

Huawei.H19-321.v2026-09-29.q100

Exam Code:	H19-321
Exam Name:	HCS-Pre-Sale-Service Solution(Huawei Certified Pre-sales Specialist Service Solution)
Certification Provider:	Huawei
Free Question Number:	100
Version:	v2026-09-29
# of views:	177
# of Questions views:	1000
https://www.exam-tests.com/H19-321-exam/Huawei.H19-321.v2026-09-29.q100.html	

NEW QUESTION: 1

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

- A. Customers have purchased maintenance services and do not need to purchase online preferential services
- B. GSM-R new networks must bundle network premium services
- C. GSM-R Optimization Services and Planning and Design Services are sold in packages and cannot be split
- 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: (SHOW ANSWER)

NEW QUESTION: 2

Huawei's service migration solution is divided into three main scenarios, which is the error?

()

- A. P2V
- B. V2V
- C. Internal migration of HUAWEI CLOUD platform
- D. Migrate between cloud platforms of other vendors

Answer: D (LEAVE A REPLY)

NEW QUESTION: 3

SmartMigration is primarily used for:

- A. Non-disruptive data migration between storage arrays

- B. User authentication
- C. Network load balancing
- D. Backup encryption

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 4

Huawei's vocational certification certificate has a certification validity period, and after the expiration of the certification validity period, HCIE students must pass again Written tests and interviews are required to regain HCIE certification.

- A. True
- B. False

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 5

What service offerings are not included in the Customer Support Service in the UniSTAR SCT Configurator? (Multiple choice)

- A. Device health check
- B. AntiDDoS Remote Emergency Response Service
- C. Video Conferencing Assurance Service
- D. Software Premium Support Services
- E. Media retention
- F. On-site service

Answer: A,B,D,E,F ([LEAVE A REPLY](#))

NEW QUESTION: 6

Which of the following are common customer pain points that presales solutions aim to solve?

(Multiple choice)

- A. Lack of scalability
- B. High operational costs
- C. Excessive product features
- D. Poor system reliability

Answer: A,B,D ([LEAVE A REPLY](#))

NEW QUESTION: 7

Is Huawei Co-Care service a maintenance service solution jointly provided to customers by Huawei and more than a few CSPs?

- A. 5
- B. 3
- C. Certification level
- D. 4

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 8

What is the redundancy capability of TiEr3 data centers?

- A. Online maintenance
- B. redundancy
- C. essential
- D. fault tolerance

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 9

What is the main function of a Configurator tool in project quotation?

- A. Automatically generate valid, priced solution configurations
- B. Perform network security scans
- C. Only track shipping status
- D. Manage customer complaints

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 10

What is incorrect about Hi-care maintenance and Co-care maintenance services?

- A. Hi-care maintenance can be resold by channels
- B. Hi-care maintenance is delivered directly by Huawei to customers
- C. Co-care maintenance is sold and delivered to customers by channel
- D. Co-care Maintenance can also be purchased through certified channels and resold

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 11

Where there are GRM-R network evaluation and optimization service opportunities:

- A. Insufficient network coverage
- B. Network interference is severe
- C. The assessment indicators are not up to standard
- D. Device hardware failure
- E. New GSM-R/eLTE network

Answer: A,B,C,E ([LEAVE A REPLY](#))

NEW QUESTION: 12

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

- A. Service design
- B. Expert support services
- C. O&M services
- D. Optimize services

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 13

What is the primary purpose of a Proof of Concept (POC) in the presales process?

- A. Finalize contract terms
- B. Replace the need for a quotation
- C. Train end users
- D. Validate solution feasibility in customer's environment

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 14

In order to meet the all-round talent development needs of customers, it is difficult to achieve the training strength of Huawei's original factory, so what cooperation power does Huawei have? (Multiple choice)

- A. Huawei Technology Forum
- B. Vocational and Technical College of Communication Industry
- C. Huawei Authorized Training Center

Answer: A,B,C ([LEAVE A REPLY](#))

NEW QUESTION: 15

What aspects of major event guarantee service (on-site duty) includes (multiple choice)

- A. Emergency plan preparation
- B. Inspections are carried out prior to the guarantee service
- C. Submit a service summary report
- D. On-site spare parts guarantee (optional service).
- E. On-site experts are on duty

Answer: A,B,C,D,E ([LEAVE A REPLY](#))

NEW QUESTION: 16

Huawei's training and certification services include (multiple choice)

- A. Training for IT professionals
- B. Management training
- C. Huawei certification training
- D. Industry ICT technology and business training

Answer: ([SHOW ANSWER](#))

Valid H19-321 Dumps shared by BraindumpsPass.com for Helping Passing H19-321 Exam! BraindumpsPass.com now offer the **newest H19-321 exam dumps**, the BraindumpsPass.com H19-321 exam **questions have been updated** and **answers**

have been corrected get the **newest** BraindumpsPass.com H19-321 dumps with Test Engine here: <https://www.braindumpsPass.com/Huawei/H19-321-practice-exam-dumps.html> (302 Q&As Dumps, **40%OFF** Special Discount: **Exam-Tests**)

NEW QUESTION: 17

What methods does UniSTAR SCT Configurator support for maintenance service quotation?

(Multiple choice)

- A. Manual insertion
- B. and equipment mixed quotes
- C. Generated by a device quote
- D. Create service quotes separately
- E. Configurator manual quote summary

Answer: A,B,C,D ([LEAVE A REPLY](#))

NEW QUESTION: 18

data center L1 integration services of self-delivery and cooperative delivery is a combination of sales.

- A. True
- B. False

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 19

The industry customer network environment is complex, the business is not the same, the demand for training courses is not the same, in the case of standardized courses do not meet customer needs, Huawei training and certification services can provide customized training for customers to confirm delivery?

- A. Bid and customer needs list
- B. Equipment BOQ and quotation
- C. Customized training proposals
- D. Standard Course Training Proposal

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 20

What about the wrong description of the FusionInsight MPPDB database?

- A. Extremely scalable, can manage hundreds of nodes
- B. Support for multiple database systems
- C. does not support sql specifications
- D. Can handle petabytes and large-scale data

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 21

Which one is not included in the business migration evaluation survey? (Multiple choice)

- A. Application-level disaster recovery
- B. Business-level disaster recovery
- C. Data-level disaster recovery
- D. Data center-level disaster recovery

Answer: [\(SHOW ANSWER\)](#)

NEW QUESTION: 22

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 [\(LEAVE A REPLY\)](#)

NEW QUESTION: 23

What are the benefits of IP network evaluation optimization services for customers? (Multiple choice)

- A. Reduce operational costs
- B. End-to-end ICT planning and design capabilities
- C. Increase network availability
- D. Improve network performance

Answer: [\(SHOW ANSWER\)](#)

NEW QUESTION: 24

Huawei's career certification system is based on years of experience in ict talent training and understanding of industry development, based on the ict industry chain talent personal career development cycle, with levels of vocational and technical certification IP, IT, CT and ICT fusion technology certification system; the only ICT all-technology certification system.

- A. True
- B. False

Answer: A [\(LEAVE A REPLY\)](#)

NEW QUESTION: 25

What are the benefits of IP network planning and design services for customers? (Multiple choice)

- A. Provide a long-term evolution roadmap for the customer network to achieve "rational planning and successful implementation"

- B.** Ensure that the customer's business is efficient
- C.** Through the rational planning, design and implementation of the customer's target network, effectively control the customer network life cycle
- D.** Based on the customer's business/application development goals, the elasticity, flexibility ratio and reliability of the target network architecture are constructed to improve the operation efficiency of the enterprise

Answer: A,C,D ([LEAVE A REPLY](#))

NEW QUESTION: 26

What benefits can customers get by purchasing Huawei customer support services?

(Multiple choice)

- A.** Timely access to reliable spare parts to reduce network O&M risks
- B.** Enable customers to focus on their core business and maximize the benefits of their ICT investments
- C.** Provide unified customer support interface and efficient processes to improve customer operation and maintenance management efficiency
- D.** Timely discover potential hidden dangers in the network and prevent problems before they occur
- E.** Perfect spare parts support system, timely meet customer spare parts needs, reduce the customer's own spare parts reserve costs
- F.** Reduce network outages and reduce the impact of accidents

Answer: A,B,C,D,E,F ([LEAVE A REPLY](#))

NEW QUESTION: 27

Which one is not included in the business migration assessment survey?

- A.** System performance parameters
- B.** IT organizational structure
- C.** Computer room environment
- D.** IT system configuration

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 28

For non-distributed products, which of the following customer support service products is a controlled sale? (Multiple choice)

- A.** Basic maintenance
- B.** Gold + Maintenance
- C.** Single repair service
- D.** Standard maintenance
- E.** Standard + maintenance

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 29

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 ([LEAVE A REPLY](#))

NEW QUESTION: 30

Which are advantages of a converged data center architecture? (Multiple choice)

- A. Improved resource utilization
- B. Reduced deployment complexity
- C. Guaranteed zero downtime forever
- D. Simplified management

Answer: A,B,D ([LEAVE A REPLY](#))

NEW QUESTION: 31

What are the service components that ip network planning and design service products do not include?

- A. Target network planning and design
- B. Implementation design
- C. Migrate the design
- D. Customer needs analysis

Answer: B ([LEAVE A REPLY](#))

Valid H19-321 Dumps shared by BraindumpsPass.com for Helping Passing H19-321 Exam! BraindumpsPass.com now offer the **newest H19-321 exam dumps**, the BraindumpsPass.com H19-321 exam **questions have been updated** and **answers have been corrected** get the **newest** BraindumpsPass.com H19-321 dumps with Test Engine here: <https://www.braindumpspass.com/Huawei/H19-321-practice-exam-dumps.html> (302 Q&As Dumps, **40%OFF** Special Discount: **Exam-Tests**)

NEW QUESTION: 32

In principle, maintenance services are sold according to service packages, and Hi-Care or Co-Care maintenance service packages are the smallest sales particles and cannot be sold separately.

- A. True
- B. False

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 33

What service content is not included in the data migration service?

- A. Migration implementation
- B. Scheme design
- C. Business issuance
- D. Information Gathering

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 34

The redundancy capability of the TiEr4 data center is ().

- A. Online maintenance
- B. essential
- C. fault tolerance
- D. redundancy

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 35

The following () belongs to the self-developed products of the energy base product line (multiple choice)

- A. Air conditioning between rows
- B. NEtECo monitoring system
- C. Ups
- D. Chillers

Answer: A,B,C ([LEAVE A REPLY](#))

NEW QUESTION: 36

The product warranty policy stipulates that the starting time of the equipment warranty period is calculated as follows: from the date of shipment ninety (90) days or the date of the buyer's first application for repair services, and the minimum repair starts.

- A. False
- B. True

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 37

What aspects of customers need to be paid attention to in the maintenance sales process? (Multiple choice)

- A. The degree of dependence on the vendor
- B. Network importance
- C. The level of attention paid to the service
- D. Budget of funds

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 38

Which of the following maintenance service packages provide 7*10*ND spare parts pre-replacement (spare parts first) service? (Multiple choice)

- A. gold medal
- B. silver medal
- C. Gold+
- D. Standard+
- E. standard
- F. Silver+

Answer: D,E ([LEAVE A REPLY](#))

NEW QUESTION: 39

Which of the following are typical drivers for customers adopting managed/outsourced IT services? (Multiple choice)

- A. Desire to increase headcount
- B. Access to specialized skills
- C. Cost predictability
- D. Focus on core business

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 40

the correct statement about on-site support services is ().

- A. In the case of problems that cannot be effectively solved through remote technical support, arrange for engineers to provide on-site problem handling services
- B. On-site service includes on-site spare parts replacement and on-site problem handling
- C. For situations where the location requires a hardware replacement to resolve the issue, arrange for an engineer to perform an on-site hardware replacement
- D. In the case of purchasing an on-site service maintenance package, priority is given to solving the problem through on-site service

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 41

How many links does Huawei HCIE certification include? (Multiple choice)

- A. Experimental machine test
- B. Written
- C. interview

Answer: A,B,C ([LEAVE A REPLY](#))

NEW QUESTION: 42

What is the quotation method of integrated project management?

- A. Configurator
- B. Standard manual quotation
- C. SCT

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 43

Which statement about SmartMigration and business continuity is correct?

- A. It can be used to migrate data with minimal service interruption
- B. It cannot support LUN type changes
- C. It only works for backup data
- D. It always requires full business downtime

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 44

backup solution quotation evaluation needs to consider which factors (multiple choice)

- A. The number of backup management servers
- B. The amount of data backed up
- C. Number of app and database clients | Number of backup clients

Answer: A,B,C ([LEAVE A REPLY](#))

NEW QUESTION: 45

Huawei Technologies Service Co., Ltd. has the qualification of professional contracting of building intelligent engineering.

- A. Level 3
- B. Grade 2
- C. Grade One

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 46

What are the three typical scenarios of FusionCuBE? (Multiple choice)

- A. Database acceleration (all-in-one, HANA all-in-one).
- B. Storage resource pooling
- C. Office cloudification (desktop cloud all-in-one).
- D. Virtual pooling (virtualized appliances).

Answer: A,B,C,D ([LEAVE A REPLY](#))

BraindumpsPass.com H19-321 exam **questions have been updated** and **answers have been corrected** get the **newest** BraindumpsPass.com H19-321 dumps with Test Engine here: <https://www.braindumpsPass.com/Huawei/H19-321-practice-exam-dumps.html> (302 Q&As Dumps, **40%OFF** Special Discount: **Exam-Tests**)

NEW QUESTION: 47

When is it most appropriate to introduce service sales for IP network project service expansion?

- A. Customer project establishment
- B. After the customer establishes the project
- C. After the customer tender
- D. Customer project in progress

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 48

When guiding customer training needs, which of the following is not a factor that needs to be considered?

- A. The model number of the device involved
- B. The technical ability level of the participants
- C. Number of customer participants
- D. Customer training staff preferences

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 49

What are the advantages of Co-Care service () (multiple choice)

- A. Quick access to original factory resources, including platforms, IT tools, and advanced expert resources
- B. Based on the original maintenance delivery management standards, Co-Care field service delivery is more standardized
- C. Rich localized delivery resources familiar with the customer's business

Answer: A,B,C ([LEAVE A REPLY](#))

NEW QUESTION: 50

How many years is the validity period of Huawei's junior engineer and senior engineer certificate?

- A. 2
- B. 4
- C. 3
- D. 1

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 51

MagicCube-Small Machine Migration X86 Migration Scenario includes small machine migration to X86 hardware platform or small computer migration to cloud computing platform.

- A. True
- B. False

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 52

the competitors of energy base products are not included.

- A. Schneider
- B. IBM
- C. Emerson
- D. Emacon

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 53

Co-Care standard maintenance services are sold to CSPs () drills and above.

- A. Certification level
- B. 3 drills
- C. 5 diamonds
- D. 4 diamonds

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 54

What is the primary purpose of a Solution Architect in the presales process?

- A. Manage warehouse inventory
- B. Handle customer billing disputes
- C. Design a technical solution that meets customer requirements
- D. Sign the final contract

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 55

The PUE value is the ratio of the overall power consumption of the computer room to ().

- A. IT equipment consumes power
- B. Air conditioning consumes electricity
- C. Lighting consumes electricity
- D. UPS hole power

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 56

The characteristics of Huawei's professional certification can be represented by "CAN", and the following pairs are "C" in "CAN" The English alphabet is understood correctly Is it?

A. Certificate (certified).

B. Cover

C. Complete

D. Convergence

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 57

Which of the following best explains why cloud technology teams can be difficult to acquire quickly (relevant to ITO opportunity)?

A. Cloud skills are identical to traditional IT skills

B. Cloud skills are not required for data center operations

C. There is an oversupply of cloud engineers

D. Specialized cloud skills are in high demand and short supply

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 58

The quotation submitted when the PRM system places an order is.

A. Total consignment shipment price

B. Huawei shipment price

C. Cooperative unit quotation

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 59

Which of the following sales scenarios does not require a separate maintenance service?

A. Server products require 3 years of Gold+ service

B. Storage products require 5 years of standard + maintenance services

C. Digital Solution products require 1 year of standard maintenance services

D. Digital Communication products require 1 year of basic maintenance service

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 60

Our high-end storage OceanStore18000 comes with the warranty service for?

A. 3 Year basic

B. 3 Year Silver+

C. 3 Year Standard+

D. 3 Year Gold+

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 61

When a customer purchases and maintains a set of S5500T storage devices, the main control frame is allowed to purchase gold + maintenance package, and the hard disk frame is allowed to purchase standard + maintenance package.

A. False

B. True

Answer: A ([LEAVE A REPLY](#))

Valid H19-321 Dumps shared by BraindumpsPass.com for Helping Passing H19-321 Exam! BraindumpsPass.com now offer the **newest H19-321 exam dumps**, the BraindumpsPass.com H19-321 exam **questions have been updated** and **answers have been corrected** get the **newest** BraindumpsPass.com H19-321 dumps with Test Engine here: <https://www.braindumpsPass.com/Huawei/H19-321-practice-exam-dumps.html> (302 Q&As Dumps, **40%OFF** Special Discount: **Exam-Tests**)

NEW QUESTION: 62

What services are included in the performance management service? (Multiple choice)

A. Visual monitoring of performance

B. User experience reviews

C. Network optimization

D. Fault demarcation and localization

Answer: A,B,D ([LEAVE A REPLY](#))

NEW QUESTION: 63

How many optional modules does the IP planning and design service product include?

A. 3

B. 1

C. 4

D. 2

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 64

Huawei's enterprise product technology training takes the service life cycle as the design bus, and there are corresponding courses to meet the learning needs of students in three stages: planning, design, implementation, and operation.

A. True

B. False

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 65

data center L1 integration project main customer type (multiple choice)

- A. Traffic customers
- B. Large enterprise customers
- C. Government customers
- D. Internet customers

Answer: B,C,D ([LEAVE A REPLY](#))

NEW QUESTION: 66

What is the name of Huawei's SNS service solution?

- A. Software Services
- B. Software Support & Services
- C. Software Subscriptions & Assurance
- D. Service & Support

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 67

Which of the following are common presales deliverables? (Multiple choice)

- A. Solution proposal
- B. High-level design (HLD)
- C. Bill of materials (BOM)
- D. Final invoice

Answer: A,B,C ([LEAVE A REPLY](#))

NEW QUESTION: 68

belongs to the data center L1 integration service interface is.

- A. electric
- B. correspondence
- C. Land planning
- D. Civil

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 69

The currently released Hi-Care maintenance service package does not involve any of the following field service levels.

- A. 7x24x4
- B. 7x10xND
- C. 5x10x4
- D. 7x24xND

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 70

In the configuration result interface of the UniSTAR SCT configurator, "Insert a service part."

"What service offerings does the feature support?"

- A. Install the service
- B. Media retention service
- C. Dedicated support services
- D. Technical Support Services

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 71

At present, SmartNOS service has become a unified brand of which of the following services?

- A. Maintenance
- B. Solution Implementation Services
- C. Elevate your service
- D. Planning and design services

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 72

Compared with other certifications in the industry, Huawei attaches great importance to the project experience and hands-on ability of engineers, so which link is added to the HCIE exam?

- A. Panel interview
- B. Project experience presentation
- C. Development testing
- D. Learner discussion

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 73

What are the following service contents that are not part of the SmartNOS service product?

- A. Network optimization
- B. Spare parts go first
- C. Change support
- D. Log analysis

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 74

What is not included in the content of the cloud infrastructure solution implementation service?

- A. Business issuance
- B. Verify the service

- C. Consult planning
- D. Implementation and co-commissioning services

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 75

In the configuration result interface of the UniSTAR SCT configurator, "Insert a service part." "What service offerings does the feature support?"

- A. Dedicated support services
- B. Technical Support Services
- C. Install the service
- D. Media retention service

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 76

Which statement about cloud data center growth as a strategic opportunity for ITO is INCORRECT?

- A. It reduces demand for skilled cloud engineers
- B. It creates centralized operational risk
- C. It requires new operations models
- D. It drives adoption of new technologies

Answer: A ([LEAVE A REPLY](#))

Valid H19-321 Dumps shared by BraindumpsPass.com for Helping Passing H19-321 Exam! BraindumpsPass.com now offer the **newest H19-321 exam dumps**, the BraindumpsPass.com H19-321 exam **questions have been updated** and **answers have been corrected** get the **newest** BraindumpsPass.com H19-321 dumps with Test Engine here: <https://www.braindumpspass.com/Huawei/H19-321-practice-exam-dumps.html> (302 Q&As Dumps, **40%OFF** Special Discount: **Exam-Tests**)

NEW QUESTION: 77

What is the tool platform for remote network management services?

- A. E-care
- B. Service-turbo
- C. AMS5000
- D. RMS platform

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 78

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

- A. P2V/V2V service migration service
- B. Cloud Computing Integration Services - Solution Implementation
- C. Desktop Cloud Integration Services - Solution Implementation
- D. Desktop Cloud VM Service Provisioning - Solution Implementation

Answer: A,B,C,D ([LEAVE A REPLY](#))

NEW QUESTION: 79

What is a key advantage of combining SmartMigration with SmartVirtualization during a storage system upgrade?

- A. Eliminates need for any planning
- B. Enables smoother, lower-risk migration to new storage systems
- C. Requires manual data copy via external drives
- D. Guarantees zero cost

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 80

L1 integration project development personnel are not included.

- A. Product Manager
- B. Service business
- C. Service/Service Solution Manager
- D. Account Manager

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 81

Which service items in co-care gold maintenance services are responsible for the delivery of channel partners. (Multiple choice)

- A. On-site problem handling
- B. Service Support Plans & Reports
- C. Hardware support (7*24*4H).
- D. Remote support
- E. Device health check
- F. On-site hardware replacement

Answer: A,B,E,F ([LEAVE A REPLY](#))

NEW QUESTION: 82

Which type of disaster recovery plan does not include?

- A. Storage virtualization of the mirroring scheme
- B. Dual-active solution
- C. Synchronous replication scenario for disk display
- D. High availability scheme based on local display layer

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 83

Huawei Enterprise Network China Data Center L1 Integration Service Project Contract Level (A).

- A. is integrated
- B. Total integration

Answer: [\(SHOW ANSWER\)](#)

NEW QUESTION: 84

Huawei Senior Management Training is a series of courses summarized by Huawei's senior consultants from Huawei's many years of management practice, so which of the following content is not included?

- A. Management innovation
- B. Business innovation
- C. Top-level design
- D. corporate culture

Answer: B [\(LEAVE A REPLY\)](#)

NEW QUESTION: 85

the current situation of traditional professional subcontracting (multiple choice)

- A. Customers need to communicate more
- B. The subcontractors are independent of each other
- C. The subcontractors are divided from each other
- D. Simple to manage

Answer: A,B,C [\(LEAVE A REPLY\)](#)

NEW QUESTION: 86

the needs and challenges of data center L1 construction (multiple choice)

- A. Weak management
- B. Poor flexibility
- C. Inefficient
- D. Long construction

Answer: [\(SHOW ANSWER\)](#)

NEW QUESTION: 87

When providing customers with evaluation optimization projects, network evaluation does not need to charge professional service fees.

- A. True
- B. False

Answer: B [\(LEAVE A REPLY\)](#)

NEW QUESTION: 88

What are the following outputs of IP network planning and design services? (Multiple choice)

- A. Gap/risk analysis report
- B. Web presentation feasibility assessment report
- C. Requirements analysis/modeling scenarios
- D. Network migration/implementation

Answer: (SHOW ANSWER)

NEW QUESTION: 89

Huawei Data Center L1 Procurement Platform Advantages (Multiple Choice)

- A. Strict production to buy platform
- B. Quality service providers
- C. Flexible local buying platform
- D. Supply of self-developed equipment

Answer: A,B,C,D (LEAVE A REPLY)

NEW QUESTION: 90

The total integration mode can be completed by one bidding.

- A. True
- B. False

Answer: A (LEAVE A REPLY)

NEW QUESTION: 91

Backup service process, excluding the following ().

- A. On-site delivery
- B. Experimental mode
- C. Modernization
- D. Research and evaluation

Answer: C (LEAVE A REPLY)

Valid H19-321 Dumps shared by BraindumpsPass.com for Helping Passing H19-321 Exam! BraindumpsPass.com now offer the **newest H19-321 exam dumps**, the BraindumpsPass.com H19-321 exam **questions have been updated** and **answers have been corrected** get the **newest** BraindumpsPass.com H19-321 dumps with Test Engine here: <https://www.braindumpspass.com/Huawei/H19-321-practice-exam-dumps.html> (302 Q&As Dumps, **40%OFF** Special Discount: **Exam-Tests**)

NEW QUESTION: 92

Optical network evaluation optimization service is the main service of transmission professional services, as long as it includes three major service products: WDM network evaluation optimization, SDH network evaluation optimization, and microwave network evaluation optimization.

A. True

B. False

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 93

Which of the following services is not included in the equipment health check service?

A. Device evaluation optimization

B. System health audit

C. Device environmental check

D. Run status checks

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 94

Data Center L1 Layer Business Preparation Phase Objective () (Multiple Choice)

A. Develop a reasonable and efficient construction plan

B. Do a good job in technical communication and training before construction

C. Clarify existing contract interfaces and output services

D. Subcontract Key Point Tips

E. Prepare construction resources and environment

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 95

Which of the following is not part of the SDH network assessment?

A. Discrete business assessment

B. The circuit provides capability evaluation

C. Channel flatness assessment

D. Device protection statistics

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 96

IP planning and design service can provide planning and design solutions for servers, storage and other network equipment.

A. False

B. True

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 97

FusionInsight MPPDB is best described as:

- A. A distributed, SQL-compliant massively parallel processing database
- B. A single-node relational database
- C. A file compression utility
- D. A NoSQL-only key-value store

Answer: A (LEAVE A REPLY)

NEW QUESTION: 98

As an important type of training course in Huawei's training and certification system, which category does advanced technical special training belong to in the corresponding service life cycle?

- A. Design training
- B. Planning class training
- C. Optimization class training
- D. Implementation class training

Answer: C (LEAVE A REPLY)

NEW QUESTION: 99

What is not the key point of data center L1 total integration service expansion?

- A. Project initiation phase
- B. Brand operation
- C. Operational optimization recommendations
- D. Competition-based bid guidance

Answer: C (LEAVE A REPLY)

NEW QUESTION: 100

Huawei's evaluation and optimization service products can help customers improve network performance and drive product sales.

- A. False
- B. True

Answer: B (LEAVE A REPLY)

Valid H19-321 Dumps shared by BraindumpsPass.com for Helping Passing H19-321 Exam! BraindumpsPass.com now offer the **newest H19-321 exam dumps**, the BraindumpsPass.com H19-321 exam **questions have been updated** and **answers have been corrected** get the **newest** BraindumpsPass.com H19-321 dumps with Test Engine here: <https://www.braindumpsPASS.com/Huawei/H19-321-practice-exam-dumps.html> (302 Q&As Dumps, **40%OFF** Special Discount: **Exam-Tests**)

