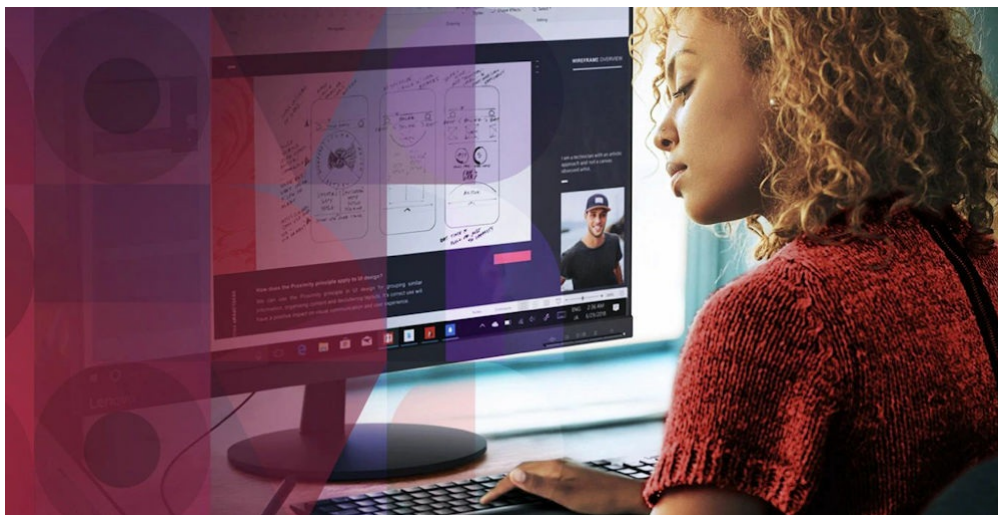


Lenovo Client Virtualization Seller Training and Certification

Article

What is Lenovo Client Virtualization?

Lenovo Client Virtualization (LCV) is an innovative solution designed to streamline the delivery of desktop and application environments to end users across a variety of devices. By leveraging virtualization technologies, LCV enables businesses to provide secure, scalable, and efficient computing experiences, regardless of location or hardware constraints. This approach not only simplifies IT management but also enhances flexibility and security, making it a compelling choice for modern organizations.



With its comprehensive portfolio of solutions, Lenovo Client Virtualization addresses a wide range of business needs, from reducing IT costs to improving user productivity. Whether it's through desktop virtualization, application streaming, or hosted shared desktops, LCV empowers businesses to tackle unique challenges in diverse industries. By choosing Lenovo Client Virtualization, organizations gain access to cutting-edge technology, robust data center services, and tailored offerings that ensure seamless implementation and measurable benefits for customers.

Introducing LCV Solutions Sales and Technical Sales Curriculum

The Lenovo Client Virtualization Solutions curriculum offers a comprehensive suite of targeted e-learning courses designed to equip Lenovo and partner sales and technical sales teams with the knowledge and skills needed to excel in client virtualization. Spanning various topics—from foundational concepts to advanced solution design and sizing—this curriculum covers the end-to-end process of understanding, positioning, and implementing Lenovo Client Virtualization (LCV) solutions.

With durations ranging from 10 to 40 minutes, these courses provide in-depth insights into solution options, customer requirements, business challenges, and best practices for crafting tailored virtualization strategies. Whether exploring professional services, target customer scenarios, or technical design considerations, learners will gain valuable expertise to drive customer success and business outcomes.

The section below lists the courses available to partners and sellers. Click the Details link to read about each course and to take the course.

For more information about Lenovo Client Virtualization, see the following page:
<https://www.lenovo.com/us/en/servers-storage/solutions/client-virtualization/>

Seller Training: LCV Solutions Sales Curriculum

The following sales training courses are offered for employees and partners (login required). Courses are listed in date order.

1. **Lenovo Client Virtualization Sales Certification Assessment**
2025-03-28 | 45 minutes | Employees and Partners

This test will assess your understanding of the content in this learning path. Completing the courses and the assessment are required to earn the Lenovo Client Virtualization Sales Certification.

Tags: Client Virtualization

Published: 2025-03-28
Length: 45 minutes

Start the training:

Employee link: Grow@Lenovo
Partner link: [Lenovo Partner Learning](#)

Course code: LENA-LCV-125A

2. **Lenovo Client Virtualization Solutions Technical Certification Study Guide**
2025-01-27 | 10 minutes | Employees and Partners

This guide includes information to help candidates prepare and register for the Lenovo Client Virtualization Solutions Technical Certification exams.

Tags: Client Virtualization

Published: 2025-01-27
Length: 10 minutes

Start the training:

Employee link: Grow@Lenovo
Partner link: [Lenovo Partner Learning](#)

Course code: LENP-334-SG

3. **Lenovo Client Virtualization Solutions**

2024-11-22 | 20 minutes | Employees and Partners

This training provides tech sellers and partners with the details of the customer challenges and needs that make the case for the Lenovo client virtualization solutions.

By the end of this course you will:

- Learn the components that makeup our solutions
- Cover the details of the three LCV (Lenovo Client Virtualization) offerings
- Discover when they are used and how they benefit customers

Tags: Client Virtualization, Cloud

Published: 2024-11-22

Length: 20 minutes

Start the training:

Employee link: Grow@Lenovo

Partner link: [Lenovo Partner Learning](#)

Course code: DCV213r2

4. **Target Customers for Lenovo Client Virtualization**

2024-11-20 | 15 minutes | Employees and Partners

In this 15-minute e-learning for Lenovo technical, general sellers and business partners the learner will: identify the market size, key verticals, target customers, business needs, pain points to listen for and vertical examples for user needs and use cases.

Learning Objectives:

The goal of this training is to:

- Identify target customers and business challenges that are solved with Lenovo Client Virtualization
- List top reasons why customers invest
- Identify target verticals for Lenovo Client Virtualization
- Describe the pain points to listen for, in your customer conversations

Tags: Business solutions, Client Virtualization, Sales

Published: 2024-11-20

Length: 15 minutes

Start the training:

Employee link: Grow@Lenovo

Partner link: [Lenovo Partner Learning](#)

Course code: DCV214

5. ISG Professional Services for Lenovo Client Virtualization

2024-11-20 | 17 minutes | Employees and Partners

It is important for sellers to use a services-led mindset to engage our customers. By completing this 17-minute eLearning, Lenovo sellers and partners will be able to define what virtualization is, identify different types of virtualization supported in Lenovo's client virtualization solutions, review all the ISG services for customers exploring Lenovo's client virtualization, identify benefits of each service, define what is included in each service, and where to go to order for additional information.

Learning Objectives:

- Identify the Lenovo data center services available for Lenovo Client Virtualization
- Review their benefits for customers
- Discover what they include
- Learn how to order

Tags: Business solutions, Client Virtualization

Published: 2024-11-20

Length: 17 minutes

Start the training:

Employee link: Grow@Lenovo

Partner link: [Lenovo Partner Learning](#)

Course code: DCV233

6. Lenovo Client Virtualization Customer Scenario

2024-11-18 | 18 minutes | Employees and Partners

This 18 minute e-learning is dedicated to Lenovo technical, general sellers and partners.

Learning Objectives:

- Review best practices to research customers for Lenovo's client virtualization
- Practice responding to typical customer objections and questions about client virtualization
- Identify business concerns and careabouts that can be addressed with this solution.

Tags: Client Virtualization

Published: 2024-11-18

Length: 18 minutes

Start the training:

Employee link: Grow@Lenovo

Partner link: [Lenovo Partner Learning](#)

Course code: DCV215

7. Introduction to Client Virtualization

2024-11-14 | 10 minutes | Employees and Partners

This 10-minute e-learning course offers a comprehensive overview of client virtualization, including its various types and how it functions.

By the end of the course learners should be able to:

- Describe what client virtualization is
- Explain the common types of virtualization and how they work
- List the common terminology needed for your conversations with your customers

Tags: Client Virtualization

Published: 2024-11-14

Length: 10 minutes

Start the training:

Employee link: Grow@Lenovo

Partner link: [Lenovo Partner Learning](#)

Course code: DCV212

Seller Training: LCV Technical Sales Curriculum

The following sales training courses are offered for employees and partners (login required). Courses are listed in date order.

1. Gathering Customer Environment Details for Lenovo Client Virtualization

2024-12-23 | 15 minutes | Employees and Partners

This 15-minute e-learning is dedicated to Lenovo technical, general sellers and partners.

Course objectives:

- Describe the purpose of the LCV questionnaire
- Explain the use of assessment tools
- Combine the questionnaire findings with the assessment tool output for design purposes

Tags: Client Virtualization, Technical Sales

Published: 2024-12-23

Length: 15 minutes

Start the training:

Employee link: Grow@Lenovo

Partner link: [Lenovo Partner Learning](#)

Course code: DCV231

2. **Lenovo Client Virtualization Solution Options and Concept**

2024-12-10 | 30 minutes | Employees and Partners

This 30-minute e-learning is designed to give Lenovo technical, general sellers and partners detailed information about the LCV solution options and best practices to ensure alignment with the customer on the solution concept.

Tags: Client Virtualization, Microsoft, Storage, ThinkAgile, ThinkSystem, VMware

Published: 2024-12-10

Length: 30 minutes

Start the training:

Employee link: [Grow@Lenovo](#)

Partner link: [Lenovo Partner Learning](#)

Course code: DCV234r4

3. **Lenovo Client Virtualization Solutions**

2024-11-22 | 20 minutes | Employees and Partners

This training provides tech sellers and partners with the details of the customer challenges and needs that make the case for the Lenovo client virtualization solutions.

By the end of this course you will:

- Learn the components that makeup our solutions
- Cover the details of the three LCV (Lenovo Client Virtualization) offerings
- Discover when they are used and how they benefit customers

Tags: Client Virtualization, Cloud

Published: 2024-11-22

Length: 20 minutes

Start the training:

Employee link: [Grow@Lenovo](#)

Partner link: [Lenovo Partner Learning](#)

Course code: DCV213r2

4. **Lenovo Client Virtualization Solution Sizing Overview and Best Practices**

2024-11-21 | 10 minutes | Employees and Partners

This course is designed to give Lenovo sellers and business partners an overview of the LCV solution sizing. By explaining the process, tools and solving a short example, the course shows how to correctly do the LCV solution sizing. After completing this course, you will be able to describe the LCV sizing process, identify the available LCV sizing tools, interpret the output of LCV sizing tools and apply sizing best practices.

Tags: Client Virtualization, Technical Sales

Published: 2024-11-21

Length: 10 minutes

Start the training:

Employee link: [Grow@Lenovo](#)

Partner link: [Lenovo Partner Learning](#)

Course code: DCV251r3

5. Target Customers for Lenovo Client Virtualization

2024-11-20 | 15 minutes | Employees and Partners

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Learning Objectives:

The goal of this training is to:

- Identify target customers and business challenges that are solved with Lenovo Client Virtualization
- List top reasons why customers invest
- Identify target verticals for Lenovo Client Virtualization
- Describe the pain points to listen for, in your customer conversations

Tags: Business solutions, Client Virtualization, Sales

Published: 2024-11-20

Length: 15 minutes

Start the training:

Employee link: [Grow@Lenovo](#)

Partner link: [Lenovo Partner Learning](#)

Course code: DCV214

6. ISG Professional Services for Lenovo Client Virtualization

2024-11-20 | 17 minutes | Employees and Partners

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Tags: Business solutions, Client Virtualization

Published: 2024-11-20

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2024-11-18 | 18 minutes | Employees and Partners

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- Identify business concerns and careabouts that can be addressed with this solution.

Tags: Client Virtualization

Published: 2024-11-18

Length: 18 minutes

Start the training:

Employee link: [Grow@Lenovo](#)

Partner link: [Lenovo Partner Learning](#)

Course code: DCV215

8. **Clarifying Business Problems to Solve with LCV**

2024-11-18 | 20 minutes | Employees and Partners

This is a 20-minute eLearning for Lenovo technical, general sellers and partners. After completing this course you'll be able to review some best practices to clarify the business problem worth solving with key stakeholders, in an example LCV opportunity, identify 5 key steps in clarifying the problem gaining customer alignment, and review using a customer example.

Tags: Client Virtualization

Published: 2024-11-18

Length: 20 minutes

Start the training:

Employee link: [Grow@Lenovo](#)

Partner link: [Lenovo Partner Learning](#)

Course code: DCV224r2

9. **Introduction to Client Virtualization**

2024-11-14 | 10 minutes | Employees and Partners

This 10-minute e-learning course offers a comprehensive overview of client virtualization, including its various types and how it functions.

By the end of the course learners should be able to:

- Describe what client virtualization is
- Explain the common types of virtualization and how they work
- List the common terminology needed for your conversations with your customers

Tags: Client Virtualization

Published: 2024-11-14

Length: 10 minutes

Start the training:

Employee link: [Grow@Lenovo](#)

Partner link: [Lenovo Partner Learning](#)

Course code: DCV212

10. **Lenovo Client Virtualization Solution Design Considerations**

2024-11-08 | 25 minutes | Employees and Partners

This 25-minute course is designed to give Lenovo technical, general sellers and partners a review of some of the key design considerations, by specifying the characteristics of designing a VDI configuration.

Course Objectives

By the end of this course, you should be able to:

- Understand the key design considerations for a VDI project.
- Identify the characteristics of designing a VDI configuration.

Tags: Client Virtualization, Technical Sales

Published: 2024-11-08

Length: 25 minutes

Start the training:

Employee link: Grow@Lenovo

Partner link: [Lenovo Partner Learning](#)

Course code: DCV242r2

11. **Understanding User Requirements for Lenovo Client Virtualization**

2024-10-30 | 15 minutes | Employees and Partners

This 15-minute e-learning is designed to provide Lenovo technical, general sellers and partners with the key concepts of end user requirements for adopting a client virtualization solution. By completing this course, you should be able to recall the key concepts of end user requirements for adopting a client virtualization solution, review the different types of users, determine the type of devices used, identify key applications deployed, and determine the best virtualization delivery options.

Tags: Client Virtualization, Sales

Published: 2024-10-30

Length: 15 minutes

Start the training:

Employee link: Grow@Lenovo

Partner link: [Lenovo Partner Learning](#)

Course code: DCV223

Author

Avinash Upadhyay is an Instructional Designer within Lenovo's WW ISG Sales Learning and Enablement team, and has been with the company for over four years. With more than 15 years of experience in designing and developing eLearning content across diverse technology industries, Avinash has played a key role in developing very interactive and engaging sales and technical sales training courses. His contributions include designing comprehensive courses and curricula for Lenovo and partner sales teams, covering a wide range of ISG solutions, from ISG Cloud Solutions and TruScale to Lenovo Client Virtualization Solutions.

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