



HW-HCPPST

HUAWEI CERTIFIED SPECIALIST PROFESSIONAL: PRESALES - STORAGE

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

INTRODUCTION

The Huawei Certified Specialist – Professional (HCSP): 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 applications.

With HCSP-Presales-Storage certification, you will obtain an in-depth understanding of customer requirements and typical application scenarios of the products to position Huawei storage products more easily.

AUDIENCE PROFILE

- This course is intended for sales professionals who are engaged in positioning and selling Huawei IT storage solutions.
- For Huawei channel partners that wish to build pre-sales capabilities

PREREQUISITES

It is highly advisable to have completed the HCSA-Presales-Storage training 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 Architecture & Key Technologies

Lesson 2: Huawei OceanStor Reliability & Disaster Recovery Solutions

Lesson 3: Huawei OceanStor Distributed Storage Architecture

Lesson 4: Huawei Data Management Engine (DME)

Lesson 5: Huawei Storage PoC Test Design

Lesson 6: Huawei OceanStor Hybrid Flash Storage Technologies

Lesson 7: Huawei OceanProtect Technologies & Solutions

Lesson 8: Data Center Assessment Tools

ASSOCIATED CERTIFICATIONS & EXAM

Exam #H19-338 is associated with the HCSP-Presales-Storage V3.0 certification.