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Huawei

H19-102_V2.0

HCSA-Sales-Transmission & Access V2.0 Exam



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Question: 1

DC908 key feature: 620,000+ optical devices have been commercially used worldwide, covering various industries such as ISP, finance, etc.

- A. TRUE
- B. FALSE

Answer: B

Explanation:

The Huawei OptiXtrans DC908 is a Data Center Interconnect (DCI) solution tailored for high-performance, low-latency, and simplified deployment in data center scenarios. While Huawei's optical solutions, including the DC908, are widely deployed globally, the specific claim of "620,000+ optical devices commercially used worldwide" is not explicitly documented as a key feature of the DC908 in official HCSA-Sales-Transmission & Access materials. The DC908's key features focus on aspects like high capacity (e.g., 88T per fiber), low power consumption (35% lower than the industry average), rapid commissioning (within 8 minutes), and cost-effective payback (within 1 year for self-built networks). The figure of 620,000+ devices might pertain to Huawei's broader optical portfolio, but it is not a verified key feature specific to the DC908. Thus, the statement is FALSE in this context.

Reference: Huawei HCSA-Sales-Transmission & Access training materials, DC908 product datasheet.

Question: 2

Which of the following are pain points of financial customers?

- A. Frequent stock transactions
- B. Financial disaster recovery
- C. Financial network attacks
- D. Increased leased line prices

Answer: B, C, D

Explanation:

Financial customers, particularly in Data Center Interconnect (DCI) scenarios, face specific challenges that Huawei's solutions like the OptiXtrans DC908 address. According to HCSA-Sales-Transmission & Access documentation, key pain points for financial customers include:

Financial disaster recovery (B): Financial institutions require robust disaster recovery mechanisms to ensure data integrity and business continuity, a critical need in DCI scenarios.

Financial network attacks (C): Cybersecurity is a major concern due to the sensitive nature of financial

data, making network security a top priority.

Increased leased line prices (D): Rising costs of leased lines push financial customers toward cost-effective self-built networks, a pain point Huawei addresses with solutions like DC908.

Frequent stock transactions (A): While important, this is a business requirement rather than a technical pain point related to transmission or access infrastructure. It's not listed as a primary concern in the context of DCI or POL solutions for financial customers.

Thus, B, C, and D are the verified pain points.

Reference: HCSA-Sales-Transmission & Access training slides, "Financial Industry DCI Scenarios."

Question: 3

POL (OLT & ONU) can be sold independently in office scenario.

- A. TRUE
- B. FALSE

Answer: A

Explanation:

Passive Optical LAN (POL) is an all-optical enterprise networking solution comprising Optical Line Terminals (OLT) and Optical Network Units (ONU). In office scenarios, Huawei's Campus OptiX POL solution allows flexibility in deployment. Official HCSA-Sales-Transmission & Access documents confirm that OLTs and ONUs can be sold independently based on customer needs, such as upgrading existing infrastructure or deploying specific components in a phased approach. For example, an office might procure an OLT to centralize management while adding ONUs later to expand coverage. This modularity supports tailored solutions, making the statement TRUE.

Reference: Huawei Campus OptiX POL Solution Overview, HCSA-Sales-Transmission & Access training materials.

Question: 4

In DCI scenarios, high-level customers' major pain points are high costs and difficult O&M.

- A. TRUE
- B. FALSE

Answer: A

Explanation:

In Data Center Interconnect (DCI) scenarios, high-level customers—such as large enterprises, ISPs, and financial institutions—face significant challenges, as outlined in HCSA-Sales-Transmission & Access documentation. The two major pain points are:

High costs: DCI traffic grows rapidly (over 50% annually), and bandwidth costs often double every two years, making cost management a critical issue.

Difficult O&M (Operations & Maintenance): Traditional DCI setups involve complex network planning and maintenance, often requiring skilled engineers, which increases operational complexity. Huawei's OptiXtrans DC908 addresses these with lower per-bit costs (e.g., 88T/fiber capacity) and simplified O&M (e.g., one-click deployment). The statement aligns with documented customer pain points, making it TRUE.

Reference: HCSA-Sales-Transmission & Access, DCI Scenarios Pain Points section.

Question: 5

Customer pain point: High costs. DCI traffic grows over 50% annually, while bandwidth cost doubles every two years.

- A. TRUE
- B. FALSE

Answer: A

Explanation:

This statement directly reflects a well-documented pain point in DCI scenarios as per HCSA-Sales-Transmission & Access materials. The rapid growth of DCI traffic (over 50% annually) is driven by increasing data demands from cloud services, video streaming, and enterprise applications. Meanwhile, bandwidth costs doubling every two years exacerbate the financial burden on customers, pushing them toward cost-efficient solutions like Huawei's DC908, which offers a payback period within 1 year for selfbuilt networks. The statement accurately captures this dynamic, making it TRUE.

Reference: Huawei HCSA-Sales-Transmission & Access, DCI Customer Pain Points and Solutions datasheet.

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