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Exam Name: HCSA-Sales-IP Network V6.0



Exam A

QUESTION 1

In the success story of an e-government WAN, which Huawei solution is deployed to enable all government agencies to access the same network and provide a private-network-like experience and one-stop service handling?

In addition, which Huawei solution is deployed to provision services across departments in minutes?

- A. SDN solution and FlexE slicing solution
- B. FlexE slicing solution and SRv6 intelligent WAN solution
- C. SDN solution and SRv6 intelligent WAN solution
- D. SRv6 intelligent WAN solution and FlexE slicing solution

Correct Answer: D

Section:

Explanation:

In Huawei's e-government WAN success story (HCSA-Sales-IP Network V6.0):

SRv6 intelligent WAN solution: Enables all agencies to access a unified network with private-network-like isolation and one-stop service handling via SRv6's segment routing and programmability.

FlexE slicing solution: Provisions services across departments in minutes by providing flexible, high-speed network slicing.

This combination is highlighted in Huawei's case studies for its efficiency and scalability in e-government deployments.

QUESTION 2

Huawei NetEngine routers enhanced capabilities of all series, and achieve 100% coverage in all scenarios. Which of the following capabilities are added?

- A. Industry-only 220 mm deep 400GE converged router
- B. Full-scenario access routers
- C. Core router with up to 19.2 Tbps rate, full-service platform, and improved capacity
- D. Industry's most compact high-density aggregation router

Correct Answer: A, B, C, D

Section:

Explanation:

Enhanced NetEngine features:

* 220 mm deep 400GE router -- Compact design.

* Full-scenario access routers -- Versatile AR series.

* 19.2 Tbps core router -- High-capacity platform.

* Compact aggregation router -- Space-efficient design.

QUESTION 3

Huawei campus network digital map can implement real-time visualized O&M and dynamic energy saving.

- A. TRUE
- B. FALSE

Correct Answer: A

Section:

Explanation:

Huawei's Network Digital Map, integrated into the iMaster NCE-Campus platform, provides:

- * Real-time visualized O&M -- Offers a graphical view of network status, device health, and traffic in real time.
- * Dynamic energy saving -- Adjusts power consumption dynamically based on traffic patterns and usage, reducing energy costs.

This feature is a key highlight of Huawei's campus network solutions, enabling efficient management and sustainability, as confirmed in official materials.

QUESTION 4

Huawei High-Quality 10 Gbps CloudCampus is the preferred choice for your digital and intelligent journey.

- A. TRUE
- B. FALSE

Correct Answer: A

Section:

Explanation:

Huawei positions its High-Quality 10 Gbps CloudCampus as the ideal solution for enterprises embarking on digital and intelligent transformation. It integrates Wi-Fi 7, 10 Gbps switches (e.g., CloudEngine S12700E), and intelligent O&M via iMaster NCE, delivering high bandwidth, low latency, and scalability. This aligns with Huawei's marketing and technical claims in their HCSA documentation, making it a preferred choice for modern enterprises.

QUESTION 5

Huawei CloudWAN supports network visualization on one map, improving network O&M efficiency by 40%.

- A. TRUE
- B. FALSE

Correct Answer: A

Section:

Explanation:

CloudWAN integrates with iMaster NCE for a unified network map, boosting O&M efficiency by 40% through real-time visualization and automation, per Huawei's claims.

QUESTION 6

In the WAN solution, which of the following features can implement minute-level service provisioning?

- A. Hierarchical slicing
- B. SRv6
- C. IPv6
- D. FlexE

Correct Answer: B

Section:

Explanation:

* SRv6 -- Segment Routing over IPv6 enables rapid, minute-level service provisioning by simplifying traffic paths and deployment.

* Hierarchical slicing, FlexE -- Focus on bandwidth allocation, not provisioning speed.

* IPv6 -- Base protocol, not a provisioning feature.

Huawei emphasizes SRv6 for fast WAN provisioning.

QUESTION 7

Huawei SecoManager is a product used for managing USG firewalls in a unified manner.



- A. TRUE
- B. FALSE

Correct Answer: A

Section:

Explanation:

SecoManager is Huawei's centralized security management platform, designed to manage USG firewalls and other HiSec devices uniformly, as per official docs.

QUESTION 8

Which of the following are new demands for data communication networks in the all-intelligence era?

- A. Network security: threat elimination at anywhere
- B. DCN: AI and cloud computing
- C. WAN: mission-critical service connectivity
- D. Campus network: fully-wireless and video-oriented

Correct Answer: A, B, C, D

Section:

Explanation:

In the all-intelligence era, data communication networks face evolving demands driven by digital transformation, AI integration, and intelligent connectivity. Huawei's HCSA-Sales-IP Network documentation highlights these new requirements:

* Network security: threat elimination at anywhere -- With cyber threats becoming ubiquitous, networks must proactively eliminate risks at all points, aligning with Huawei's HiSec security solutions.

* DCN: AI and cloud computing -- Data Center Networks (DCNs) must support AI-driven workloads and cloud computing scalability, as seen in Huawei's CloudEngine series.

* WAN: mission-critical service connectivity -- Wide Area Networks (WANs) need to ensure uninterrupted connectivity for critical services, a key feature of Huawei's NetEngine routers and SD-WAN solutions.

* Campus network: fully-wireless and video-oriented -- Campus networks are shifting toward fully wireless architectures (e.g., Wi-Fi 7) and must support high-bandwidth video applications, as emphasized in Huawei's CloudCampus solution.

These demands reflect the transition to intelligent, secure, and high-performance networks, as outlined in Huawei's official training materials.

QUESTION 9

Which of the following are Huawei datacom network solution portfolios?

- A. NetEngine series WAN routers
- B. HiSecEngine series security gateways
- C. AirEngine series Wi-Fi APs
- D. CloudEngine series campus switches

Correct Answer: A, B, C, D

Section:

Explanation:

Huawei's datacom network solution portfolios encompass a wide range of products designed for various network scenarios:

* NetEngine series WAN routers -- These are Huawei's flagship WAN routers (e.g., NetEngine AR, 8000 series) for enterprise branch connectivity and SD-WAN.

* HiSecEngine series security gateways -- These provide advanced security features like firewalls and threat detection, integral to Huawei's HiSec framework.

* AirEngine series Wi-Fi APs -- Huawei's Wi-Fi 6 and Wi-Fi 7 access points (e.g., AirEngine 8760) cater to wireless campus and enterprise needs.

* CloudEngine series campus switches -- These switches (e.g., CloudEngine S12700E, S8700) are designed for high-performance campus networks.

Additionally, the Network Digital Map (for visualized O&M) and CloudEngine series data center switches (e.g., CloudEngine 16800) are part of Huawei's portfolio, though not listed in the options. Since the question asks for portfolios and all listed options are correct, they are all included.

QUESTION 10

Which of the following fields do Huawei datacom products cover?

- A. Network management
- B. Campus network
- C. Data center network
- D. Metro router
- E. Antivirus software
- F. Network security

Correct Answer: A, B, C, D, F

Section:

Explanation:

Huawei's datacom products span multiple domains:

- * Network management -- Tools like iMaster NCE provide centralized management and O&M.
 - * Campus network -- CloudEngine switches and AirEngine APs address campus connectivity.
 - * Data center network -- CloudEngine data center switches (e.g., CloudEngine 16800) support DCNs.
 - * Metro router -- NetEngine series routers serve metro network scenarios.
 - * Network security -- HiSecEngine gateways and USG firewalls ensure security across networks.
 - * Antivirus software -- Huawei does not produce standalone antivirus software; this is not part of their datacom portfolio, which focuses on hardware and network-layer security solutions.
- This aligns with Huawei's comprehensive datacom strategy excluding standalone software like antivirus.

QUESTION 11

What are the three experience upgrades of Huawei High-Quality 10 Gbps CloudCampus Solution?

- A. Wireless experience upgrade
- B. Simplified architecture upgrade
- C. O&M experience upgrade
- D. Application experience upgrade

Correct Answer: A, C, D

Section:

Explanation:

Huawei's High-Quality 10 Gbps CloudCampus Solution focuses on enhancing user and operational experiences:

- * Wireless experience upgrade -- Leverages Wi-Fi 7 and AirEngine APs for seamless, high-speed wireless access.
- * O&M experience upgrade -- Uses iMaster NCE-Campus for intelligent, visualized operations and maintenance.
- * Application experience upgrade -- Ensures optimal performance for applications like 4K video and VR with QoS and bandwidth assurance.
- * Simplified architecture upgrade -- While Huawei emphasizes streamlined designs, it's not explicitly listed as one of the three core experience upgrades in official documentation, which prioritizes wireless, O&M, and application enhancements.

This reflects Huawei's focus on user-centric improvements in the Wi-Fi 7 era.

QUESTION 12

Huawei Wi-Fi 7 offers a unique technology called Wi-Fi Shield to upgrade security protection. Only authorized terminals can correctly parse data, and valid data is completely hidden from illegal users, achieving anti-eavesdropping.

- A. TRUE
- B. FALSE

Correct Answer: A

Section:

Explanation:

Huawei's Wi-Fi 7 introduces Wi-Fi Shield, a proprietary security feature:

- * Ensures only authorized devices can decrypt and parse data signals.
- * Prevents eavesdropping by making data invisible to unauthorized users through advanced encryption and signal manipulation.

This technology enhances security in wireless networks, a key selling point of Huawei's AirEngine Wi-Fi 7 APs, as detailed in official documentation.

QUESTION 13

Which of the following factors does not drive campus networks to enter a new era of accelerated digitalization?

- A. Threats being everywhere
- B. 10X growth of audio and video traffic
- C. 1000X increase of data
- D. 100X terminal growth

Correct Answer: C

Section:

Explanation:

Huawei identifies key drivers for campus network evolution:

- * Threats being everywhere -- Increased security risks push for advanced protection (e.g., HiSec solutions).
- * 10X growth of audio and video traffic -- High-bandwidth applications like 4K video drive network upgrades.
- * 100X terminal growth -- IoT and mobile devices necessitate scalable, wireless-centric networks.
- * 1000X increase of data -- While data growth is a general trend, Huawei documentation emphasizes terminal growth and traffic increases (not an exaggerated 1000X data spike) as primary campus network drivers. Thus, this is not a key factor.

QUESTION 14

What challenges does campus network construction face in the era of digital and intelligent enterprise transformation?

- A. Complex network architecture, difficult to integrate dedicated networks
- B. Gigabit networks cannot meet new application requirements
- C. The number of networks increases sharply, causing high security risks
- D. There are challenges in ensuring O&M efficiency

Correct Answer: A, C, D

Section:

Explanation:

Huawei outlines these challenges in campus network construction:

- * Complex network architecture, difficult to integrate dedicated networks -- Legacy and new systems create integration issues.
- * The number of networks increases sharply, causing high security risks -- More endpoints and networks elevate vulnerabilities.
- * There are challenges in ensuring O&M efficiency -- Manual operations struggle to keep up with scale and complexity.
- * Gigabit networks cannot meet new application requirements -- While a concern, Huawei emphasizes 10 Gbps upgrades (not gigabit limitations) as the solution, making this less of a highlighted challenge.

QUESTION 15

CloudEngine S12700 is the highest-performance campus core switch in the era of 400 Gbps campus networks.

- A. TRUE
- B. FALSE

Correct Answer: A

Section:

Explanation:

The CloudEngine S12700E (not S12700 in some newer docs, assuming a typo) is Huawei's flagship campus core switch, designed for 400 Gbps networks. It offers:

* High forwarding capacity (up to 44.8 Tbps).

* Support for 400GE ports, aligning with the 400 Gbps era.

Huawei markets it as the industry's highest-performance campus core switch, a claim supported by its technical specs in official materials.

QUESTION 16

Huawei CloudEngine S12700E series switches have redundancy design for key components, providing reliability.

A. TRUE

B. FALSE

Correct Answer: A

Section:

Explanation:

The CloudEngine S12700E series features:

* Redundant power supplies, fans, and control modules.

* Hot-swappable components to ensure zero downtime.

This redundancy design enhances reliability, a critical selling point for campus core switches in Huawei's documentation.

QUESTION 17

Which of the following Huawei CloudEngine switches can be used in industrial scenarios?

A. CloudEngine S7700

B. CloudEngine S5735I-S-V2

C. CloudEngine S6750-H

D. CloudEngine S5735-L-V2



Correct Answer: B

Section:

Explanation:

Huawei's industrial-grade switches are built for harsh environments (e.g., extreme temperatures, dust):

* CloudEngine S5735I-S-V2 -- Designed for industrial use with enhanced durability and temperature tolerance (-40C to 70C).

* CloudEngine S7700, S6750-H, S5735-L-V2 -- These are primarily for campus or data center scenarios, not industrial-grade per Huawei's specs.

The S5735I-S-V2 is explicitly marketed for industrial applications in official docs.

QUESTION 18

Which of the following CloudEngine switch series is not a modular series?

A. CloudEngine S5735-L

B. CloudEngine S12700E

C. CloudEngine S16700

D. CloudEngine S8700

E. CloudEngine S7700

Correct Answer: A

Section:**Explanation:**

- * Modular series allow hardware expansion (e.g., additional ports):
 - o CloudEngine S12700E, S16700, S8700, S7700 -- All support modular designs.
 - * CloudEngine S5735-L -- A fixed-configuration switch, not modular, designed for simpler deployments.
- Huawei's documentation distinguishes fixed vs. modular switches, confirming S5735-L as non-modular.

QUESTION 19

What key features do Huawei CloudEngine S series switches have, making them perfect for building a high-quality 10 Gbps campus network in the Wi-Fi 7 era?

- A. Energy saving
- B. Bandwidth assurance
- C. Smart architecture
- D. Top-notch security

Correct Answer: A, B, C, D

Section:**Explanation:**

Huawei CloudEngine S series switches (e.g., S12700E, S8700) support:

- * Energy saving -- Dynamic power adjustments reduce consumption.
- * Bandwidth assurance -- 10 Gbps and 400GE ports ensure high throughput.
- * Smart architecture -- AI-driven features and flexible designs optimize performance.
- * Top-notch security -- Integrated with HiSec for threat protection.

These features align with Wi-Fi 7's high-speed, secure requirements, as per Huawei's CloudCampus narrative.

QUESTION 20

Huawei CloudEngine S8700 series switches have an innovative optical-electrical PoE function. Which of the following features are supported by the switches?

- A. Up to 100 m long-distance, 60 W (PoE++) power supply
- B. Up to 300 m ultra-long-distance, 60 W (PoE++) power supply
- C. Up to 300 m long-distance, 30 W (PoE+) power supply
- D. Up to 100 m long-distance, 30 W (PoE+) power supply

Correct Answer: B

Section:**Explanation:**

The CloudEngine S8700 series offers an optical-electrical PoE function:

- * Supports up to 300 m ultra-long-distance with 60 W (PoE++), leveraging hybrid fiber-copper cables.
- * Outperforms standard PoE (100 m, 30 W) and PoE++ (100 m, 60 W) limits.

This is a standout feature in Huawei's documentation for powering distant devices efficiently.

QUESTION 21

Huawei CloudEngine S8700 series switches are ideal for low-carbon intelligent building networks.

- A. TRUE
- B. FALSE

Correct Answer: A

Section:

Explanation:

The CloudEngine S8700 is designed for sustainability:

* Energy-efficient with dynamic power-saving features.

* Supports intelligent building networks with high-density PoE++ and smart O&M.

Huawei markets it as ideal for low-carbon, intelligent deployments, per official materials.

QUESTION 22

Which of the following Huawei CloudEngine switches is the modular access switch with the highest density in the industry?

- A. CloudEngine S16700
- B. CloudEngine S8700
- C. CloudEngine S7700
- D. CloudEngine S12700E

Correct Answer: B

Section:

Explanation:

* CloudEngine S8700 -- Offers the highest port density among modular access switches (e.g., 48 x 10GE + PoE++), as claimed by Huawei.

* S16700, S7700, S12700E -- These are core or aggregation switches, not access-focused with comparable density.

Huawei's documentation highlights S8700's industry-leading access density.

QUESTION 23

WLAN is a wireless local area network constructed using wireless technologies, including Wi-Fi, infrared, Bluetooth, ZigBee, etc.

- A. TRUE
- B. FALSE

Correct Answer: A

Section:

Explanation:

A WLAN (Wireless Local Area Network) uses various wireless technologies:

* Wi-Fi -- The primary technology (e.g., Huawei AirEngine).

* Infrared, Bluetooth, ZigBee -- Less common but technically part of WLAN ecosystems, especially in IoT contexts.

Huawei's training confirms WLAN's broad definition, though Wi-Fi dominates enterprise use.

QUESTION 24

By 2023, Huawei's contributions to Wi-Fi 7 standards have reached 22.9%, ranking No. 1 in the industry.

- A. TRUE
- B. FALSE

Correct Answer: A

Section:

Explanation:

Huawei claims a 22.9% contribution to Wi-Fi 7 (IEEE 802.11be) standards by 2023, leading the industry in patents and proposals. This is backed by their active role in the Wi-Fi Alliance and technical advancements like Wi-Fi Shield, as per official statements.

QUESTION 25

Huawei Wi-Fi Shield: Only target users can parse signals, ensuring zero eavesdropping on user information.

- A. TRUE
- B. FALSE

Correct Answer: A

Section:

Explanation:

Wi-Fi Shield in Huawei's Wi-Fi 7:

- * Encrypts and modulates signals so only authorized devices can decode them.
- * Prevents eavesdropping by rendering data unreadable to outsiders.

This anti-eavesdropping feature is a cornerstone of Huawei's Wi-Fi 7 security, per documentation.

QUESTION 26

What are the strengths of Huawei being named a leader in Gartner's Magic Quadrant in 2024?

- A. Experience-centric network configuration and management: The iMaster NCE-Campus network management platform provides experience-centric wired and wireless LAN service quality and network assurance services
- B. Strong product portfolio: Huawei has a robust wired and wireless product portfolio that continuously monitors connectivity to increase performance and stability
- C. Huawei's Wi-Fi products are more popular
- D. The prices of Huawei products are competitive

Correct Answer: A, B

Section:

Explanation:

Huawei's 2024 Gartner Magic Quadrant leadership stems from:

- * Experience-centric management -- iMaster NCE-Campus delivers QoS and assurance for wired/wireless networks.
- * Strong product portfolio -- Includes CloudEngine, AirEngine, and NetEngine, enhancing performance and stability.
- * Popularity and pricing -- While true, these are subjective and not cited as primary reasons in Huawei's official Gartner-related claims.

QUESTION 27

Wireless lays a solid foundation for enterprise digital transformation.

- A. TRUE
- B. FALSE

Correct Answer: A

Section:

Explanation:

Wireless technologies (e.g., Wi-Fi 7, 5G) enable mobility, IoT, and scalability, foundational to digital transformation. Huawei emphasizes this with AirEngine and CloudCampus solutions, per official docs.

QUESTION 28

Networks are constantly evolving, and network development supports emerging scenarios. What are the emerging applications that Wi-Fi 7 can support compared to the previous generation of Wi-Fi?

- A. Immersive education
- B. Hybrid work with multiple applications
- C. 4K conferencing
- D. Production automation

Correct Answer: A, B, C, D

Section:

Explanation:

Wi-Fi 7 (802.11be) supports:

- * Immersive education -- VR/AR with low latency.
- * Hybrid work -- Multi-app concurrency with high throughput.
- * 4K conferencing -- Stable, high-bandwidth video.
- * Production automation -- Real-time IoT and robotics control.

These exceed Wi-Fi 6 capabilities, as per Huawei's Wi-Fi 7 documentation.

QUESTION 29

Which of the following rapid developments mark the maturity of the Wi-Fi 7 ecosystem?

- A. Ever-maturing standardization
- B. Ever-decreasing terminal users
- C. Ever-expanding market
- D. Ever-growing ecosystem

Correct Answer: A, C, D

Section:

Explanation:

Wi-Fi 7 ecosystem maturity includes:

- * Ever-maturing standardization -- IEEE 802.11be finalization.
- * Ever-expanding market -- Growing adoption in enterprises.
- * Ever-growing ecosystem -- More devices and vendors supporting Wi-Fi 7.
- * Ever-decreasing terminal users -- Incorrect; user base is increasing.



QUESTION 30

Currently, the Wi-Fi 7 ecosystem is mature. How many countries does 6 GHz cover?

- A. 60+
- B. 50+
- C. 40+
- D. 70+

Correct Answer: A

Section:

Explanation:

Wi-Fi 7 leverages the 6 GHz band, and by 2023/2024, over 60 countries have allocated this spectrum, per Huawei's claims and Wi-Fi Alliance updates, marking ecosystem maturity.

QUESTION 31

Wi-Fi 7 provides as best connections as wired and extends from workplaces to production spaces, unlocking more innovative use cases.

- A. TRUE
- B. FALSE

Correct Answer: A

Section:

Explanation:

Wi-Fi 7 offers wired-like performance (e.g., 30 Gbps throughput, low latency) via technologies like 320 MHz channels and Multi-Link Operation (MLO), extending to production scenarios like automation, as per Huawei's vision.

QUESTION 32

What are the two drivers for the arrival of the Wi-Fi 7 era?

- A. Technology
- B. User
- C. Application
- D. Price

Correct Answer: A, C

Section:**Explanation:**

- * Technology -- Advances like 320 MHz channels and MLO drive Wi-Fi 7.
- * Application -- Demand for 4K, VR, and automation pushes adoption.
- * User and Price -- Secondary factors; tech and apps are primary drivers per Huawei.

QUESTION 33

Which of the following industry requirements on networks driven by digital transformation are correct?

- A. Large enterprise: zero interruptions during the concurrency of hybrid services
- B. Public services (government): no wireless signal leakage to outside the building
- C. Healthcare: zero-waiting mobile medical image reading anytime, anywhere
- D. Education: no video freezing and no dizziness in case of 4K and 8K HD images



Correct Answer: A, C, D

Section:**Explanation:**

Huawei identifies these industry-specific needs:

- * Large enterprise -- Zero interruptions for hybrid services (e.g., SD-WAN ensures uptime).
- * Healthcare -- Zero-waiting mobile imaging requires low-latency Wi-Fi 7 networks.
- * Education -- No freezing or dizziness in 4K/8K video demands high bandwidth and QoS.
- * Public services (government) -- While security is key, "no signal leakage" is not a primary requirement in Huawei's docs; focus is on encryption, not containment.

QUESTION 34

Huawei's AirEngine Wi-Fi 7 models support indoor, outdoor, and IoT scenarios.

- A. TRUE
- B. FALSE

Correct Answer: A

Section:**Explanation:**

Huawei's AirEngine Wi-Fi 7 APs (e.g., AirEngine 8760) are versatile:

- * Indoor -- High-density office deployments.
- * Outdoor -- Ruggedized models for external use.

* IoT -- Integrated IoT protocols (e.g., BLE, ZigBee) via modular expansions.
This broad coverage is a key feature in Huawei's Wi-Fi 7 portfolio.

QUESTION 35

Which of the following are industries with sales opportunities for NetEngine AR?

- A. Large enterprise
- B. Government
- C. Finance
- D. Catering & retail
- E. Energy

Correct Answer: A, B, C, D, E

Section:

Explanation:

The NetEngine AR series (access routers) targets multiple industries, as outlined in the HCSA-Sales-IP Network V6.0:

Large enterprise: For branch connectivity and SD-WAN.

Government: For secure e-government WANs.

Finance: For reliable, high-security branch networks.

Catering & retail: For distributed retail SD-WAN solutions.

Energy: For industrial IoT and remote site connectivity.

All these industries are identified as key markets due to the AR series' versatility in SD-WAN, security, and branch networking applications.

QUESTION 36

Huawei CloudEngine S16800 switches are only for storage networks.

- A. TRUE
- B. FALSE

Correct Answer: B

Section:

Explanation:

The CloudEngine S16800 is a high-performance data center switch, not limited to storage networks. Per the HCSA-Sales-IP Network V6.0, it supports diverse workloads, including computing, storage, and cloud services, with features like high forwarding capacity (e.g., 3.6 Tbps per slot) and low-latency design. While it excels in storage scenarios (e.g., SANs), its versatility extends to general-purpose data center networking, making the 'only' restriction false.

QUESTION 37

Which of the following are Huawei NetEngine routers' sales strategies?

- A. Focus on cloud-network and network digital transformation in developing countries
- B. For electric power and transportation, focus on SDH/EoS, OT/IT network digital transformation, easy O&M, network slicing for critical services, and 50 ms protection switchover
- C. OTT players speed up construction in markets. Cloud backbone solutions focus on accelerating provisioning, optimizing bandwidth, and simplifying protocols
- D. Focus on construction of infrastructure like national broadband and e-government in developing countries
- E. For IAP, mini-BRAS can be deployed with OLT, saving space and providing large table size for more subscribers
- F. On a MAN, NetEngine routers have high reliability, large bandwidth, and high performance

Correct Answer: A, B, C, D, E, F

Section:



Explanation:

The HCSA-Sales-IP Network V6.0 outlines NetEngine routers' sales strategies across various markets:

- A: Targets digital transformation in developing regions with cloud-network integration.
 - B: Focuses on power/transport with specific features like 50 ms switchover and network slicing.
 - C: Addresses OTT needs with optimized cloud backbone solutions.
 - D: Emphasizes infrastructure projects like broadband and e-government.
 - E: Offers mini-BRAS for IAPs, enhancing subscriber capacity.
 - F: Highlights MAN reliability and performance.
- All are verified strategies per Huawei's documentation.

QUESTION 38

Oil and gas signal bearer network is not the target market of Huawei NetEngine routers.

- A. TRUE
- B. FALSE

Correct Answer: B

Section:

Explanation:

Huawei NetEngine routers explicitly target the oil and gas industry for signal bearer networks, as noted in the HCSA-Sales-IP Network V6.0. These routers provide reliable, high-bandwidth connectivity for remote oil/gas sites, supporting industrial IoT and operational technology (OT) integration. The statement is false since oil and gas is a key market.

QUESTION 39

Which of the following provide sales opportunities for Huawei NetEngine routers?

- A. National broadband (traditional backbone)
- B. Oil and gas signal bearer network
- C. Signal bearer network for train GSM-R /LTE-R network
- D. IXP (P or PE node)
- E. Education backbone NREN

Correct Answer: A, B, C, D, E

Section:

Explanation:

The HCSA-Sales-IP Network V6.0 identifies these as sales opportunities for NetEngine routers:

- A: Backbone for national broadband projects.
 - B: Oil/gas signal bearer networks.
 - C: Train signaling (GSM-R/LTE-R).
 - D: Internet Exchange Points (IXP) as P/PE nodes.
 - E: National Research and Education Networks (NREN).
- All are confirmed markets.

QUESTION 40

Which of the following are SASE capabilities?

- A. Secure O&M: rapid threat handling
- B. Endpoint security: high-precision threat detection
- C. Branch security: high-performance protection



D. Networking capability: ultra-large networking

Correct Answer: A, B, C, D

Section:

Explanation:

Huawei's Secure Access Service Edge (SASE) capabilities, per the HCSA-Sales-IP Network V6.0, include:

A: Secure O&M for fast threat mitigation.

B: Endpoint security with precise detection.

C: Branch security with robust protection.

D: Ultra-large networking for scalability.

All are integral to Huawei's SASE framework.

QUESTION 41

The campus network connects people and things on a campus. Which of the following applications can a campus network support?

A. Smart access control

B. Projector

C. Video conference

D. Automatic clock-in/out

Correct Answer: A, B, C, D

Section:

Explanation:

Comprehensive and Detailed in Depth Explanation:

A campus network is designed to interconnect devices, people, and applications within a defined geographical area such as a university, enterprise, or office campus. According to the HCSA-Sales-IP Network V6.0 training, Huawei's campus network solutions support a wide range of applications to enhance connectivity, productivity, and automation.

Smart access control (A): This is supported through integration with IoT devices and security systems, enabling features like biometric or card-based entry systems managed over the network.

Projector (B): Campus networks facilitate the connection of multimedia devices like projectors for presentations and educational purposes, often through wireless or wired connectivity.

Video conference (C): Huawei's campus solutions emphasize high-bandwidth and low-latency networks, critical for real-time video conferencing applications, a key feature in modern enterprises.

Automatic clock-in/out (D): This is enabled through network-connected time management systems, often integrated with IoT and employee tracking solutions.

All four options are explicitly supported by Huawei's campus network architecture, as outlined in the training materials under the section on campus network application scenarios.

QUESTION 42

What experience assurance solutions does Huawei provide?

A. VIP experience assurance

B. Energy saving

C. Application experience assurance

D. Visualized O&M

Correct Answer: A, C, D

Section:

Explanation:

Comprehensive and Detailed in Depth Explanation:

Huawei's experience assurance solutions focus on enhancing user and application performance within network environments. The HCSA-Sales-IP Network V6.0 documentation highlights the following:

VIP experience assurance (A): This ensures prioritized network performance for critical users (e.g., executives or key clients) through QoS (Quality of Service) policies and traffic management, a key feature of Huawei's intelligent network solutions.

Energy saving (B): While Huawei incorporates energy-saving technologies (e.g., in switches and routers), it is not categorized as an "experience assurance solution." It falls under sustainability features rather than direct user/application experience enhancement.

Application experience assurance (C): This involves optimizing application performance through technologies like application-based traffic steering and latency reduction, a core component of Huawei's network management offerings.

Visualized O&M (D): Operations and Maintenance (O&M) visualization provides real-time network monitoring and analytics, ensuring a proactive approach to maintaining user experience, as supported by tools like iMaster NCE-Campus.

Thus, A, C, and D are the correct answers as per Huawei's focus on experience assurance.

QUESTION 43

Huawei CloudEngine S12700E series switches have redundancy design for key components, providing 90% reliability.

- A. TRUE
- B. FALSE

Correct Answer: B

Section:

Explanation:

Comprehensive and Detailed in Depth Explanation:

The Huawei CloudEngine S12700E series switches are high-end campus core switches designed for reliability and high availability. According to the HCSA-Sales-IP Network V6.0 documentation, these switches feature a redundancy design for key components such as power supplies, fans, and control boards, ensuring no single point of failure. The claim of "90% reliability" is misleading and incorrect. Huawei specifications state that the CloudEngine S12700E series achieves carrier-grade reliability, typically exceeding 99.999% uptime (five nines), far surpassing 90%. The 90% figure does not align with Huawei's official reliability metrics for this product, making the statement false.

QUESTION 44

Which of the following are not the key NEs in Huawei EasyBranch solution?

- A. Cost-effective, 2+2 Wi-Fi 6 AP AirEngine 5762-10
- B. Hyper-converged gateway NetEngine AR5710-S
- C. AR6000V
- D. Plug-and-play S5731-L-RU

Correct Answer: C

Section:

Explanation:

Huawei's EasyBranch solution is designed for simplified branch networking, and its key network elements (NEs) are detailed in the HCSA-Sales-IP Network V6.0:

A: AirEngine 5762-10 is a Wi-Fi 6 AP, a core component for wireless access.

B: NetEngine AR5710-S is a hyper-converged gateway, central to EasyBranch's all-in-one design.

D: S5731-L-RU is a plug-and-play switch, supporting scalability and deployment ease.

C: AR6000V is not part of EasyBranch; it's a higher-end router for larger-scale WAN scenarios, not branch-specific solutions.

Thus, AR6000V is not a key NE in EasyBranch.

QUESTION 45

Which of the following is not the benefit of Huawei EasyBranch solution?

- A. Ultra-stable reliability
- B. Hyper-convergence: all-in-one design
- C. Easy deployment: multiple deployment modes and ESN-free deployment
- D. Easy scalability: plug-and-play and configuration-free

Correct Answer: A



Section:

Explanation:

'Ultra-stable reliability' is considered a foundational expectation rather than a differentiating or specifically highlighted benefit in the marketing and feature focus of the Huawei EasyBranch solution when compared to the other options. The EasyBranch solution's core value proposition focuses more on simplicity, convergence, and ease of deployment and scalability.

QUESTION 46

Huawei data center provides general-purpose computing solutions and intelligent computing solutions.

- A. TRUE
- B. FALSE

Correct Answer: A

Section:

Explanation:

Huawei's data center portfolio, as per the HCSA-Sales-IP Network V6.0, includes both general-purpose computing solutions (e.g., traditional server and storage integration) and intelligent computing solutions (e.g., AI-driven platforms like Atlas). While the question focuses on 'data center,' Huawei's CloudFabric solution ties these into networking, supporting both types of computing workloads. The statement is true, reflecting Huawei's dual focus in data center offerings.

