

HW-PS-IPNW



HCSA – PRESALES – IP NETWORK

DURATION	LEVEL	TECHNOLOGY	DELIVERY METHOD	TRAINING CREDITS
3 Days	Pre-Sales	IP Networks	ILT/VILT	Huawei Learning vouchers accepted

INTRODUCTION

The Huawei Certified Specialist Associate (HCSA): Presales-IP Network certification is about the pre-sales (leading, selling and designing) of Huawei products and solutions. The curriculum covers Huawei campus Switches, Data Center Switches, Enterprise Routers, WLAN products, network management product features and highlights, basic business functions, park network structure, Huawei basic configuration and deployment of IP products and lastly, typical application scenarios.

AUDIENCE PROFILE

This course is intended for individuals who are engaged in selling Huawei Enterprise IP Network products, including Routing & Switching, Wireless and Security products:

PREREQUISITES

- Possess basic knowledge of IP networks (OSI / TCP/UDP/IP and common ethernet technologies)
- Familiar with common network devices of data communication
- Familiar with Huawei Enterprise IP network products, including: Switches, WLAN, Routers, Security etc.
- 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:

- Describe Huawei's enterprise network solutions
- Describe hardware features and highlights of Huawei's series switches
- Understand Huawei's switch application scenarios and sales policy
- Describe hardware features and highlights of Huawei series routers
- Understand Huawei's router application scenarios and sales policy
- Understand Wi-Fi 6 key technologies
- Describe hardware features and highlights of WLAN products
- Understand Huawei's Wireless Solution
- Understand WLAN product application scenarios and sales policy
- Describe hardware features and highlights of Huawei's security products
- Understand Huawei security product application scenarios and sales policy
- Apply eDesigner & SCT tools in configuration and quotation
- Apply DemoCloud platform in POC demonstration.

COURSE CONTENT

Lesson 1 : Data Communication Network Basics

Lesson 2 : Overview of Huawei Enterprise Datacom Solutions

- Huawei Data Communication Business
- Products and Solutions

Lesson 3: Huawei Campus Switch Products:

- Campus LAN Technology Trend
- CloudEngine S-series Switch Introduction
- CloudEngine S-series Switch Highlight
- CloudEngine S-series Switch Evolution

Lesson 4: Huawei WLAN Products and Solution:

- Trends and Challenges of Enterprises' Digital Services
- Development and Values of Wi-Fi 6 (802.11ax) Standards

- Huawei AirEngine Wi-Fi 6 Product Overview
- Cutting-Edge Technologies of Huawei AirEngine Wi-Fi 6 Products

Lesson 5: Huawei DataCenter Network Products and Solution:

- Data Center Network Trends
- CloudEngine Switch Product Introduction
- CloudFabric 3.0 Autonomous Driving Network
- CloudFabric 3.0 Ethernet for Storage Network
- CloudFabric 3.0 Ethernet for HPC Network
- Market Progress

Lesson 6: Huawei NetEngine AR Products and Solution

- Trends and Challenges of Enterprises' Gateway
- Introduction to NetEngine AR Series Routers
- Highlights of NetEngine AR Series Routers

- Typical AR deployment scenarios in different industries

Lesson 7: Huawei CloudWAN Products and Solution

- Scenarios and Trends in WAN
- Introduction to Huawei NetEngine Series Routers
- WAN Solution Highlights and Industrial Application
- Huawei NetEngine Router Reference

Lesson 8: Huawei Cyber Security Products and Solution

- Network Security Trend & Pain Points
- Huawei Security Products
- Huawei Security Solution

Lesson 9: Huawei Pre-Sales Tools Introduction - SCT

ASSOCIATED CERTIFICATIONS & EXAM

The pre-sales specialist certification 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.

The HCSA-Presales-IP Network certification exam # H19-301 is targeted at the sale of Huawei enterprise network IP datacom products. With a HCSA-Presales-IP Network certification, you are able demonstrate a good understanding of Huawei IP datacom products and the personalized needs of customers. In addition, able to demonstrate IP datacom product designing capability.