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# Huawei Certified Pre-sales Specialist - Service Solution

## Huawei H19-321

Version Demo

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## QUESTION NO: 1

What are Huawei's cloud computing disaster recovery backup solutions? (Multiple choice)

**A.** HypErDP backup service

**B.** Host Replication Disaster Recovery (UItrAVR).

**C.** Storage-based replication disaster recovery (UItrAVR).

**D.** Cloud-active disaster recovery (VIS).

**ANSWER: A B C D**

## QUESTION NO: 2

In the pre-sale bidding stage, the customer's requirements should be fully met, even if it exceeds the training capacity, it should be reluctantly answered.

**A.** True

**B.** False

**ANSWER: B**

## QUESTION NO: 3

In which of the following scenarios, the customer may need to purchase data migration services (multiple choices)

**A.** Business performance to bottlenecks

**B.** The equipment is over-warranted and the equipment is aging

**C.** Storage Virtualization Consolidation Talk

**D.** Expand the capacity space side-by-side with the old storage

**ANSWER: A B C D**

## QUESTION NO: 4

Support backup / in Fusion SphErE The types of data stores for the recovery feature include: (multi-select)

**A.** Local hard disk

**B.** Virtualize local hard disks

**C.** SAN storage

**D.** Virtualize basic shared storage

**E.** NAS storage

**F.** Fusion StorAgE

ANSWER: B D E F

## QUESTION NO: 5

GSM-R evaluation and optimization service expansion strategy is incorrect:

**A.** GSM-R new networks must bundle network premium services

**B.** GSM-R Optimization Services and Planning and Design Services are sold in packages and cannot be split

**C.** Customers have purchased maintenance services and do not need to purchase online preferential services

**D.** GSM-R Centralized Network Optimization and GSM-R Expert Support Optimization Services are expanded by collecting existing network issues and network assessment models

ANSWER: C

## QUESTION NO: 6

data center L1 integration interface content includes (multiple choice)

**A.** Power supply and distribution system, lightning protection grounding

**B.** Cabinet, machine room management, integrated wiring

**C.** HVAC water supply and drainage system

**D.** Machine room decoration, fire protection system

ANSWER: A B C D

## QUESTION NO: 7

Which of the following are cloud computing professional services? (Multiple choice)

**A.** Desktop Cloud Integration Services - Solution Implementation

**B.** Desktop Cloud VM Service Provisioning - Solution Implementation

**C.** Cloud Computing Integration Services - Solution Implementation

**D.** P2V/V2V service migration service

**ANSWER: A B C D**

## QUESTION NO: 8

Data center L1 layer business deepening design goal (multiple choice)

**A.** On the basis of the summary audit plan (bidding plan), the needs of the owner are further clarified, and the boQ at the design plan level is refined, and the design depth reaches the construction drawing standard

**B.** Improve the design interface interface to ensure that the design of the respective systems of the project is consistent and coordinated with the professional design of architecture, structure, water, electricity, HVAC, decoration and other professions

**C.** Provide technical basis for the bidding of installation units (subcontracted construction units), equipment suppliers and project acceptance

**D.** Combined with the actual situation of the project, the work responsibility interface of Huawei (including tripartite purchased parts), subcontractors, and customers is determined, and the project purpose SOW (scope of work) and support determination RM (Responsibility)

**ANSWER: A B C D**

## QUESTION NO: 9

Which of the following is not a training and certification tool or platform provided by Huawei?

**A.** Device emulator

**B.** Virtual classroom

**C.** Ilearning

**D.** Online certification management

**ANSWER: C**

## QUESTION NO: 10

Huawei's training services provide customers with "professional, practical, and time-effective" learning and development solutions; Huawei's training services are committed to letting learning promote the development of capabilities and letting capabilities develop promote the progress of enterprises.

**A.** True

**B.** False

**ANSWER: B**

## QUESTION NO: 11

Which of the following is not the service content of the ITO service solution?

**A.** Service design

**B.** O&M services

**C.** Optimize services

**D.** Expert support services

**ANSWER: C**

## QUESTION NO: 12

Agile data center planning and design and solution implementation service applicable scenarios (multiple choice)

**A.** All SDN network scenarios

**B.** Sell Agile Controller-DCN

**C.** Data center agile network scenarios

**D.** Sell Agile Controller-campus

**ANSWER: B C**

## QUESTION NO: 13

The service content provided by Huawei Hi-care Standard+ and Co-Care Standard Maintenance to end customers is the same, the difference is that the main body of Hi-care delivery is Huawei, Co-care Some services are delivered by a body of goods.

**A.** True

**B.** False

**ANSWER: A**

## QUESTION NO: 14

Huawei's ICT talent training business architecture is based on clear ideas, and an end-to-end talent training solution is formed through the curriculum system, teaching environment, and certification system, and through consulting planning, program design, and accompaniment.

**A.** True

**B.** False

ANSWER: A

## QUESTION NO: 15

Insufficient daily wireless optimization capabilities, prominent coverage, interference, switching problems, indicators that do not meet standards and other scenarios have excellent opportunities for existing wireless networks.

**A.** True

**B.** False

ANSWER: A