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Huawei

H19-105_V2.0

HCSA-Sales-Data Center Facility V2.0



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Product Version

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Question: 1

What benefit does Huawei's Smart DC (Data Center) provide?

- A. Increases network complexity
- B. Automates power and cooling operations
- C. Reduces visibility into energy consumption
- D. Eliminates virtualization

Answer: B

Question: 2

Which type of partners focus on the resale of Huawei's data center solutions?

- A. Distributors
- B. Independent Software Vendors (ISVs)
- C. Research & Development Firms
- D. Private Customers

Answer: A

Question: 3

During device installation in Huawei data centers, what is a key safety requirement?

- A. Ignoring grounding requirements for electrical devices
- B. Allowing untrained personnel to install devices
- C. Using proper personal protective equipment (PPE)
- D. Disabling safety alarms to prevent interruptions

Answer: C

Question: 4

The battery type supported by UPS2000-G is ().

- A. Flywheel
- B. Lithium battery
- C. Nickel-cadmium battery
- D. VRLA

Answer: D

Question: 5

Which key factors does Huawei assess when managing partner quality?
(Choose two.)

- A. Partner's ability to meet certification requirements
- B. Technical capability and compliance with Huawei standards
- C. Partner's ability to influence political policies
- D. Social media marketing strategies

Answer: A,B

Question: 6

In Huawei's data center solutions, what role does the AI-Robot play?

- A. Automated inspection and monitoring
- B. Physical security enforcement
- C. Data processing acceleration
- D. Network traffic management

Answer: A

Question: 7

Which partner roles are included in Huawei's ecosystem?
(Choose two.)

- A. Distributors
- B. Cloud Competitors
- C. System Integrators
- D. Data Center Operators

Answer: A,C

Question: 8

How does Huawei incentivize its Data Center Facility partners?

- A. By offering rebates, bonuses, and joint marketing programs
- B. By giving away free hardware
- C. By requiring no investment from partners
- D. By eliminating competition among partners

Answer: A

Question: 9

PDU8000 precision power distribution cabinet protection level () .

- A. IP20
- B. IP21
- C. IP30
- D. IP40

Answer: C

Question: 10

What is Huawei's approach to partner sales enablement?

- A. Providing technical training and dedicated account managers
- B. Offering no training or sales support
- C. Requiring partners to manage Huawei's marketing strategies
- D. Focusing only on internal Huawei sales teams

Answer: A

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