in the Course Search Results page). The practice test, while not required, is recommended as a helpful preparation step. You may take the practice test before you sit for the exam to see if you need to revisit the material prior or you can take it after the training to determine weak areas for further study to ensure your success.

5 Schedule your exam at your discounted price

Exams are scheduled through Pearson VUE. Click the “Resources >” link on the page that contains the table of exams and navigate to the section that says “Schedule an Exam.” Click “Dell EMC Proven Professional.”

As a Dell EMC partner, you can also qualify for discounted vouchers to pay for exams. To acquire a voucher, go to “Resources” under “Certification” in the top navigation of the Portal Page. Scroll down to “Exam Vouchers,” then “Dell EMC Proven Professional Exam Voucher.”

6 Pass the required exams to receive your certification

That’s it! Once you’ve completed the required certifications, be sure to go back and take advantage of the broader training available to you through the Dell EMC Partner Academy.

7 Ensure you are properly linked to your Company

After you have passed the required exams to earn a certification, you will receive an email message with your certification ID. Be sure to follow the instructions to view your CertTracker Account and change the demographics with your current company information.

Maximize Your Training Budget

Certain partner levels have the ability to allocate earned Marketing Development Funds (MDF) toward the cost of training and exams for Certifications. Please contact your Partner Marketing Manager for more details.

Valuepacks and Video Valuepacks

The Valuepacks and Video Valuepacks offer streamlined, prescriptive curriculum for Dell EMC Product and Technology topics. Each package contains either instructor-led, online instructor-led or video-based instructor-led training, as well as additional recommended eLearning opportunities.

Find More Information

For additional information and guidance on any of the Proven Professional Certification Tracks, refer to the Partner Academy. The Fast Start section, Dell EMC’s global onboarding program, contains welcome information, documentation about the Partner Program and Partner Academy, region-specific information, whitepapers, playbooks and more.