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Huawei H19-102_V2.0 (HCSA-Sales-Transmission & Access V2.0) Certification Exam is a certification exam offered by Huawei, a leading global provider of information and communications technology (ICT) solutions. The H19-102_V2.0 Exam is designed to validate the skills and knowledge of professionals who are involved in the sales of Huawei's transmission and access products. H19-102_V2.0 exam tests the candidates' understanding of Huawei's solutions and services, as well as their ability to meet the needs of customers.

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The H19-102_V2.0 certification exam covers a wide range of topics, including Huawei's transmission and access product portfolio, sales strategies, and customer requirements. Individuals who pass the exam demonstrate a deep understanding of Huawei's transmission and access products and are equipped with the necessary skills to effectively sell these products to customers. The H19-102_V2.0 Certification is highly valued in the industry as it demonstrates an individual's proficiency in selling Huawei's transmission and access products, enhancing their career prospects and opening up new opportunities for them in the market.

Huawei HCSA-Sales-Transmission & Access V2.0 Sample Questions (Q46-Q51):

NEW QUESTION # 46

Which of the following are highlights of the Network-Level WebGUI?

- A. Whole network perspective
- B. Simple and efficient
- C. Network dimension O&M

Answer: A,B,C

Explanation:

Huawei's Network-Level WebGUI offers key features that improve network management efficiency:

#Simple and Efficient - Provides an easy-to-use graphical interface that simplifies network configuration and monitoring.

#Whole Network Perspective - Offers a real-time view of all network devices and connections, enabling faster troubleshooting.

#Network Dimension O&M - Integrates O&M (Operations & Maintenance) functionalities for proactive fault detection and network optimization.

Thus, the correct answers are A, B, and C.

NEW QUESTION # 47

PON is short for Passive Optical Network. It is a point-to-multipoint (P2MP) access mode.

- A. FALSE
- B. TRUE

Answer: B

Explanation:

PON, or Passive Optical Network, is a telecom technology that uses fiber optics and passive components (e.

g., splitters) to deliver broadband access. According to HCSA-Sales-Transmission & Access documentation, PON operates in a point-to-multipoint (P2MP) topology, where a single Optical Line Terminal (OLT) at the service provider's end connects to multiple Optical Network Units (ONUs) or Optical Network Terminals (ONTs) at customer premises via a shared optical distribution network (ODN). This distinguishes it from point-to-point (P2P) systems, which dedicate a fiber per user. The statement accurately describes PON's definition and architecture, making it TRUE.

NEW QUESTION # 48

Which of the following information needs to be obtained before network design?

- A. Layout (include cabling)
- B. Project Background and Scope
- C. Construction period
- D. Project Scenario
- E. Service types and bandwidth requirements

Answer: A,B,D,E

Explanation:

Network design for Campus OptiX or DCI requires, per HCSA-Sales-Transmission & Access:

Project Background and Scope (A): Context and objectives.

Service types and bandwidth requirements (B): Defines capacity needs.

Project Scenario (C): Determines solution type (e.g., hotel, education).

Layout (include cabling) (E): Physical planning.

Construction period (D): Implementation detail, not design prerequisite.

Thus, A, B, C, and E are correct.

NEW QUESTION # 49

Can partners gain a higher profit margin from the Campus OptiX (POL) solution?

- A. NO
- B. YES

Answer: B

Explanation:

Huawei's Campus OptiX (POL) solution offers higher profit margins for partners due to the following reasons:

#Reduced Cabling and Equipment Costs - Since POL uses a single fiber infrastructure, it reduces hardware and installation costs, increasing margins.

#Lower O&M Costs - With a passive network, there are fewer active components, reducing maintenance expenses and improving long-term profitability.

#Faster Deployment = Faster Revenue - POL enables quick service deployment, allowing partners to scale operations efficiently. Thus, partners can achieve a higher profit margin using Campus OptiX (POL) solutions.

NEW QUESTION # 50

eSight can manage both IP and POL equipment in Campus OptiX solution.

- A. FALSE
- **B. TRUE**

Answer: B

Explanation:

eSight is Huawei's network management system (NMS) designed to provide centralized management for various network elements. In the context of the Campus OptiX solution, HCSA-Sales-Transmission & Access documents confirm that eSight supports converged management of both IP-based equipment (e.g., switches, routers) and POL components (e.g., OLTs, ONUs). This capability enables unified monitoring, configuration, and fault detection across the hybrid IP+POL architecture, enhancing operational efficiency. The statement is consistent with eSight's documented functionality, making it TRUE.

NEW QUESTION # 51

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