

Huawei

H21-282_V2.0

HCSP-Presales-Service V2.0



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Question: 1

Huawei can provide ICT product training and ICT technical solutions training.
Which training programs belongs to ICT technical solutions training?

- A. OceanStor Pacific Storage Administrator Training
- B. Operation and Maintenance of the OptiXtrans DC908
- C. NE Router Troubleshooting Training and Typical Cases
- D. SD-WAN Solution Deployment and Design

Answer: D

Question: 2

Huawei can provide civil engineering services in the DC L1 project.

- A. TRUE
- B. FALSE

Answer: A

Question: 3

When you quote for a classroom training, the maximum trainees' number for one class is?

- A. 10
- B. 20
- C. 16
- D. 12

Answer: B

Question: 4

Huawei provides global power usage effectiveness (PUE) energy saving services.

- A. TRUE

B. FALSE

Answer: A

Question: 5

Which of the following training clauses belongs to high risk? (Choose all that apply.)

- A. Arranging tourism and cash subsidies during training
- B. Overcommitment on the number of trainees in a class
- C. Intellectual Property Rights ownership and authorization
- D. Commitment on training effect or satisfaction

Answer: A,C,D

Question: 6

Which of the following is not a commercial optimization measure?

- A. Project management cost optimization
- B. Procurement cost optimization
- C. Contract clauses clarification
- D. Solution architecture optimization

Answer: C

Question: 7

Huawei ICT technical training competitiveness including? (Choose all that apply.)

- A. Real Environment
- B. Real Scenario
- C. Real Practice
- D. Coaching

Answer: A,B,C,D

Question: 8

Which system must be provided by local partners?

- A. Power distribution system
- B. HVAC system
- C. Storage system
- D. Fire extinguishing system

Answer: D

Question: 9

Huawei's migration service is industry leading in terms of migration scenarios and compatibility with mainstream devices.

- A. TRUE
- B. FALSE

Answer: A

Question: 10

Which of the following is not one of the three strengths of customer development?

- A. Visit showcases
- B. POC test
- C. Visit Huawei/Experts communication
- D. Executive exchange/Strategic cooperation

Answer: B

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