



DELL TECHNOLOGIES CERTIFIED MASTER – ENTERPRISE ARCHITECT

Submission and Board Review Program Guide for Candidates

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OVERVIEW

To ensure customer success with digital transformation strategies, Dell Technologies Education Services (DEES) is enhancing the Dell Technologies Proven Professional Certification Program to establish leadership in transformational certification offerings, beyond product certifications. The Dell Technologies Certified Master- Enterprise Architect (DCM-EA) validates the master skillset of designing efficient and secure ITaaS solutions aligned with strategic business goals.

The goal of DEES with this master level certification is to create a body of influential, validated enterprise architects with high level skills that design customer solutions that leverage all possible Dell Technologies solutions and are transformative, highly efficient, secure, and profitable and that make our customers' businesses and technology future-ready. The certification validates a candidate's ability to gather and interpret requirements, plan, create, and document an enterprise architecture or design for a client that meets the customers' strategic business goals.

The DCM-EA program:

- Allows DCM-EA certified individuals to differentiate themselves in the marketplace as having demonstrable mastery of enterprise architecture
- Allows client organizations to verify that practitioners have the necessary knowledge and skills to successfully design enterprise architectures that includes Dell Technologies solutions
- Enables organizations (clients and partners) that require this level and breadth of design benefit from a body of practitioners that have validated their knowledge and skills relevant to performing the task

Benefits of becoming a DCM-EA

- Industry recognized certification
- Validation of advanced level mastery of enterprise architect skills
- Member of an elite community with unique, transformative skills
- Invitation to reception for all masters already attending the next scheduled Dell Technologies World
- Online community to share ideas, research, and guidance and access internal resources
- Dell Technologies Certified Master-Enterprise Architect logo gear
- Opportunities to continue learning through DEES education and Proven Professional Exams

INTENDED AUDIENCE

In their typical job role, the successful DCM-EA candidate holds primary responsibility for architectural designs that are strategic to an organizations business goals, including configuration recommendations, implementation planning, integration of third-party components, and validation processes and procedures. The qualified candidate, at minimum, is an enterprise architect with 10-15 years of experience in enterprise-level infrastructure design. They are expected to have the broad business and technical knowledge and skills necessary to drive the development, specification, and communication of solutions to meet customers' business and IT transformation needs. Candidates are not required to be employed by any specific company, hold any specific post-secondary education or degree. The qualified candidate will have previously demonstrated a level of fundamental knowledge and skills necessary to attempt the master level certification through passing exams included in the eligibility requirements.

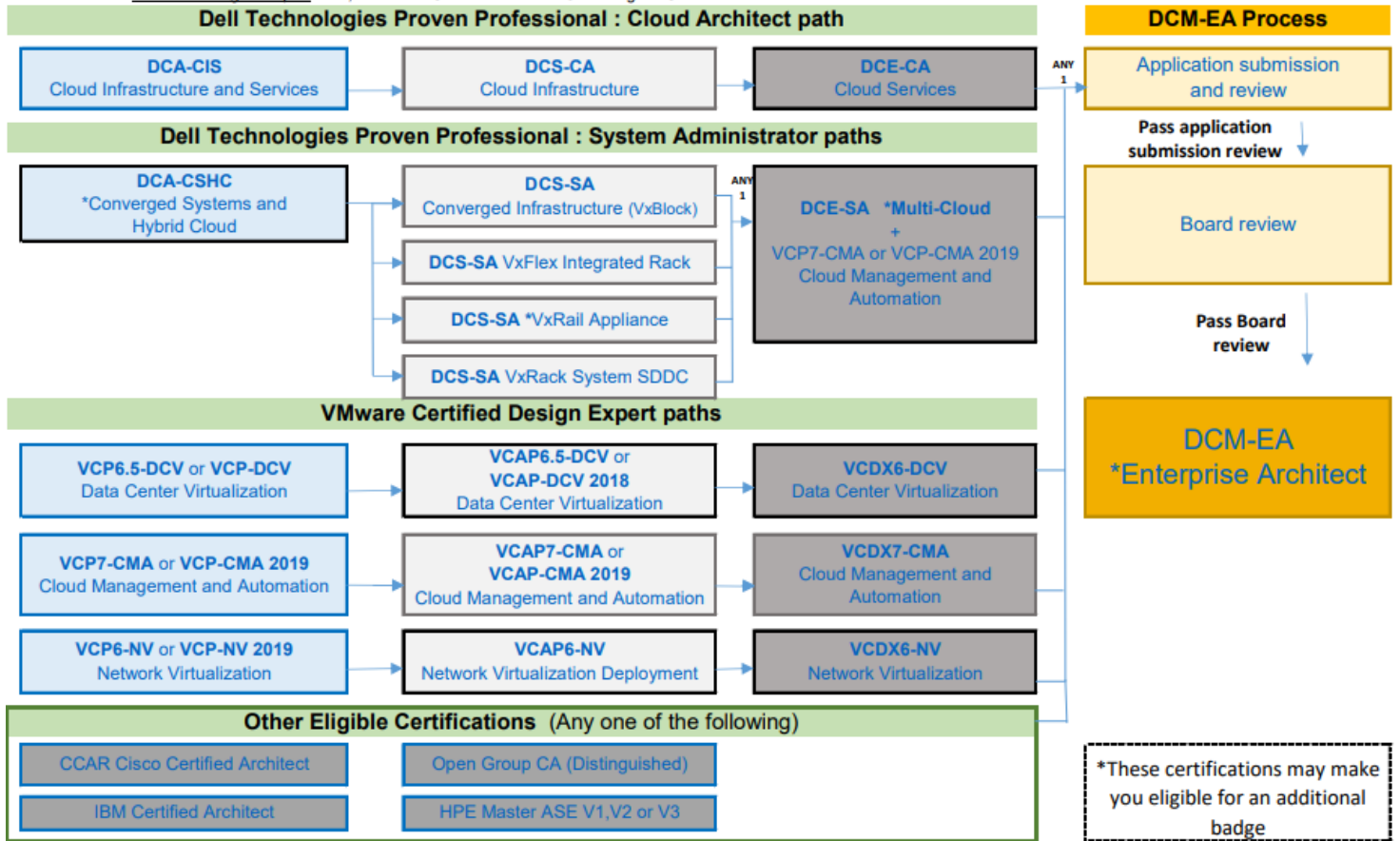
Two steps must be completed to obtain the DECM-Enterprise Architect certification: an approved application submission and a successful board review.

Pre-Requisite Certification Requirements

Based on your role complete one of the paths towards the Master - Enterprise Architect certification.

Application Submission Requirements: You must have a current Dell Technologies Specialist level, VMware VCDX or one of the Other Eligible Certifications listed below.

Board Review Eligibility: To be eligible to present to the Enterprise Architect board your application submission must be approved by the board and you must have a current Dell Technologies Expert level, VMware VCDX or one of the Other Eligible Certifications listed below.



*You can access a clickable version of this framework [here](#).

APPLICATION SUBMISSION

Candidates will register and pay for the application through the DEES Learning Management System (LMS). You can review high level details of the certification program and application process in the Dell Technologies Certified Master Enterprise Architect - Application Submission course [here](#). This Dell Technologies Education Services learning asset needs to be purchased and completed to allow an application to be submitted and processed. The fee to submit an initial application is \$1,000 USD. Payment is due at time of submission – credit cards, purchase orders, and Dell Technologies Training Credits are acceptable forms of payment. Subscriptions cannot be used to pay for either the initial application submission or the board review.

To apply, add course code - MR-1WP-MASTEREAS for the Dell Technologies Certified Master Enterprise Architect - Application Submission to your shopping cart and complete the purchase. A review of the program qualifications and expectations will be provided and candidate will be directed to our online submission tool, [Submittable](#), to complete the application and upload all required documents.

Application Checklist

All of the following must be included for your submission to be considered complete:

- A project reference name and contact information
- Three (3) complete project documentation files. A complete file is a PDF file which consists of an executive summary or customer facing presentation describing the complete enterprise architecture project and supporting documentation files in a single PDF file per project
- The Application Project Details* must be uploaded with your application in Submittable.
- A signed candidate agreement (this will be provided via the link above)
- Proof of application fee payment – Cost for Submission is \$1,000 (USD). You will need your registration confirmation e-mail in order to submit your application.
- Verification of certification(s) as described below. Candidates must provide (in the submission tool and CertTracker) either a certification digital badge link or upload an eCertificate image for each pre-requisite certification held.
- At least one of your project must contain Dell Technologies solutions components. This project will also be the one you are presenting to the Board should you pass the initial submission.

As there is no way to know if all of the required supporting documentation has been included to allow for a thorough and clear analysis of the submitted design, it will be assumed that whatever supporting documents have been included in the project PDF file constitute a complete set of supporting documents.

If the application packet is found to be missing a component, other than supporting documentation addressed above, the candidate will be notified and have two full business days to submit the file(s). If the application remains incomplete, the application will be rejected and no refund of the application fee will be given.

No review will begin until the fee is paid and the application is considered complete.

Application Project Files

At least one of your projects must contain Dell Technologies solutions components. This project will also be the one you are presenting to the Board should you pass the initial submission. The information included in the project files should address the business objectives, current business and/or IT practices (if relevant), the availability, security, economic, and audience considerations, technology choices and/or options, risks in execution, KPIs to be measured, other important factors to the final design. It should list the requirements, constraints, and assumptions made of the design. Complete project factors may include other considerations not listed here but should be included if they provide detail or justification that would otherwise be missing.

Supporting information may include flow charts, process diagrams, Visio diagrams all saved as part of your project PDF file for each project. Other documentation can be included, even if not listed here, if they provide detail or justification that would clarify the project or design considerations and choices but must be saved as part of the PDF file for that project. The Application Project Detail document needs to be filled out and submitted with your 3 projects into Submittable.

The project submission requirements are below. The requirement needs to be met in at least 1 of your projects. The best example of each requirement will be used to calculate your score.

Requirements	Examples
Business Enablement	
Business Direction	<ul style="list-style-type: none"> Compiles current strategic business plan from all business units. Predicts the organization's capability to incorporate new business opportunities and directions. Proposes modifications to the strategic plan as required.
Business Organization	<ul style="list-style-type: none"> Evaluates current internal and external organization and operations. Creates representation of influencer/decision maker chain.
Continuous Innovation	<ul style="list-style-type: none"> Guides the business toward innovative solutions with industry insight and knowledge. Creates an analysis of continual improvement. Assesses a business's tolerance for change.
Resource Consumption Model	<ul style="list-style-type: none"> Assembles current business consumption models. Formulates total cost of IT and funding and revenue streams. Differentiates budget/spend models (CapEx, OpEx, build vs. buy, etc.).
Strategic Business Plan	<ul style="list-style-type: none"> Compiles current strategic business plan from all business units. Identifies the organization's capability to incorporate new business opportunities and directions. Proposes modifications to the strategic plan as required.
Maturity Models	<ul style="list-style-type: none"> Presents domain-specific recommendations based on maturity of each domain (domain examples: technology, process, culture/staff, operations, etc.) Generates comparison of business's current state against industry and/or competitive benchmarks. Creates transition/transformation roadmap based on information gathered in the maturity model.
Risk Management	<ul style="list-style-type: none"> Presents known business risks. Formulates business service interdependencies. Composes partner shared risk model.
Solution Business Case	<ul style="list-style-type: none"> Interprets the business's budget situation. Differentiates function versus cost. Maps the shared risk model to the business case. Evaluates resource consumption models. Defines the business services.
Lifecycle	<ul style="list-style-type: none"> Generates service enablement plan. Describes Minimally Viable Product and associated release cycle. Evaluates business service retirement cycle.
Application Road Map	<ul style="list-style-type: none"> Analyzes the application landscape. Defines a business platform to support an application landscape (i.e., logical and physical layout). Proposes application rationalization plan
Compliance and Security	<ul style="list-style-type: none"> Evaluates the compliance and security challenges of the business services. Evaluates data governance requirements. Devises a compliance plan aligned with business requirements.
Technology Strategy	
Architectural Decisions	<ul style="list-style-type: none"> Justifies design decisions. Proposes suitable options based on business requirements. Generates a map of the interrelations between the business requirements and architectural decisions.
Technology Portfolio	<ul style="list-style-type: none"> Designs an integrated solution. Constructs solution building blocks. Presents an integrated solution value.
Business and IT Alignment	<ul style="list-style-type: none"> Maps IT capabilities to business challenges. Generates business value outcomes. Constructs a benefit statement to support technical choices. Defines use cases.
Technology Innovation	<ul style="list-style-type: none"> Evaluates current and future state architecture.

	<ul style="list-style-type: none"> • Restructures current environment. • Creates future state architecture.
Maturity Models	<ul style="list-style-type: none"> • Develops a model for assessing technology maturity models. • Develops a business value improvement model.
Risk Management	<ul style="list-style-type: none"> • Creates a business risk mitigation plan. • Creates a business risk impact assessment. • Prioritizes identified business risks. • Constructs a business risk tracking matrix.
Compliance and Security	<ul style="list-style-type: none"> • Presents security architecture and benefits of the solution. • Constructs a data governance framework for the solution.
Solution Planning	
Operating Model	<ul style="list-style-type: none"> • Creates a visual representation of how an organization embeds a solution. • Creates a bridge between technology strategy and execution. • Proposes an operating model design. • Evaluates current operating model(s). • Realigns existing operational and Technology Models.
Assumptions	<ul style="list-style-type: none"> • Analyzes technologies. • Analyzes components of the solution. • Investigates limitations of the solution. • Analyzes business services and outcomes. • Analyzes outcomes in relation to assumptions. • Determines Partnering Opportunities.
SLA/SLO	<ul style="list-style-type: none"> • Determines business requirements. • Maps requirements to SLA/SLO. • Determines SLA/SLO options. • Evaluates driver impacts on SLA/SLO.
System Context	<ul style="list-style-type: none"> • Constructs systems interaction diagram. • Models all systems and components. • Maps interdependencies.
Risk Management	<ul style="list-style-type: none"> • Creates business service continuity plan.
Maturity Models	<ul style="list-style-type: none"> • Adapts technology capabilities to support risk management. • Mapping maturity model to the risk management model.
Functional and Non-Functional Requirements	<ul style="list-style-type: none"> • Generates a map of design decisions to business technical requirements. • Generates a map of logical and physical decisions. • Analysis of functional and non-functional requirements. • Differentiates between the concepts of risks, requirements, constraints, and assumptions. • Creates a design foundation for an enterprise solution based on business requirements and typical business solutions, constraints, assumptions, and risks.

CANDIDATE INTEGRITY

Candidates are bound to act ethically, with integrity, and represent their own work. All candidates must agree to and sign the Dell Technologies Certified Master – Enterprise Architect Candidate Code of Conduct and submit it with their application.

APPLICATION REVIEW

The completed application, design, and supporting documentation will be distributed to three or more board members for independent review and scoring. It is the candidate's responsibility to ensure all documentation is submitted, including the Application Project Detail document and the three projects. The Application Project Detail document is used to provide a guide to the Board Members where each requirement is addressed within the project files. The application review process is expected to take 7-10 business days. Each board member will score the application independently. Candidates who achieve or surpass the minimum score threshold will be invited to come before the board to defend their architecture design.

No refunds will be given to applications that fail to achieve the minimum score.

Candidates who successfully pass the initial submission review process will be contacted via email with information about next steps and how to submit payment for and schedule an available timeslot during the next board review session. Board review appointments will be facilitated through the DEES LMS. Payment for the board review is due at time of booking – credit cards, purchase orders, and Dell Technologies Training Credits are acceptable forms of payment. Subscriptions cannot be used to pay for either the initial application submission or the board review. After payment is accepted and scheduling is confirmed candidates must contact Dell Technologies Education Services at <https://edu.corp.emc.com/support/> to request changes. Candidates will also have the option, if required, to defer their board review session one time to the next available date during the initial scheduling period.

CANCELATION POLICY

Unless otherwise specified in any signed agreement between Dell Technologies and the candidate, if a candidate cancels or requests in writing to reschedule a board review session two (2) or more weeks before the scheduled review date, Dell Technologies shall provide an opportunity to reschedule for the next scheduled board review series at no additional cost. No refund will be given if Dell Technologies receives written notice of the request less than two (2) weeks before the scheduled review date. If the candidate fails to appear for their scheduled review session they are required to pay for another Review Session (\$4,000) if you want to appear before the Board.

DELL TECHNOLOGIES CERTIFIED MASTER – ENTERPRISE ARCHITECT BOARD REVIEW

Invited candidates will appear before three Master Board Members and one moderator. All board reviews will be conducted in English. Candidates are advised not to assume any time extensions for non-native speakers of English.

Board Review Format

The format of the board review is intended to provide a common, uniform challenge to candidates that simulates the various forms of a real client engagement and the demands that is places on an enterprise architect.

1. Meant to display the mastery, design thinking, and technical judgement of the candidate.
2. Candidates are expected to speak to how selections were made among reasonable alternatives, as well as how the final design met requirements and constraints.
3. Candidates will have an uninterrupted 30-minute presentation session to discuss their detailed design.
 - a. Candidates will present, as if they are presenting to a Customer, and defend the decisions they made.
 - b. Demonstrate mastery of skills required to successfully design the best possible solution to meet the strategic business goals.
 - c. The presentation is expected to be formal
 - d. Candidates are encouraged to prepare a presentation and to use tools provided to them in the room, including a whiteboard/flip chart and markers
4. A 45-minute question and answer period directed by the board members will follow the presentation.
 - a. Candidates should succinctly and clearly answer questions posed by the board. The design rationale of “best practice” will not be sufficient and the candidate will be required to provide more detail and justification of design choices when asked.
5. The board members will score the presentation based on the requirements listed below.
6. Candidates will be informed of the result of their board review within 10 business days.
 - a. Dell Technologies does not disclose the precise mechanism by which the application or board review is scored.
7. Successful candidates will be granted credit for the board review.
 - a. To be granted the Dell Technologies Master – Enterprise Architect credential, the candidate must hold one of the pre-requisite certifications as described in the Credential Eligibility diagram below.
 - b. A Provisional Master credential to candidates who have met the DCM-EA application submission requirements and have completed and passed the Board Review. Candidates have 12 months from their board review date to fulfill the full certification requirement.
8. Candidates who are not successful in passing the board review will be given general feedback on what components require improvement. The candidate will be allowed to book a second board review of an accepted application which will require payment of another board review fee but not another application fee.

Board Review will be reviewed based on the following requirements:

Requirements	Example
Business Enablement	<ul style="list-style-type: none"> • Presents architectural decisions • Presents viability assessment • Articulates risk management plan(s)
Technology Strategy	<ul style="list-style-type: none"> • Presents business requirements to IT initiatives. • Presents system context. • Presents use cases • Present a business case.
Solution Planning	<ul style="list-style-type: none"> • Articulates client business strategies • Analysis of business opportunities and challenges • Presents IT and business benefits
Orals	<ul style="list-style-type: none"> • Presents business enablement, technology strategy, and solution planning elements using appropriate business presentation materials. • Formulates responses to Review Board questions that demonstrate consultative architecture. • Formulates responses to Review Board questions that demonstrate architecture knowledge.


MASTER ENTERPRISE ARCHITECT PROVISIONAL CREDENTIAL

For the first year of the program, Dell Technologies Education Services will grant a Provisional Master credential to candidates who have met the Dell Technologies Master Enterprise Architect application submission requirements and have completed and passed the Board Review. Candidates have 12 months from their board review date to fulfill the full certification requirement. Dell Technologies Education Services retains the rights to change or extend this waiver at any time during the initial year of the program.


- Upon completion and verification of the required expert level certification achievement, the full Dell Technologies Certified Master – Enterprise Architect credential will be granted to the candidate
- If the requirement is not fulfilled, the Provisional DCM-EA will expire and the candidate would be required to reapply for the board review

DIGITAL BADGE

When you earn the Master – Enterprise Architect credential or the Provisional credential, you will be issued a Digital Badge from Acclaim. This digital badge can be used as a real time credential verification tool, and can be shared on your Social Media sites, like LinkedIn, Facebook, and Twitter.

Dell Technologies Proven Professional Digital Badges	
MASTER – ENTERPRISE ARCHITECT (DCM-EA)	 The digital badge is rectangular with a white border. It features a red header with the text 'CERTIFIED MASTER' in white. Below the header is a yellow section with the text 'Enterprise Architect' in white. Underneath is a white section with three upward-pointing arrows. At the bottom is a white section with the Dell Technologies logo and the text 'Proven Professional' in blue.

We have partnered with VMware to issue a Co-Skilled Digital Badge that recognizes both your Dell Technologies Proven Professional DCM-EA and the VMware Certification VCDX in one badge. For a full list and more information on Co-Skilled Badges please visit our [DECN Community](#).

Dell Technologies Proven Professional Co-Skilled Digital Badge	
Dell Technologies and VMware Co-skilled Master – Enterprise Architect: DCM-EA and VCDX	 The digital badge is a blue shield-shaped badge with a white border. It features the Dell Technologies logo at the top, followed by the text 'Enterprise Architect and VCDX' in white. Below that is the text 'CO-SKILLED MASTER' in white, and at the bottom is the VMware logo in white.

DELL TECHNOLOGIES CERTIFIED MASTER – ENTERPRISE ARCHITECT (DCM-EA) CREDENTIAL MAINTENANCE

The Dell Technologies Master – Enterprise Architect Certification will expire after 24 months from when the credential is earned. Details on recertification are currently being developed.

RESOURCES

More information on applying for and earning the DCM-EA credential is available on the [Dell Technologies Education Services website](#), including:

- Application checklist
- Eligibility information
- Application deadlines and Board Review schedule
- Submission and Board Review overview
- Student and Board member code of conduct documents
- Downloadable candidate agreement
- Payment options for application submission and review board session
- Claiming your DCM-EA badge through Acclaim
- Access to Community with more information about maintaining the Master Enterprise Architect credential

Disclaimer

This document is intended to provide information about the objectives covered by the Dell Technologies Certified Master – Enterprise Architect program. The material contained within this document is not intended to guarantee that a passing score will be achieved in the board review. It is recommended that a candidate thoroughly understand the objectives indicated in this guide and utilize any resources and/or courses recommended in this guide where needed.



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