



HW-ST

HCSA - PRESALES – STORAGE

DURATION	LEVEL	TECHNOLOGY	DELIVERY METHOD	TRAINING CREDITS
2 Days	Pre-Sales	Storage	VILT	Huawei Learning Vouchers

INTRODUCTION

The Huawei Certified Specialist – Associate (HCSA): Presales-Storage certification is targeted at the sales of Huawei IT storage products. The curriculum includes, but is not limited to the status and market trends of storage products, features, solution highlights and industry application.

With HCSA-Presales-Storage certification, you will demonstrate a basic understanding of general requirements of customers and typical application scenarios of the products and position Huawei storage products more easily.

AUDIENCE PROFILE

- This course is intended for individuals who are engaged in positioning and selling Huawei IT storage solutions.
- For Huawei channel partners that wishes to build Pre Sales capabilities

PREREQUISITES

Before attending this course, delegates should have a basic knowledge of storage terminology, and storage solutions. Knowledge can be acquired by:

- Completing Mecer Inter-Ed's 5 day HCIA-Storage course
- Alternatively, complete the on demand eLearning HCSA-Presales-Storage modules: 001 to 007, on Huawei partner university's eLearning portal.
- It is recommended that delegates attending have access to Huawei's eDesigner and SCT platforms prior to attending the course

COURSE OBJECTIVES

On completion of this course, participants should be able to:

- Position Huawei enterprise storage products and solutions
- Satisfy customer's general business requirements

COURSE CONTENT

Lesson 1 : Huawei OceanStor Dorado All-Flash Storage Systems

Lesson 2: Huawei OceanStor V5 Series Hybrid Flash Storage Systems

Lesson 3: Huawei OceanStor Distributed Storage – Pacific Series

Lesson 4: Huawei OceanStor Hyper Series Software

Lesson 5: Huawei OceanStor Smart Series Software

Lesson 6: Huawei eDesigner & SCT Tools Pre-Sales Training

ASSOCIATED CERTIFICATIONS & EXAM

The pre-sales specialist certification and the associated course is designed for Huawei channel partners, to introduce and position Huawei products and solutions. The certification validates employee proficiency at addressing customer queries, understands typical application scenarios of the products, sales bidding and quotation requests.

Exam #H19-308 is associated with the HCSA-Presales-Storage certification. Candidates can expect roughly 60-70 questions to complete within 90 minutes (time-based).