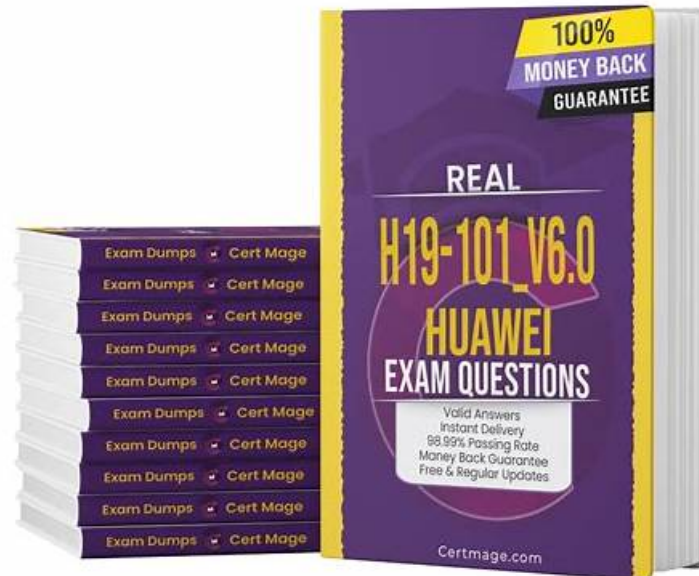


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Huawei HCSA-Sales-IP Network V6.0 Sample Questions (Q35-Q40):

NEW QUESTION # 35

In which industries are there sales opportunities for Huawei campus switches?

- A. Education
- B. ISP
- C. Large enterprise
- D. Government
- E. Hospital
- F. Aviation

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

Explanation:

Huawei campus switches, such as the CloudEngine S-series, are designed to meet diverse networking needs across multiple industries. According to HCSA-Sales-IP Network V6.0, sales opportunities are explicitly identified in large enterprises (for robust internal networks), hospitals (for reliable healthcare IT systems), ISPs (for service provider infrastructure), government (for secure and scalable public sector networks), education (for campus-wide connectivity), and aviation (for airport and airline operations). These industries benefit from the switches' high performance, reliability, and intelligent management features, making all listed options (A through F) correct answers. References: HCSA-Sales-IP Network V6.0, Section on Campus Switch Applications and Industry Scenarios.

NEW QUESTION # 36

Huawei does not offer firewalls for DCN security.

- A. FALSE
- B. TRUE

Answer: A

Explanation:

Huawei provides HiSecEngine and USG firewalls for data center network (DCN) security, countering the statement.

NEW QUESTION # 37

Huawei S8700 series switches support innovative optical-electrical PoE and provide 600 m ultra-long distance 60 W PoE++.

- A. TRUE
- B. FALSE

Answer: A

Explanation:

The Huawei CloudEngine S8700 series switches are highlighted in HCSA-Sales-IP Network V6.0 for their innovative optical-electrical PoE technology, which integrates optical fiber and electrical power delivery. This feature supports ultra-long-distance PoE++ (Power over Ethernet Plus Plus) up to 600 meters at 60 W, enabling powering of devices like APs and cameras over extended distances. This capability is a key differentiator for the S8700 series, making the statement true and A the correct answer. References: HCSA-Sales-IP Network V6.0, CloudEngine S8700 Series Switch Specifications.

NEW QUESTION # 38

What are the advantages of Huawei CloudEngine S12700E switches?

- A. 4.8 Tbps per slot for super-strong forwarding, building a Wi-Fi 6 high-speed channel
- B. Ultra-large buffer and HQoS scheduling, ensuring user experience of key applications
- C. Support for low-rate legacy ports, such as E1, T1, POS, etc.
- D. Redundancy design for key components, providing 99.999% reliability
- E. Control and switching separation architecture, enabling on-demand configuration and flexible capacity expansion

Answer: A,B,D,E

Explanation:

The CloudEngine S12700E is a flagship campus core switch, and its advantages are detailed in the HCSA-Sales-IP Network V6.0: A: Offers 4.8 Tbps per slot, supporting high-speed Wi-Fi 6 deployments with robust forwarding capacity.

- C: Features redundant power supplies and key components, achieving 99.999% reliability (five-nines uptime).
- D: Includes ultra-large buffers and Hierarchical QoS (HQoS) for low-latency, high-quality application performance.
- E: Uses a control and switching separation architecture for flexibility and scalability.

NEW QUESTION # 39

In the success story of financial branches, why does the bank introduce SD-WAN to its branches?

- A. The bank has 1250 branches, and its annual private line fees are high (US\$500/year @ 30 Mbps private line vs. US\$50/year @ Internet link)
- B. At 1250 branch sites of the bank, new services need to be manually rolled out, leading to a heavy workload and long network provisioning period (several weeks)
- C. The bank just wants to keep up with the SD-WAN evolution trend
- D. The bank has a large budget and is willing to purchase new technologies and devices

Answer: A,B

Explanation:

Huawei's financial branch case study cites:

*High private line costs - SD-WAN reduces costs (US\$500 vs. US\$50).

*Manual rollout delays - SD-WAN automates provisioning, cutting weeks to minutes.

*Trend and budget - Not primary drivers per the success story.

NEW QUESTION # 40

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