

**EXAM DESCRIPTION**

# Hitachi Vantara Qualified Professional Presales Intelligent Data Operations Foundation HQT-2923 Exam

**Exam Type**  
Qualification

**Format**  
Non-proctored, open-book exam

**Credential**  
Hitachi Vantara Qualified Professional - Presales Intelligent Data Operations Foundation

**Validity** 2 years

**Delivery**  
[Kryterion Webassessor System\\*](#)

**Questions** 35

**Passing Score** 65%

**Duration** 120 minutes

**Cost**  
US \$75 or equivalent in local currency (plus local tax, depending on location)

**Supporting Material**  
• [Intelligent Data Operations Competency](#)

This test is designed for Hitachi Vantara partners who support the sales of Hitachi Vantara Lumada DataOps solutions. The test will validate that the successful candidate has technical understanding of Intelligent Data Operations with the Lumada DataOps portfolio and can propose and recommend solution designs that meet customer requirements. The test covers Pentaho, Lumada Data Catalog and Lumada Data Optimizer.

**Audience:** Hitachi Vantara Partner Presales Professionals

Test Objectives	
<b>Section 1</b>	<b>Pentaho solutions</b>
1.1	Describe terminology and concepts that relate to analytics and to the analytics data pipeline.
1.2	Identify traditional analytics data pipeline components and describe the roles of data marts.
1.3	Identify big data analytics data pipeline components and describe the differences with traditional analytics data pipelines.
1.4	Identify the Big Data ecosystem components and describe their functions.
1.5	Describe how the Pentaho suite helps to address big data challenges.
1.6	Describe what is covered in each support package.
1.7	Identify the different license models.
1.8	Describe how to determine pricing.
<b>Section 2</b>	<b>Selling Pentaho solutions</b>
2.1	Describe the Pentaho value proposition.
2.2	Identify and qualify opportunities to sell Pentaho.
2.3	Describe the Pentaho solution components and top use cases.
2.4	Describe the benefits of Pentaho in 360 views, Automate data onboarding and Optimize Data Warehouse use cases.
<b>Section 3</b>	<b>Lumada Data Catalog capabilities and concepts</b>
3.1	Describe the Lumada Data Catalog purpose and core capabilities.
3.2	Describe how the Lumada Data Catalog helps search and govern data.
3.3	Describe how to get and use insights from data fields.
3.4	Describe how to use and update business terms.
<b>Section 4</b>	<b>Selling the Lumada Data Catalog</b>
4.1	Describe the Lumada Data Catalog use cases and how to qualify sales opportunities.

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**Partners**

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Section 5	Lumada DataOps foundation
5.1	List and describe the products included in the Lumada DataOps suite.
5.2	Explain why data preparation is problematic and how technology can help.
5.3	Demonstrate understanding of the dataops imperative and how the industry is responding.
Section 6	Selling the Lumada DataOps Suite
6.1	Describe the characteristics of appropriate and relevant use cases for Lumada DataOps solutions.
Section 7	Lumada Data Optimizer
7.1	Describe the Lumada Data Optimizer purpose, components and functionality.
7.2	Describe data temperature in Hadoop.
7.3	Describe how to offload data from Hadoop with Lumada Data Optimizer.
7.4	Describe Lumada Data Optimizer operations.

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