ATMIC NETWORKS
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Question: 1

Which of the following are new demands for data communication networks in the all-intelligence era?

A. Network security: threat elimination at anywhere

B. DCN: AI and cloud computing

C. WAN: mission-critical service connectivity

D. Campus network: fully-wireless and video-oriented

Answer: A, B, C, D

Explanation:

In the all-intelligence era, data communication networks face evolving demands driven by digital transformation, AI integration, and intelligent connectivity. Huawei's HCSA-Sales-IP Network documentation highlights these new requirements:

- Network security: threat elimination at anywhere – With cyber threats becoming ubiquitous, networks must proactively eliminate risks at all points, aligning with Huawei's HiSec security solutions.
- DCN: AI and cloud computing – Data Center Networks (DCNs) must support AI-driven workloads and cloud computing scalability, as seen in Huawei's CloudEngine series.

- WAN: mission-critical service connectivity – Wide Area Networks (WANs) need to ensure uninterrupted connectivity for critical services, a key feature of Huawei's NetEngine routers and SD- WAN solutions.
- Campus network: fully-wireless and video-oriented – Campus networks are shifting toward fully wireless architectures (e.g., Wi-Fi 7) and must support high-bandwidth video applications, as emphasized in Huawei's CloudCampus solution.

These demands reflect the transition to intelligent, secure, and high-performance networks, as outlined in Huawei's official training materials.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 1: Industry Trends and Network Evolution.

Question: 2

Which of the following are Huawei datacom network solution portfolios?

A. NetEngine series WAN routers

B. HiSecEngine series security gateways

C. AirEngine series Wi-Fi APs

D. CloudEngine series campus switches

Answer: A, B, C, D

Explanation:

Huawei's datacom network solution portfolios encompass a wide range of products designed for various network scenarios:

- NetEngine series WAN routers – These are Huawei's flagship WAN routers (e.g., NetEngine AR, 8000 series) for enterprise branch connectivity and SD-WAN.
- HiSecEngine series security gateways – These provide advanced security features like firewalls and threat detection, integral to Huawei's HiSec framework.
- AirEngine series Wi-Fi APs – Huawei's Wi-Fi 6 and Wi-Fi 7 access points (e.g., AirEngine 8760) cater to wireless campus and enterprise needs.

- CloudEngine series campus switches – These switches (e.g., CloudEngine S12700E, S8700) are designed for high-performance campus networks.

Additionally, the Network Digital Map (for visualized O&M) and CloudEngine series data center switches (e.g., CloudEngine 16800) are part of Huawei's portfolio, though not listed in the options. Since the question asks for portfolios and all listed options are correct, they are all included.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 2: Huawei Datacom Product Portfolio.

Question: 3

Which of the following fields do Huawei datacom products cover?

A. Network management

B. Campus network

C. Data center network

D. Metro router

E. Antivirus software

F. Network security

Answer: A, B, C, D, F

Explanation:

Huawei's datacom products span multiple domains:

- Network management – Tools like iMaster NCE provide centralized management and O&M.
- Campus network – CloudEngine switches and AirEngine APs address campus connectivity.
- Data center network – CloudEngine data center switches (e.g., CloudEngine 16800) support DCNs.
- Metro router – NetEngine series routers serve metro network scenarios.

- Network security – HiSecEngine gateways and USG firewalls ensure security across networks.
- Antivirus software – Huawei does not produce standalone antivirus software; this is not part of their datacom portfolio, which focuses on hardware and network-layer security solutions.

This aligns with Huawei's comprehensive datacom strategy excluding standalone software like antivirus.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 3: Datacom Product Coverage.

Question: 4

What are the three experience upgrades of Huawei High-Quality 10 Gbps CloudCampus Solution?

A. Wireless experience upgrade
B. Simplified architecture upgrade
C. O&M experience upgrade
D. Application experience upgrade

Answer: A, C, D

Explanation:

Huawei's High-Quality 10 Gbps CloudCampus Solution focuses on enhancing user and operational experiences:

- Wireless experience upgrade – Leverages Wi-Fi 7 and AirEngine APs for seamless, high-speed wireless access.
- O&M experience upgrade – Uses iMaster NCE-Campus for intelligent, visualized operations and maintenance.
- Application experience upgrade – Ensures optimal performance for applications like 4K video and VR with QoS and bandwidth assurance.
- Simplified architecture upgrade – While Huawei emphasizes streamlined designs, it's not explicitly listed as one of the three core experience upgrades in official documentation, which prioritizes wireless,

O&M, and application enhancements.

This reflects Huawei's focus on user-centric improvements in the Wi-Fi 7 era.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 4: CloudCampus Solution Overview.

Question: 5

Huawei campus network digital map can implement real-time visualized O&M and dynamic energy saving.

A. TRUE

B. FALSE

Answer: A

Explanation:

Huawei's Network Digital Map, integrated into the iMaster NCE-Campus platform, provides:

- Real-time visualized O&M – Offers a graphical view of network status, device health, and traffic in real time.
- Dynamic energy saving – Adjusts power consumption dynamically based on traffic patterns and usage, reducing energy costs.

This feature is a key highlight of Huawei's campus network solutions, enabling efficient management and sustainability, as confirmed in official materials.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 4.3: Network Digital Map Features.

Question: 6

Huawei High-Quality 10 Gbps CloudCampus is the preferred choice for your digital and intelligent journey.

A. TRUE

B. FALSE

Answer: A

Explanation:

Huawei positions its High-Quality 10 Gbps CloudCampus as the ideal solution for enterprises embarking on digital and intelligent transformation. It integrates Wi-Fi 7, 10 Gbps switches (e.g., CloudEngine S12700E), and intelligent O&M via iMaster NCE, delivering high bandwidth, low latency, and scalability. This aligns with Huawei's marketing and technical claims in their HCSA documentation, making it a preferred choice for modern enterprises.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 4: CloudCampus Solution

Benefits.

Question: 7

Huawei Wi-Fi 7 offers a unique technology called Wi-Fi Shield to upgrade security protection. Only authorized terminals can correctly parse data, and valid data is completely hidden from illegal users, achieving anti-eavesdropping.

A. TRUE

B. FALSE

Answer: A

Explanation:

Huawei's Wi-Fi 7 introduces Wi-Fi Shield, a proprietary security feature:

- Ensures only authorized devices can decrypt and parse data signals.
- Prevents eavesdropping by making data invisible to unauthorized users through advanced encryption and signal manipulation.

This technology enhances security in wireless networks, a key selling point of Huawei's AirEngine WiFi 7 APs, as detailed in official documentation.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 5.2: Wi-Fi 7 Security Features.

Question: 8

Which of the following factors does not drive campus networks to enter a new era of accelerated digitalization?

A. Threats being everywhere

B. 10X growth of audio and video traffic

C. 1000X increase of data

D. 100X terminal growth

Answer: C

Explanation:

Huawei identifies key drivers for campus network evolution:

- Threats being everywhere – Increased security risks push for advanced protection (e.g., HiSec solutions).
- 10X growth of audio and video traffic – High-bandwidth applications like 4K video drive network upgrades.
- 100X terminal growth – IoT and mobile devices necessitate scalable, wireless-centric networks.
- 1000X increase of data – While data growth is a general trend, Huawei documentation emphasizes terminal growth and traffic increases (not an exaggerated 1000X data spike) as primary campus network drivers. Thus, this is not a key factor.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 1.2: Campus Network Trends.

Question: 9

What challenges does campus network construction face in the era of digital and intelligent enterprise transformation?

A. Complex network architecture, difficult to integrate dedicated networks

B. Gigabit networks cannot meet new application requirements

C. The number of networks increases sharply, causing high security risks

D. There are challenges in ensuring O&M efficiency

Answer: A, C, D

Explanation:

Huawei outlines these challenges in campus network construction:

- Complex network architecture, difficult to integrate dedicated networks – Legacy and new systems create integration issues.
- The number of networks increases sharply, causing high security risks – More endpoints and networks elevate vulnerabilities.
- There are challenges in ensuring O&M efficiency – Manual operations struggle to keep up with scale and complexity.
- Gigabit networks cannot meet new application requirements – While a concern, Huawei emphasizes 10 Gbps upgrades (not gigabit limitations) as the solution, making this less of a highlighted challenge.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 4.1: Campus Network Challenges.

Question: 10

CloudEngine S12700 is the highest-performance campus core switch in the era of 400 Gbps campus networks.

A. TRUE

B. FALSE

Answer: A

Explanation:

The CloudEngine S12700E (not S12700 in some newer docs, assuming a typo) is Huawei's flagship campus core switch, designed for 400 Gbps networks. It offers:

- High forwarding capacity (up to 44.8 Tbps).
- Support for 400GE ports, aligning with the 400 Gbps era.

Huawei markets it as the industry's highest-performance campus core switch, a claim supported by its technical specs in official materials.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 4.4: CloudEngine S12700E Specs.

Question: 11

Huawei CloudEngine S12700E series switches have redundancy design for key components, providing reliability.

A. TRUE

B. FALSE

Answer: A

Explanation:

The CloudEngine S12700E series features:

- Redundant power supplies, fans, and control modules.
- Hot-swappable components to ensure zero downtime.

This redundancy design enhances reliability, a critical selling point for campus core switches in Huawei's documentation.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 4.4: CloudEngine S12700E Reliability Features.

Question: 12

Which of the following Huawei CloudEngine switches can be used in industrial scenarios?

A. CloudEngine S7700

B. CloudEngine S5735I-S-V2

C. CloudEngine S6750-H

D. CloudEngine S5735-L-V2

Answer: B

Explanation:

Huawei's industrial-grade switches are built for harsh environments (e.g., extreme temperatures, dust):

- CloudEngine S5735I-S-V2 – Designed for industrial use with enhanced durability and temperature tolerance (-40°C to 70°C).

- CloudEngine S7700, S6750-H, S5735-L-V2 – These are primarily for campus or data center scenarios, not industrial-grade per Huawei's specs.

The S5735I-S-V2 is explicitly marketed for industrial applications in official docs.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 4.5: Industrial Switch Portfolio.

Question: 13

Which of the following CloudEngine switch series is not a modular series?

A. CloudEngine S5735-L

B. CloudEngine S12700E

C. CloudEngine S16700

D. CloudEngine S8700

E. CloudEngine S7700

Answer: A

Explanation:

- Modular series allow hardware expansion (e.g., additional ports):

o CloudEngine S12700E, S16700, S8700, S7700 – All support modular designs.

- CloudEngine S5735-L – A fixed-configuration switch, not modular, designed for simpler deployments.

Huawei's documentation distinguishes fixed vs. modular switches, confirming S5735-L as non- modular.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 4.4: Switch Series Classification.

Question: 14

What key features do Huawei CloudEngine S series switches have, making them perfect for building a high-quality 10 Gbps campus network in the Wi-Fi 7 era?

A. Energy saving

B. Bandwidth assurance

C. Smart architecture

D. Top-notch security

Answer: A, B, C, D

Explanation:

Huawei CloudEngine S series switches (e.g., S12700E, S8700) support:

- Energy saving – Dynamic power adjustments reduce consumption.
- Bandwidth assurance – 10 Gbps and 400GE ports ensure high throughput.
- Smart architecture – AI-driven features and flexible designs optimize performance.
- Top-notch security – Integrated with HiSec for threat protection.

These features align with Wi-Fi 7's high-speed, secure requirements, as per Huawei's CloudCampus narrative.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 4.4: CloudEngine S Series Features.

Question: 15

Huawei CloudEngine S8700 series switches have an innovative optical-electrical PoE function. Which of the following features are supported by the switches?

A. Up to 100 m long-distance, 60 W (PoE++) power supply

B. Up to 300 m ultra-long-distance, 60 W (PoE++) power supply

C. Up to 300 m long-distance, 30 W (PoE+) power supply

D. Up to 100 m long-distance, 30 W (PoE+) power supply

Answer: B

Explanation:

The CloudEngine S8700 series offers an optical-electrical PoE function:

- Supports up to 300 m ultra-long-distance with 60 W (PoE++), leveraging hybrid fiber-copper cables.
- Outperforms standard PoE (100 m, 30 W) and PoE++ (100 m, 60 W) limits.

This is a standout feature in Huawei's documentation for powering distant devices efficiently.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 4.4: CloudEngine S8700 PoE Specs.

Question: 16

Huawei CloudEngine S8700 series switches are ideal for low-carbon intelligent building networks.

A. TRUE

B. FALSE

Answer: A

Explanation:

The CloudEngine S8700 is designed for sustainability:

- Energy-efficient with dynamic power-saving features.
- Supports intelligent building networks with high-density PoE++ and smart O&M.

Huawei markets it as ideal for low-carbon, intelligent deployments, per official materials.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 4.4: S8700 Use Cases.

Question: 17

Which of the following Huawei CloudEngine switches is the modular access switch with the highest density in the industry?

A. CloudEngine S16700

B. CloudEngine S8700

C. CloudEngine S7700

D. CloudEngine S12700E

Answer: B

Explanation:

- CloudEngine S8700 – Offers the highest port density among modular access switches (e.g., 48 x 10GE + PoE++), as claimed by Huawei.
- S16700, S7700, S12700E – These are core or aggregation switches, not access-focused with comparable density.

Huawei's documentation highlights S8700's industry-leading access density.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 4.4: S8700 Density Specs.

Question: 18

Which of the following industry requirements on networks driven by digital transformation are correct?

A. Large enterprise: zero interruptions during the concurrency of hybrid services

B. Public services (government): no wireless signal leakage to outside the building

C. Healthcare: zero-waiting mobile medical image reading anytime, anywhere

D. Education: no video freezing and no dizziness in case of 4K and 8K HD images

Answer: A, C, D

Explanation:

Huawei identifies these industry-specific needs:

- Large enterprise – Zero interruptions for hybrid services (e.g., SD-WAN ensures uptime).
- Healthcare – Zero-waiting mobile imaging requires low-latency Wi-Fi 7 networks.
- Education – No freezing or dizziness in 4K/8K video demands high bandwidth and QoS.
- Public services (government) – While security is key, "no signal leakage" is not a primary requirement in Huawei's docs; focus is on encryption, not containment.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 1.3: Industry Requirements.

Question: 19

Huawei's AirEngine Wi-Fi 7 models support indoor, outdoor, and IoT scenarios.

A. TRUE

B. FALSE

Answer: A

Explanation:

Huawei's AirEngine Wi-Fi 7 APs (e.g., AirEngine 8760) are versatile:

- Indoor – High-density office deployments.
- Outdoor – Ruggedized models for external use.
- IoT – Integrated IoT protocols (e.g., BLE, ZigBee) via modular expansions.

This broad coverage is a key feature in Huawei's Wi-Fi 7 portfolio.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 5.1: AirEngine Wi-Fi 7 Scenarios.

Question: 20

WLAN is a wireless local area network constructed using wireless technologies, including Wi-Fi, infrared, Bluetooth, ZigBee, etc.

A. TRUE

B. FALSE

Answer: A

Explanation:

A WLAN (Wireless Local Area Network) uses various wireless technologies:

- Wi-Fi – The primary technology (e.g., Huawei AirEngine).
- Infrared, Bluetooth, ZigBee – Less common but technically part of WLAN ecosystems, especially in IoT contexts.

Huawei's training confirms WLAN's broad definition, though Wi-Fi dominates enterprise use.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 5: WLAN Basics.

Question: 21

By 2023, Huawei's contributions to Wi-Fi 7 standards have reached 22.9%, ranking No. 1 in the industry.

A. TRUE

B. FALSE

Answer: A

Explanation:

Huawei claims a 22.9% contribution to Wi-Fi 7 (IEEE 802.11be) standards by 2023, leading the industry in patents and proposals. This is backed by their active role in the Wi-Fi Alliance and technical advancements like Wi-Fi Shield, as per official statements.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 5.2: Wi-Fi 7 Leadership.

Question: 22

Huawei Wi-Fi Shield: Only target users can parse signals, ensuring zero eavesdropping on user information.

A. TRUE

B. FALSE

Answer: A

Explanation:

Wi-Fi Shield in Huawei's Wi-Fi 7:

- Encrypts and modulates signals so only authorized devices can decode them.
- Prevents eavesdropping by rendering data unreadable to outsiders.

This anti-eavesdropping feature is a cornerstone of Huawei's Wi-Fi 7 security, per documentation.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 5.2: Wi-Fi Shield Details.

Question: 23

What are the strengths of Huawei being named a leader in Gartner's Magic Quadrant in 2024?

A. Experience-centric network configuration and management: The iMaster NCE-Campus network management platform provides experience-centric wired and wireless LAN service quality and network assurance services

B. Strong product portfolio: Huawei has a robust wired and wireless product portfolio that continuously monitors connectivity to increase performance and stability

C. Huawei's Wi-Fi products are more popular

D. The prices of Huawei products are competitive

Answer: A, B

Explanation:

Huawei's 2024 Gartner Magic Quadrant leadership stems from:

- Experience-centric management – iMaster NCE-Campus delivers QoS and assurance for wired/wireless networks.
- Strong product portfolio – Includes CloudEngine, AirEngine, and NetEngine, enhancing performance and stability.
- Popularity and pricing – While true, these are subjective and not cited as primary reasons in Huawei's official Gartner-related claims.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 1.4: Gartner Recognition.

Question: 24

Wireless lays a solid foundation for enterprise digital transformation.

A. TRUE

B. FALSE

Answer: A

Explanation:

Wireless technologies (e.g., Wi-Fi 7, 5G) enable mobility, IoT, and scalability, foundational to digital transformation. Huawei emphasizes this with AirEngine and CloudCampus solutions, per official docs.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 5: Wireless Transformation Role.

Question: 25

Networks are constantly evolving, and network development supports emerging scenarios. What are the emerging applications that Wi-Fi 7 can support compared to the previous generation of Wi-Fi?

A. Immersive education

B. Hybrid work with multiple applications

C. 4K conferencing

D. Production automation

Answer: A, B, C, D

Explanation:

Wi-Fi 7 (802.11be) supports:

- Immersive education – VR/AR with low latency.
- Hybrid work – Multi-app concurrency with high throughput.
- 4K conferencing – Stable, high-bandwidth video.
- Production automation – Real-time IoT and robotics control.

These exceed Wi-Fi 6 capabilities, as per Huawei's Wi-Fi 7 documentation.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 5.2: Wi-Fi 7 Applications.

Question: 26

Which of the following rapid developments mark the maturity of the Wi-Fi 7 ecosystem?

A. Ever-maturing standardization

B. Ever-decreasing terminal users

C. Ever-expanding market

D. Ever-growing ecosystem

Answer: A, C, D

Explanation:

Wi-Fi 7 ecosystem maturity includes:

- Ever-maturing standardization – IEEE 802.11be finalization.
- Ever-expanding market – Growing adoption in enterprises.

- Ever-growing ecosystem – More devices and vendors supporting Wi-Fi 7.
- Ever-decreasing terminal users – Incorrect; user base is increasing.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 5.2: Wi-Fi 7 Ecosystem.

Question: 27

Currently, the Wi-Fi 7 ecosystem is mature. How many countries does 6 GHz cover?

A. 60+

B. 50+

C. 40+

D. 70+

Answer: A

Explanation:

Wi-Fi 7 leverages the 6 GHz band, and by 2023/2024, over 60 countries have allocated this spectrum, per Huawei's claims and Wi-Fi Alliance updates, marking ecosystem maturity.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 5.2: Wi-Fi 7 Spectrum Coverage.

Question: 28

Wi-Fi 7 provides as best connections as wired and extends from workplaces to production spaces, unlocking more innovative use cases.

A. TRUE

B. FALSE

Answer: A

Explanation:

Wi-Fi 7 offers wired-like performance (e.g., 30 Gbps throughput, low latency) via technologies like 320 MHz channels and Multi-Link Operation (MLO), extending to production scenarios like automation, as per Huawei's vision.
Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 5.2: Wi-Fi 7 Performance.

Question: 29

What are the two drivers for the arrival of the Wi-Fi 7 era?

A. Technology

B. User

C. Application

D. Price

Answer: A, C

Explanation:

- Technology – Advances like 320 MHz channels and MLO drive Wi-Fi 7.
- Application – Demand for 4K, VR, and automation pushes adoption.
- User and Price – Secondary factors; tech and apps are primary drivers per Huawei.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 5.2: Wi-Fi 7 Drivers.

Question: 30

Huawei EasyBranch solution integrates SD-WAN, firewall, and 5G into one box, reducing costs by 50%.

A. TRUE

B. FALSE

Answer: A

Explanation:

Huawei EasyBranch integrates SD-WAN, firewalls (USG), and 5G in NetEngine AR routers, reducing hardware and operational costs by up to 50% compared to separate solutions, as per official claims.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 6.3: EasyBranch Benefits.

Question: 31

Huawei NetEngine AR routers are mainly used in carrier resale scenarios. They can also be used in branch interconnection of large enterprises, government campuses, etc.

A. TRUE

B. FALSE

Answer: A

Explanation:

NetEngine AR routers are versatile:

- Primarily sold via carriers for resale.
- Also deployed in enterprise branches, government campuses, and more (e.g., SD-WAN).

This dual role is confirmed in Huawei's documentation.
Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 6.2: NetEngine AR Use Cases.

Question: 32

Which of the following is not a benefit of Huawei EasyBranch solution?

A. Hyper-convergence: all-in-one design

B. Easy deployment: multiple deployment modes and ESN-free deployment

C. Easy scalability: plug-and-play and configuration-free

D. Ultra-stable reliability

Answer: D

Explanation:

EasyBranch benefits include:

- Hyper-convergence – SD-WAN, firewall, 5G in one box.
- Easy deployment – Flexible modes, no ESN needed.
- Easy scalability – Plug-and-play design.
- Ultra-stable reliability – Not highlighted as a core benefit; focus is on cost and simplicity.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 6.3: EasyBranch Features.

Question: 33

Which of the following are key selling points of the NetEngine AR routers?

A. Application experience assurance

B. Simplified branch O&M

C. On-demand VPN interconnection

D. Secure interconnection between branches

E. Flexible switchover

Answer: A, B, C, D

Explanation:

NetEngine AR routers offer:

- Application experience assurance – QoS for app performance.
- Simplified branch O&M – Centralized management via iMaster NCE.
- On-demand VPN interconnection – Flexible VPN setup.
- Secure interconnection – IPsec and firewall integration.
- Flexible switchover – Supported but not a top selling point per docs.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 6.2: NetEngine AR Selling Points.

Question: 34

Which of the following are the main application scenarios of Huawei SD-WAN solution?

A. Interconnection of enterprise branches

B. Interconnection between enterprises and legacy MPLS sites

C. Metro backbone network

D. Access from enterprise branches to the Internet

E. Access from enterprise branches to data centers or clouds

Answer: A, B, D, E

Explanation:

Huawei SD-WAN (CloudWAN) supports:

- Enterprise branch interconnection – Core use case.
- Legacy MPLS integration – Hybrid deployments.
- Branch-to-Internet access – Direct connectivity.
- Branch-to-DC/cloud access – Cloud integration.
- Metro backbone – Not a primary SD-WAN scenario; handled by NetEngine core routers.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 6.1: SD-WAN Scenarios.

Question: 35

Multiple innovative technologies of Huawei SD-WAN solution help enterprises reduce bandwidth costs by up to 30%.

A. TRUE

B. FALSE

Answer: A

Explanation:

Huawei SD-WAN uses technologies like data compression and multi-link bonding to optimize bandwidth usage, reducing costs by up to 30%, as validated in case studies and official claims.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 6.1: SD-WAN Cost Savings.

Question: 36

Which of the following innovative technologies in Huawei SD-WAN solution help enterprises reduce bandwidth costs by up to 30%?

A. Data compression

B. Dual-link load balancing

C. Low latency

D. Multi-link bonding

Answer: A, D

Explanation:

- Data compression – Reduces data size, lowering bandwidth needs.
- Multi-link bonding – Combines links for efficient utilization.
- Dual-link load balancing, Low latency – Enhance performance but don't directly cut bandwidth costs.

Huawei highlights compression and bonding as cost-saving tech.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 6.1: SD-WAN Technologies.

Question: 37

What are the new challenges facing data center networks in the era of multi-architecture computing?

A. O&M efficiency challenges

B. Increasing end users

C. Security and reliability challenges

D. Connection performance challenges

Answer: A, C, D

Explanation:

In multi-architecture computing (AI, HPC, general-purpose):

- O&M efficiency – Complex management across architectures.
- Security and reliability – Higher stakes for uptime and protection.
- Connection performance – Demands for low latency and high throughput.
- Increasing end users – Not a DCN-specific challenge; focus is on infrastructure.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 7.1: DCN Challenges.

Question: 38

Which of the following factors is not driving data centers into the era of co-construction and comaintenance of AI computing and general-purpose computing networks?

A. Surging demand for AI computing power

B. Multi-cloud architecture evolution

C. Enterprise single-cloud strategy

D. 90% of global enterprises adopt the multi-cloud or hybrid-cloud strategy

Answer: C

Explanation:

- AI computing demand – Drives DCN evolution.
- Multi-cloud evolution – Integrates AI and general computing.
- 90% multi/hybrid-cloud adoption – Industry trend per Huawei.
- Single-cloud strategy – Counter to the multi-cloud shift, not a driver.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 7.1: DCN Trends.

Question: 39

Which of the following is not an important industry scenario of data center network?

A. Government

B. ISP

C. Hotel

D. Finance

Answer: C

Explanation:

- Government, ISP, Finance – Key DCN scenarios for e-governance, connectivity, and banking.
- Hotel – Minor scenario; DCNs are not typically critical here.

Huawei focuses on high-impact industries, not hospitality, in DCN contexts.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 7.2: DCN Scenarios.

Question: 40

Which of the following network servers are connected to the data center network?

A. Storage network
B. AI network
C. HPC network
D. General-purpose computing network

Answer: A, B, C, D

Explanation:

DCNs connect:

- Storage network – For data storage access.
- AI network – For AI workloads.
- HPC network – For high-performance computing.
- General-purpose computing network – For standard apps.

All are integral to Huawei's CloudFabric DCN solution.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 7.2: DCN Connectivity.

Question: 41

What are the sales opportunities of Huawei data center switches?

A. Oil, energy, and electric power industries, including HPC for mining

B. Aviation: data center network of the monitoring center

C. Education: university data center, regional education platform, and HPC

D. Government: e-government platform and national data centers

E. Large enterprise EDC

F. Finance industry data center network

Answer: A, C, D, E, F

Explanation:

Huawei targets:

- Oil/energy – HPC for mining.
- Education – University and regional DCNs.
- Government – E-government and national DCNs.
- Large enterprise EDC – Enterprise data centers.
- Finance – Banking DCNs.
- Aviation – Less emphasized in Huawei's primary DCN sales focus.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 7.3: DCN Sales Opportunities.

Question: 42

Which of the following layers are data center network architectures?

A. Core layer

B. External user access layer

C. Access control layer

D. Storage layer

E. Server layer

Answer: A, E

Explanation:

Huawei DCN architecture includes:

- Core layer – High-speed backbone.
- Server layer – Connects servers and storage.
- External user access, Access control, Storage – Not standard DCN layers per Huawei; these are functions, not architectural tiers.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 7.2: DCN Architecture.

Question: 43

Which of the following are highlights of Huawei CloudFabric solution?

A. 40% lower energy consumption per bit than industry average

B. Ultra-stable reliability

C. Ultra-powerful performance

D. Ultra-intelligent O&M

Answer: A, B, C, D

Explanation:

CloudFabric highlights:

- 40% lower energy consumption – Energy-efficient design.
- Ultra-stable reliability – Redundancy and fault tolerance.
- Ultra-powerful performance – High throughput (e.g., 400GE).
- Ultra-intelligent O&M – AI-driven management via iMaster NCE.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 7.2: CloudFabric Features.

Question: 44

Which of the following are key selling points of Huawei NetEngine routers?

A. Intelligent O&M
B. Large capacity
C. Full services
D. High reliability

Answer: A, B, C, D

Explanation:

NetEngine routers (e.g., AR, 8000 series):

- Intelligent O&M – Via iMaster NCE.
- Large capacity – High forwarding rates (e.g., 19.2 Tbps).

- Full services – SD-WAN, VPN, etc.
- High reliability – Redundant designs.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 6.2: NetEngine Selling Points.

Question: 45

Which of the following capabilities does the NetEngine router have?

A. 100GE/400GE convergence

B. Visualized O&M

C. SRv6/Slicing services

D. Ultra-stable reliability

Answer: A, B, C, D

Explanation:

NetEngine capabilities:

- 100GE/400GE convergence – High-speed interfaces.
- Visualized O&M – Network Digital Map integration.
- SRv6/Slicing services – Advanced traffic engineering.
- Ultra-stable reliability – Redundancy features.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 6.2: NetEngine Capabilities.

Question: 46

Huawei NetEngine routers enhanced capabilities of all series, and achieve 100% coverage in all scenarios. Which of the following capabilities are added?

A. Industry-only 220 mm deep 400GE converged router

B. Full-scenario access routers

C. Core router with up to 19.2 Tbps rate, full-service platform, and improved capacity

D. Industry's most compact high-density aggregation router

Answer: A, B, C, D

Explanation:

Enhanced NetEngine features:

- 220 mm deep 400GE router – Compact design.
- Full-scenario access routers – Versatile AR series.
- 19.2 Tbps core router – High-capacity platform.
- Compact aggregation router – Space-efficient design.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 6.2: NetEngine Enhancements.

Question: 47

Huawei CloudWAN supports network visualization on one map, improving network O&M efficiency by 40%.

A. TRUE

B. FALSE

Answer: A

Explanation:

CloudWAN integrates with iMaster NCE for a unified network map, boosting O&M efficiency by 40% through real-time visualization and automation, per Huawei's claims.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 6.1: CloudWAN Features.

Question: 48

In the WAN solution, which of the following features can implement minute-level service provisioning?

A. Hierarchical slicing

B. SRv6

C. IPv6

D. FlexE

Answer: B

Explanation:

- SRv6 – Segment Routing over IPv6 enables rapid, minute-level service provisioning by simplifying traffic paths and deployment.
- Hierarchical slicing, FlexE – Focus on bandwidth allocation, not provisioning speed.
- IPv6 – Base protocol, not a provisioning feature.

Huawei emphasizes SRv6 for fast WAN provisioning.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 6.1: WAN Technologies.

Question: 49

Huawei SecoManager is a product used for managing USG firewalls in a unified manner.

A. TRUE

B. FALSE

Answer: A

Explanation:

SecoManager is Huawei's centralized security management platform, designed to manage USG firewalls and other HiSec devices uniformly, as per official docs.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 8.2: Security Management.

Question: 50

Which Huawei network security product is used as an analyzer?

A. HiSecEngine

B. USG

C. SecoManager

D. HiSec Insight

Answer: D

Explanation:

- HiSec Insight – Huawei's security analyzer for threat detection and traffic analysis.
- HiSecEngine, USG – Gateways/firewalls, not analyzers.
- SecoManager – Management tool, not an analyzer.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 8.2: Security Products.

Question: 51

Which of the following is the security controller of Huawei network security products?

A. SecoManager
B. HiSec Endpoint
C. Qiankun
D. Sandbox

Answer: A

Explanation:

- SecoManager – Acts as the security controller, managing policies and devices.
- HiSec Endpoint, Qiankun, Sandbox – Endpoint protection, cloud platform, and sandboxing, not controllers.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 8.2: Security Architecture.

Question: 52

Huawei has been investing in technical research on security products and solutions for 24 years.

A. TRUE

B. FALSE

Answer: A

Explanation:

Huawei's security R&D began around 2000, reaching 24 years by 2024, with significant investments in HiSec and USG solutions, as per official timelines.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 8.1: Security History.

Question: 53

Huawei's enterprise network security market focuses on government, finance, education, and retail industries, as well as carrier resale SMB market.

A. TRUE

B. FALSE

Answer: A

Explanation:

Huawei targets:

- Government, finance, education, retail – Key sectors for HiSec solutions.
- Carrier resale SMB – Via USG firewalls and AR routers.

This aligns with Huawei's market strategy in official docs.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 8.3: Security Markets.

Question: 54

SASE is a solution used for protecting branch network security.

A. TRUE

B. FALSE

Answer: A

Explanation:

SASE (Secure Access Service Edge) integrates networking and security (e.g., SD-WAN, firewalls) to protect branch networks, a focus of Huawei's HiSec SASE solution.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 8.4: SASE Overview.

Question: 55

Which of the following Huawei network security products has an unknown threat detection accuracy of over 99%?

A. Huawei SecoManager

B. Huawei Anti-DDoS

C. HiSec Endpoint

D. Huawei USG AIFW

Answer: D

Explanation:

- Huawei USG AIFW – AI-powered firewall with >99% unknown threat detection via machine learning.
- SecoManager, Anti-DDoS, HiSec Endpoint – Management, DDoS defense, and endpoint security, not focused on this metric.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 8.2: USG AIFW Specs.

Question: 56

Huawei does not offer firewalls for DCN security.

A. TRUE

B. FALSE

Answer: B

Explanation:

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

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 8.2: DCN Security Solutions.

Question: 57

Which of the following is the control scheme used in the Huawei HiSec SASE solution?

A. iMaster NCE-Campus

B. SecoManager

C. Qiankun OP

D. iMaster NCE-Fabric

Answer: B

Explanation:

- SecoManager – Controls Huawei's HiSec SASE, managing security policies and devices.
- Others – Campus, cloud, or fabric controllers, not SASE-specific.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 8.4: HiSec SASE Architecture.

Question: 58

In which scenarios would Huawei firewall USG be deployed?

A. Campus network

B. VM

C. Data center network

D. Branch network

Answer: A, B, C, D

Explanation:

USG firewalls are deployed in:

- Campus network – Edge protection.
- VM – Virtualized security.
- Data center network – DCN boundary security.
- Branch network – SD-WAN integration.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 8.2: USG Deployment Scenarios.

Question: 59

What are the highlights of the Huawei HiSec SASE solution?

A. Ultra-intelligent O&M

B. Cloud: rapid threat handling

C. Endpoint: precise ransomware defense

D. Edge: highest detection performance

Answer: A, D

Explanation:

HiSec SASE highlights:

- Ultra-intelligent O&M – AI-driven management.
- Edge: highest detection performance – Superior threat detection at the edge.
- Cloud and Endpoint – Supported but not primary highlights per Huawei.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 8.4: HiSec SASE Features.

Question: 60

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. The bank just wants to keep up with the SD-WAN evolution trend

C. 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)

D. The bank has a large budget and is willing to purchase new technologies and devices

Answer: A, C

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.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 6.4: SD-WAN Case Studies.

Question: 61

Which of the following solutions belong to Huawei Datacom's Intelligent Cloud-Network Solution?

A. CloudFabric

B. HiSec

C. CloudWAN

D. IdeaHub

E. CloudCampus

Answer: A, C, E

Explanation:

Huawei's Intelligent Cloud-Network Solution is a comprehensive framework designed to address modern networking challenges across data centers, wide-area networks (WANs), and campus networks. According to the HCSA-Sales-IP Network V6.0 documentation, this solution comprises three key components:

CloudFabric: Focused on data center networking, it provides intelligent, automated, and high- performance network solutions for cloud data centers.

CloudWAN: Targets wide-area network optimization, offering intelligent routing, traffic optimization, and network visualization for distributed enterprises.

CloudCampus: Designed for campus network scenarios, it delivers intelligent, reliable, and scalable Wi-Fi and wired network solutions.

HiSec: While part of Huawei's security portfolio (e.g., HiSec firewalls), it is not categorized under the Intelligent Cloud-Network Solution; it focuses on network security rather than core networking.

IdeaHub: This is a collaboration endpoint (smart office solution), not a networking solution, and thus excluded.

The official documentation emphasizes these three pillars (CloudFabric, CloudWAN, CloudCampus) as integral to the Intelligent Cloud-Network Solution, aligning with Huawei's vision for intelligent IP networking.

Reference: HCSA-Sales-IP Network V6.0, Section on Intelligent Cloud-Network Solution.

Question: 62

In recent years, Huawei has been investing more than 20% of its annual revenue in R&D, much higher than the industry average.

A. TRUE

B. FALSE

Answer: A

Explanation:

Huawei has consistently positioned itself as an innovation-driven company, allocating significant resources to research and development (R&D). The HCSA-Sales-IP Network V6.0 materials highlight that Huawei invests over 20% of its annual revenue in R&D, a figure that exceeds the industry average (typically around 10-15% for tech companies). In 2023, for instance, Huawei's R&D expenditure was reported at approximately 23% of its revenue, supporting advancements in datacom, 5G, and AI technologies. This high investment fuels innovations like Wi-Fi 7, CloudEngine switches, and NetEngine routers, reinforcing Huawei's competitive edge. The statement is thus verified as true based on official documentation and Huawei's public financial commitments.

Reference: HCSA-Sales-IP Network V6.0, Huawei Company Overview and Innovation Strategy.

Question: 63

Huawei's vision for the datacom industry is "IP on Everything".

A. TRUE

B. FALSE

Answer: A

Explanation:

Huawei's vision for the datacom industry, as articulated in the HCSA-Sales-IP Network V6.0 documentation, is indeed "IP on Everything." This vision reflects Huawei's goal to drive ubiquitous IP connectivity across all devices, industries, and scenarios, leveraging intelligent IP networks to support digital transformation. It encompasses technologies like IPv6-

enhanced (SRv6), Wi-Fi 7, and high-performance switching/routing solutions, aiming to make IP the foundational protocol for all communications. This aligns with Huawei's broader "Intelligent World 2030" strategy, where IPbased networking underpins everything from smart cities to enterprise cloud solutions. The statement is accurate and directly supported by Huawei's official materials.
Reference: HCSA-Sales-IP Network V6.0, Section on Huawei Datacom Vision.

Question: 64

Huawei's exclusive VIP experience assurance solution uses exclusive FastPass and per-packet power control technologies to enable VIP users to enjoy dedicated lanes. Even if the network is congested, the delay can be reduced by 75%, providing an uncompromised VIP user experience.

A. TRUE

B. FALSE

Answer: A

Explanation:

Huawei's VIP experience assurance solution is a key selling point in its campus and data center networking portfolio, particularly with CloudEngine switches. The HCSA-Sales-IP Network V6.0 documentation details how this solution employs FastPass (prioritized packet processing) and perpacket power control (fine-grained QoS management) to create "dedicated lanes" for VIP users. These technologies ensure low-latency, high-priority traffic handling, even under network congestion. The claim of a 75% delay reduction is substantiated by Huawei's internal testing metrics, which showcase significant latency improvements for critical applications. This feature is especially marketed for enterprise-grade campus networks and data centers requiring premium user experiences, making the statement true.

Reference: HCSA-Sales-IP Network V6.0, CloudEngine Switch Features and QoS Section.

Question: 65

Which of the following are the selling points of Huawei campus switches?

A. On-demand target network

B. Innovative RTU

C. Low price

D. Elastic architecture

Answer: A, B, D

Explanation:

Huawei campus switches (e.g., CloudEngine S-series) are marketed with specific strengths outlined in the HCSA-Sales-IP Network V6.0:

On-demand target network: Enables flexible, intent-driven network configurations tailored to specific user needs.

Innovative RTU (Right to Use): Offers a licensing model that allows customers to activate features as needed, enhancing cost efficiency and scalability.

Elastic architecture: Supports modular designs for easy expansion and adaptation to varying network demands.

Low price: While Huawei switches are competitively priced, "low price" is not an official selling point; the focus is on value, performance, and innovation rather than being the cheapest option.

Thus, A, B, and D are the verified selling points per Huawei's documentation.

Reference: HCSA-Sales-IP Network V6.0, Campus Switch Selling Points.

Question: 66

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. Support for low-rate legacy ports, such as E1, T1, POS, etc.

C. Redundancy design for key components, providing 99.999% reliability

D. Ultra-large buffer and HQoS scheduling, ensuring user experience of key applications

E. Control and switching separation architecture, enabling on-demand configuration and flexible capacity expansion

Answer: A, C, 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.

B: Legacy port support (E1, T1, POS) is not a feature of the S12700E, which focuses on modern high-speed Ethernet interfaces rather than low-rate legacy connectivity.

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

Reference: HCSA-Sales-IP Network V6.0, CloudEngine S12700E Product Specifications.

Question: 67

What are the advantages of Huawei's CloudEngine S16700 series switches?

A. Ultra-high reliability: dual-input power supply design, ensuring normal system running upon failure of one power input

B. Innovative optical-electrical PoE

C. Ultra-large capacity: 3.6 Tbps per slot, which can scale to 14.4 Tbps in the future

D. All-new architecture: backplane-free orthogonal architecture, improving switching capacity by 50%

Answer: A, C, D

Explanation:

The CloudEngine S16700 series is a high-end switch designed for campus and data center core scenarios, with advantages per the HCSA-Sales-IP Network V6.0:

A: Features a dual-input power supply for ultra-high reliability, ensuring uptime even if one power source fails.

C: Offers 3.6 Tbps per slot, scalable to 14.4 Tbps, supporting future-proof bandwidth needs.

D: Employs a backplane-free orthogonal architecture, boosting switching capacity by 50% over traditional designs.

B: Optical-electrical PoE is not a feature of the S16700 series; it's specific to access switches like the S8700, not core switches like the S16700.

Thus, A, C, and D are correct.

Reference: HCSA-Sales-IP Network V6.0, CloudEngine S16700 Product Overview.

Question: 68

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

A. Government

B. Education

C. Aviation

D. Hospital

E. ISP

F. Large enterprise

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

Explanation:

Huawei campus switches (e.g., CloudEngine S-series) target a wide range of industries, as outlined in the HCSA-Sales-IP Network V6.0. These include:

Government: For secure, reliable e-government networks.

Education: For campus Wi-Fi and digital classrooms.

Aviation: For airport network infrastructure.

Hospital: For healthcare IT and IoT connectivity.

ISP: For scalable service provider networks.

Large enterprise: For robust, flexible enterprise campuses.

All listed industries are explicitly identified as key markets in Huawei's sales strategy for campus switches due to their demand for intelligent, high-performance networking.

Reference: HCSA-Sales-IP Network V6.0, Campus Switch Market Opportunities.

Question: 69

Which of the following are industries with sales opportunities for NetEngine AR?

A. Large enterprise

B. Government

C. Finance

D. Catering & retail

E. Energy

Answer: A, B, C, D, E

Explanation:

The NetEngine AR series (access routers) targets multiple industries, as outlined in the HCSA-Sales-IP Network V6.0:

Large enterprise: For branch connectivity and SD-WAN.

Government: For secure e-government WANs.

Finance: For reliable, high-security branch networks.

Catering & retail: For distributed retail SD-WAN solutions.

Energy: For industrial IoT and remote site connectivity.

All these industries are identified as key markets due to the AR series' versatility in SD-WAN, security, and branch networking applications.

Reference: HCSA-Sales-IP Network V6.0, NetEngine AR Market Segments.

Question: 70

Which of the following are not the key NEs in Huawei EasyBranch solution?

A. Cost-effective, 2+2 Wi-Fi 6 AP AirEngine 5762-10

B. Hyper-converged gateway NetEngine AR5710-S

C. AR6000V

D. Plug-and-play S5731-L-RU

Answer: C

Explanation:

Huawei's EasyBranch solution is designed for simplified branch networking, and its key network elements (NEs) are detailed in the HCSA-Sales-IP Network V6.0:

A: AirEngine 5762-10 is a Wi-Fi 6 AP, a core component for wireless access.

B: NetEngine AR5710-S is a hyper-converged gateway, central to EasyBranch's all-in-one design.

D: S5731-L-RU is a plug-and-play switch, supporting scalability and deployment ease.

C: AR6000V is not part of EasyBranch; it's a higher-end router for larger-scale WAN scenarios, not branch-specific solutions.

Thus, AR6000V is not a key NE in EasyBranch.

Reference: HCSA-Sales-IP Network V6.0, EasyBranch Solution Components.

Question: 71

Which of the following is not the benefit of Huawei EasyBranch solution?

A. Ultra-stable reliability

B. Hyper-convergence: all-in-one design

C. Easy deployment: multiple deployment modes and ESN-free deployment

D. Easy scalability: plug-and-play and configuration-free

Answer: A

Explanation:

"Ultra-stable reliability" is considered a foundational expectation rather than a differentiating or specifically highlighted benefit in the marketing and feature focus of the Huawei EasyBranch solution when compared to the other options. The EasyBranch solution's core value proposition focuses more on simplicity, convergence, and ease of deployment and scalability.

Question: 72

Huawei data center provides general-purpose computing solutions and intelligent computing solutions.

A. TRUE

B. FALSE

Answer: A

Explanation:

Huawei's data center portfolio, as per the HCSA-Sales-IP Network V6.0, includes both generalpurpose computing solutions (e.g., traditional server and storage integration) and intelligent computing solutions (e.g., AI-driven platforms like Atlas). While the question focuses on "data center," Huawei's CloudFabric solution ties these into networking, supporting both types of computing workloads. The statement is true, reflecting Huawei's dual focus in data center offerings.

Reference: HCSA-Sales-IP Network V6.0, Data Center Solution Overview.

Question: 73

Huawei CloudEngine S16800 switches are only for storage networks.

A. TRUE

B. FALSE

Answer: B

Explanation:

The CloudEngine S16800 is a high-performance data center switch, not limited to storage networks. Per the HCSA-Sales-IP Network V6.0, it supports diverse workloads, including computing, storage, and cloud services, with features like high forwarding capacity (e.g., 3.6 Tbps per slot) and low- latency design. While it excels in storage scenarios (e.g., SANs), its versatility extends to generalpurpose data center networking, making the "only" restriction false.

Reference: HCSA-Sales-IP Network V6.0, CloudEngine S16800 Applications.

Question: 74

Which of the following are Huawei NetEngine routers' sales strategies?

A. Focus on cloud-network and network digital transformation in developing countries

B. For electric power and transportation, focus on SDH/EoS, OT/IT network digital transformation, easy O&M, network slicing for critical services, and 50 ms protection switchover

C. OTT players speed up construction in markets. Cloud backbone solutions focus on accelerating provisioning, optimizing bandwidth, and simplifying protocols

D. Focus on construction of infrastructure like national broadband and e-government in developing countries

E. For IAP, mini-BRAS can be deployed with OLT, saving space and providing large table size for more subscribers

F. On a MAN, NetEngine routers have high reliability, large bandwidth, and high performance

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

Explanation:

The HCSA-Sales-IP Network V6.0 outlines NetEngine routers' sales strategies across various markets:

A: Targets digital transformation in developing regions with cloud-network integration.

B: Focuses on power/transport with specific features like 50 ms switchover and network slicing.

C: Addresses OTT needs with optimized cloud backbone solutions.

D: Emphasizes infrastructure projects like broadband and e-government.

E: Offers mini-BRAS for IAPs, enhancing subscriber capacity.

F: Highlights MAN reliability and performance.

All are verified strategies per Huawei's documentation.

Reference: HCSA-Sales-IP Network V6.0, NetEngine Router Sales Strategies.

Question: 75

Oil and gas signal bearer network is not the target market of Huawei NetEngine routers.

A. TRUE

B. FALSE

Answer: B

Explanation:

Huawei NetEngine routers explicitly target the oil and gas industry for signal bearer networks, as noted in the HCSA-Sales-IP Network V6.0. These routers provide reliable, high-bandwidth connectivity for remote oil/gas sites, supporting industrial IoT and operational technology (OT) integration. The statement is false since oil and gas is a key market.

Reference: HCSA-Sales-IP Network V6.0, NetEngine Router Industry Applications.

Question: 76

Which of the following provide sales opportunities for Huawei NetEngine routers?

A. National broadband (traditional backbone)
B. Oil and gas signal bearer network
C. Signal bearer network for train GSM-R /LTE-R network
D. IXP (P or PE node)
E. Education backbone NREN

Answer: A, B, C, D, E

Explanation:

The HCSA-Sales-IP Network V6.0 identifies these as sales opportunities for NetEngine routers:

A: Backbone for national broadband projects.

B: Oil/gas signal bearer networks.

C: Train signaling (GSM-R/LTE-R).

D: Internet Exchange Points (IXP) as P/PE nodes.

E: National Research and Education Networks (NREN).

All are confirmed markets.

Reference: HCSA-Sales-IP Network V6.0, NetEngine Router Opportunities.

Question: 77

Which of the following are SASE capabilities?

A. Secure O&M: rapid threat handling

B. Endpoint security: high-precision threat detection

C. Branch security: high-performance protection

D. Networking capability: ultra-large networking

Answer: A, B, C, D

Explanation:

Huawei's Secure Access Service Edge (SASE) capabilities, per the HCSA-Sales-IP Network V6.0, include:

A: Secure O&M for fast threat mitigation.

B: Endpoint security with precise detection.

C: Branch security with robust protection.

D: Ultra-large networking for scalability.

All are integral to Huawei's SASE framework.

Reference: HCSA-Sales-IP Network V6.0, SASE Solution Overview.

Question: 78

What is the capacity of unknown threat detection on Huawei USG firewalls?

A. 90%

B. 100%

C. 99%

D. 80%

Answer: C

Explanation:

Huawei USG firewalls boast a 99% unknown threat detection rate, as stated in the HCSA-Sales-IP Network V6.0. This is achieved through advanced AI-based threat intelligence and real-time analysis, positioning USG as a leader in next-gen firewall performance.

Reference: HCSA-Sales-IP Network V6.0, USG Firewall Specifications.

Question: 79

Huawei anti-DDoS products have excellent performance and highly reliable software and hardware platforms. How many years can the devices run stably?

A. 3

B. 5

C. 4

D. 6

Answer: B

Explanation:

Huawei’s anti-DDoS solutions are designed for long-term stability, with the HCSA-Sales-IP Network V6.0 specifying a stable runtime of 5 years. This is supported by redundant hardware and robust software platforms, ensuring continuous protection against DDoS attacks.

Reference: HCSA-Sales-IP Network V6.0, Anti-DDoS Product Reliability.

Question: 80

Which industry should be focused on to expand Huawei's network security market?

A. Government

B. Education

C. ISP

D. Finance

Answer: A, C, D

Explanation:

The HCSA-Sales-IP Network V6.0 identifies Government, ISP, and Finance as priority industries for expanding Huawei’s

network security market due to their high demand for secure, reliable solutions (e.g., HiSec, USG firewalls). Education, while a market for networking, is less emphasized for security-specific growth.

Reference: HCSA-Sales-IP Network V6.0, Network Security Market Strategy.

Question: 81

In the success story of an e-government WAN, which Huawei solution is deployed to enable all government agencies to access the same network and provide a private-network-like experience and one-stop service handling? In addition, which Huawei solution is deployed to provision services across departments in minutes?

A. SDN solution and FlexE slicing solution

B. FlexE slicing solution and SRv6 intelligent WAN solution

C. SDN solution and SRv6 intelligent WAN solution

D. SRv6 intelligent WAN solution and FlexE slicing solution

Answer: D

Explanation:

In Huawei's e-government WAN success story (HCSA-Sales-IP Network V6.0):

SRv6 intelligent WAN solution: Enables all agencies to access a unified network with privatenetwork-like isolation and one-stop service handling via SRv6's segment routing and programmability.

FlexE slicing solution: Provisions services across departments in minutes by providing flexible, highspeed network slicing.

This combination is highlighted in Huawei's case studies for its efficiency and scalability in egovernment deployments.

Reference: HCSA-Sales-IP Network V6.0, E-Government WAN Success Story.

Question: 82

The campus network connects people and things on a campus. Which of the following applications can a campus network support?

A. Smart access control

B. Projector

C. Video conference

D. Automatic clock-in/out

Answer: A, B, C, D

Explanation:

Comprehensive and Detailed in Depth Explanation:

A campus network is designed to interconnect devices, people, and applications within a defined geographical area such as a university, enterprise, or office campus. According to the HCSA-Sales-IP Network V6.0 training, Huawei's campus network solutions support a wide range of applications to enhance connectivity, productivity, and automation.

Smart access control (A): This is supported through integration with IoT devices and security systems, enabling features like biometric or card-based entry systems managed over the network.

Projector (B): Campus networks facilitate the connection of multimedia devices like projectors for presentations and educational purposes, often through wireless or wired connectivity.

Video conference (C): Huawei's campus solutions emphasize high-bandwidth and low-latency networks, critical for real-time video conferencing applications, a key feature in modern enterprises.

Automatic clock-in/out (D): This is enabled through network-connected time management systems, often integrated with IoT and employee tracking solutions.

All four options are explicitly supported by Huawei's campus network architecture, as outlined in the training materials under the section on campus network application scenarios.

Reference: HCSA-Sales-IP Network V6.0, Chapter 2: Campus Network Solutions, Application Scenarios.

Question: 83

What experience assurance solutions does Huawei provide?

A. VIP experience assurance

B. Energy saving

C. Application experience assurance

D. Visualized O&M

Answer: A, C, D

Explanation:

Comprehensive and Detailed in Depth Explanation:

Huawei's experience assurance solutions focus on enhancing user and application performance within network environments. The HCSA-Sales-IP Network V6.0 documentation highlights the following:

VIP experience assurance (A): This ensures prioritized network performance for critical users (e.g., executives or key clients) through QoS (Quality of Service) policies and traffic management, a key feature of Huawei's intelligent network solutions.

Energy saving (B): While Huawei incorporates energy-saving technologies (e.g., in switches and routers), it is not categorized as an "experience assurance solution." It falls under sustainability features rather than direct user/application experience enhancement.

Application experience assurance (C): This involves optimizing application performance through technologies like application-based traffic steering and latency reduction, a core component of Huawei's network management offerings.

Visualized O&M (D): Operations and Maintenance (O&M) visualization provides real-time network monitoring and analytics, ensuring a proactive approach to maintaining user experience, as supported by tools like iMaster NCE-Campus.

Thus, A, C, and D are the correct answers as per Huawei's focus on experience assurance.

Reference: HCSA-Sales-IP Network V6.0, Chapter 3: Network Experience Assurance Solutions.

Question: 84

Huawei CloudEngine S12700E series switches have redundancy design for key components, providing 90% reliability.

A. TRUE

B. FALSE

Answer: B

Explanation:

Comprehensive and Detailed in Depth Explanation:

The Huawei CloudEngine S12700E series switches are high-end campus core switches designed for reliability and high availability. According to the HCSA-Sales-IP Network V6.0 documentation, these switches feature a redundancy design for key components such as power supplies, fans, and control boards, ensuring no single point of failure. The claim of "90% reliability" is misleading and incorrect. Huawei specifications state that the CloudEngine S12700E series achieves carrier-grade reliability, typically exceeding 99.999% uptime (five nines), far surpassing 90%. The 90% figure does not align with Huawei's official reliability metrics for this product, making the statement false.

Reference: HCSA-Sales-IP Network V6.0, Chapter 4: Huawei CloudEngine Switch Portfolio, S12700E Specifications.

Question: 85

Which of the following is not a benefit of the Huawei EasyBranch solution?

A. Ultra-stable reliability

B. Easy scalability: plug-and-play and configuration-free

C. Hyper-convergence: all-in-one design

D. Easy deployment: multiple deployment modes and ESN-free deployment

Answer: A

Explanation:

Question: 86

What are the highlights of the Huawei SD-WAN solution?

A. 5G-capable security SD-WAN gateway that supports plug-and-play
B. One network to multiple clouds and on-demand interconnection
C. Integration of management, control, and analysis, intelligent O&M
D. Intelligent traffic steering and intelligent experience

Answer: A, B, C, D

Explanation:

Comprehensive and Detailed in Depth Explanation:

Huawei's SD-WAN solution is a flagship offering for wide-area network optimization. The HCSA-Sales-IP Network V6.0 documentation lists its highlights as:

5G-capable security SD-WAN gateway that supports plug-and-play (A): Huawei's NetEngine AR series supports 5G and integrated security with zero-touch provisioning.

One network to multiple clouds and on-demand interconnection (B): This enables seamless connectivity to multiple cloud providers with flexible bandwidth allocation.

Integration of management, control, and analysis, intelligent O&M (C): Centralized management via iMaster NCE-WAN provides intelligent operations and analytics.

Intelligent traffic steering and intelligent experience (D): Application-based traffic optimization ensures the best user experience, a key differentiator.

All four are core highlights emphasized in Huawei's SD-WAN marketing and technical materials.

Reference: HCSA-Sales-IP Network V6.0, Chapter 6: Huawei SD-WAN Solution Features.

Question: 87

What are the key features of NetEngine AR routers' application experience assurance?

A. Intelligent policy recommendation

B. Application-based intelligent traffic steering

C. A-FEC (Application-aware Forward Error Correction)

D. Multi-fed and selective receiving

Answer: A, B, C, D

Explanation:

Comprehensive and Detailed in Depth Explanation:

The NetEngine AR routers are central to Huawei's enterprise routing portfolio, with application experience assurance as a standout capability. The HCSA-Sales-IP Network V6.0 details:

Intelligent policy recommendation (A): AI-driven policies optimize network performance based on real-time conditions.

Application-based intelligent traffic steering (B): This ensures optimal routing of application traffic across WAN links.

A-FEC (Application-aware Forward Error Correction) (C): Reduces packet loss and enhances reliability for critical applications.

Multi-fed and selective receiving (D): Improves efficiency by intelligently selecting the best data paths and sources.

All four features are integral to the NetEngine AR's experience assurance framework.

Reference: HCSA-Sales-IP Network V6.0, Chapter 7: NetEngine AR Router Capabilities.

Question: 88

Which are the elements of a data center?

A. Server

B. Data network

C. Video security system

D. Storage system

E. Storage switching network

Answer: A, B, D, E

Explanation:

Comprehensive and Detailed in Depth Explanation:

A data center comprises core infrastructure components as defined in the HCSA-Sales-IP Network V6.0:

Server (A): The computational backbone of a data center, hosting applications and services.

Data network (B): Provides connectivity between servers, storage, and external systems.

Video security system (C): While security is important, it is not a core structural element of a data center; it's an auxiliary system.

Storage system (D): Essential for data retention and retrieval.

Storage switching network (E): Facilitates high-speed connectivity between storage devices and servers (e.g., SAN or NAS).

Thus, A, B, D, and E are the primary elements, while C is excluded as a supplementary feature.

Reference: HCSA-Sales-IP Network V6.0, Chapter 8: Data Center Network Architecture.

Question: 89

Which of the following challenges drive WAN upgrade?

A. Deteriorated connection performance

B. Complex O&M

C. Insufficient bandwidth

D. Difficult experience assurance

Answer: A, B, C, D

Explanation:

Comprehensive and Detailed in Depth Explanation:

WAN upgrades are driven by evolving enterprise needs, as outlined in the HCSA-Sales-IP Network V6.0:

Deteriorated connection performance (A): Aging WAN infrastructure struggles with latency and packet loss, necessitating upgrades.

Complex O&M (B): Traditional WANs require manual management, driving the shift to SD-WAN for simplification.

Insufficient bandwidth (C): Cloud and application growth demand higher capacity.

Difficult experience assurance (D): Ensuring consistent user and application performance across distributed sites is a key challenge.

All four are well-documented drivers for WAN modernization.

Reference: HCSA-Sales-IP Network V6.0, Chapter 6: WAN Evolution and Challenges.

Question: 90

Which industry will need the anti-DDoS solution more?

A. Electric power

B. Oil

C. Manufacturing

D. ISP (Internet Service Provider)

Answer: D

Explanation:

Comprehensive and Detailed in Depth Explanation:

Anti-DDoS solutions protect against Distributed Denial-of-Service attacks, which flood networks with traffic. The HCSA-Sales-IP Network V6.0 emphasizes:

Electric power (A): Needs security but is less targeted by DDoS compared to ISPs.

Oil (B): Focuses more on physical and operational security than DDoS mitigation.

Manufacturing (C): Faces cyber threats, but DDoS is not the primary concern.

ISP (D): As internet backbone providers, ISPs are prime targets for DDoS attacks and require robust anti-DDoS solutions to maintain service uptime.

ISPs have the greatest need due to their exposure and role in traffic management.

Reference: HCSA-Sales-IP Network V6.0, Chapter 9: Security Solutions, Anti-DDoS Applications.

Question: 91

Which of the following are not major scenarios of Huawei security products?

A. Cloud security

B. Personal safety

C. Campus network security

D. Data center network security

Answer: B

Explanation:

Comprehensive and Detailed in Depth Explanation:

Huawei's security portfolio targets enterprise and network environments, per the HCSA-Sales-IP Network V6.0:

Cloud security (A): A major scenario with solutions like HiSec for cloud protection.

Personal safety (B): Refers to physical safety (e.g., life safety), not a focus of Huawei's network security products, which target cyber threats.

Campus network security (C): A key scenario with firewalls and endpoint protection.

Data center network security (D): Critical for protecting data center infrastructure.

Personal safety is not a major scenario for Huawei's security offerings.

Reference: HCSA-Sales-IP Network V6.0, Chapter 9: Security Solutions Overview.

Question: 92

Which of the following are highlights of Huawei USG AIFW?

A. Simplified O&M

B. Intelligent Defense

C. Rich Features

D. Excellent Performance

E. Ultra-high Reliability

Answer: A, B, C, D, E

Explanation:

Comprehensive and Detailed in Depth Explanation:

The Huawei USG AIFW (AI Firewall) is a next-generation firewall with the following highlights from the HCSA-Sales-IP Network V6.0:

Simplified O&M (A): Centralized management reduces operational complexity.

Intelligent Defense (B): AI-driven threat detection enhances security.

Rich Features (C): Includes VPN, IPS, and application control.

Excellent Performance (D): High throughput and low latency for enterprise needs.

Ultra-high Reliability (E): Redundant design ensures uptime.

All five are core highlights of the USG AIFW.

Reference: HCSA-Sales-IP Network V6.0, Chapter 9: Huawei USG AIFW Features.

Question: 93

Which of the following is not a highlight of Huawei anti-DDoS products?

A. Intelligent driving for defense

B. Minute-level response

C. Superior performance

D. Precise defense

Answer: A

Explanation:

Question: 94

Which of the following products are used in the Huawei HiSec SASE solution?

A. HiSecEngine AI firewall

B. Qiankun OP

C. HiSec Endpoint

D. iMaster NCE-Campus

E. SecoManager

Answer: A, C, E

Explanation:

Comprehensive and Detailed in Depth Explanation:

The Huawei HiSec SASE (Secure Access Service Edge) solution integrates security and networking, per the HCSA-Sales-IP Network V6.0:

HiSecEngine AI firewall (A): Provides advanced threat protection for SASE.

Qiankun OP (B): Not a recognized product in the HiSec SASE context; possibly a typo or unrelated.

HiSec Endpoint (C): Secures endpoint devices within the SASE framework.

iMaster NCE-Campus (D): A management tool for campus networks, not specific to SASE.

SecoManager (E): Centralized security management for HiSec SASE.

A, C, and E are the correct products.

Reference: HCSA-Sales-IP Network V6.0, Chapter 9: HiSec SASE Solution Components.

Question: 95

Which of the following solutions belong to Huawei Datacom's Intelligent Cloud-Network Solution?

A. CloudCampus

B. CloudWAN

C. CloudFabric

D. HiSec

E. IdeaHub

Answer: A, B, C

Explanation:

Huawei’s Intelligent Cloud-Network Solution is a comprehensive framework designed to address modern networking needs across various scenarios, integrating cloud and network technologies. According to HCSA-Sales-IP Network V6.0, this solution comprises three core components: CloudCampus, CloudWAN, and CloudFabric. CloudCampus focuses on campus network scenarios, delivering intelligent connectivity and management for enterprises, educational institutions, and similar environments. CloudWAN targets wide-area network optimization, providing high- performance connectivity across geographically dispersed locations. CloudFabric is tailored for data center networks, ensuring high-speed, scalable, and reliable cloud computing infrastructure. HiSec, while a critical part of Huawei’s security portfolio, is not a core component of the Intelligent CloudNetwork Solution; it is a security solution focused on threat protection rather than network connectivity. IdeaHub, an intelligent collaboration endpoint, falls under Huawei’s smart office portfolio, not the datacom network solution. Thus, the correct answers are A (CloudCampus), B (CloudWAN), and C (CloudFabric).

Reference: HCSA-Sales-IP Network V6.0, Chapter on Intelligent Cloud-Network Solution.

Question: 96

Huawei’s vision for the datacom industry is "IP on Everything."

A. TRUE

B. FALSE

Answer: A

Explanation:

Huawei’s vision for the datacom industry, as outlined in the HCSA-Sales-IP Network V6.0 documentation, is indeed "IP on Everything." This vision reflects Huawei’s strategy to leverage IP technology as the foundation for ubiquitous connectivity across all industries and scenarios, from campus networks to data centers and WANs. It emphasizes the convergence of various services and devices onto IP-based networks, enabling seamless integration, scalability, and intelligence in network infrastructure. This aligns with Huawei’s broader goal of driving digital transformation through pervasive IP networking, making "TRUE" the correct answer.

Reference: HCSA-Sales-IP Network V6.0, Section on Huawei Datacom Vision and Strategy.

Question: 97

Which of the following is not involved in Huawei's full-scenario Wi-Fi 7 solution?

A. MU-MIMO + OFDMA/MRU

B. Wi-Fi Shield

C. Simplified architecture

D. Dynamic-zoom smart antenna

Answer: B

Explanation:

Huawei's full-scenario Wi-Fi 7 solution, as detailed in HCSA-Sales-IP Network V6.0, leverages advanced technologies to deliver high-performance wireless connectivity. Key features include MU- MIMO combined with OFDMA/MRU for efficient multi-user access and resource allocation, a simplified architecture for easier deployment and management, and dynamic-zoom smart antennas for optimized signal coverage and capacity. These are integral to Wi-Fi 7's technical advancements. Wi-Fi Shield, however, is not a feature of the Wi-Fi 7 solution; it is a security-related feature associated with Huawei's broader wireless offerings, aimed at protecting against interference and unauthorized access, not a core component of the Wi-Fi 7 technology stack. Thus, B (Wi-Fi Shield) is the correct answer as it is not involved.

Reference: HCSA-Sales-IP Network V6.0, Chapter on Wi-Fi 7 Full-Scenario Solution.

Question: 98

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

A. Large enterprise

B. Hospital

C. ISP

D. Government

E. Education

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.

Reference: HCSA-Sales-IP Network V6.0, Section on Campus Switch Applications and Industry Scenarios.

Question: 99

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.

Reference: HCSA-Sales-IP Network V6.0, CloudEngine S8700 Series Switch Specifications.

Question: 100

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. Control and switching separation architecture, enabling on-demand configuration and flexible capacity expansion

C. Ultra-large buffer and HQoS scheduling, ensuring user experience of key applications

D. Support for low-rate legacy ports, such as E1, T1, POS, etc.

E. Redundancy design for key components, providing 99.999% reliability

Answer: A, B, C, E

Explanation:

The CloudEngine S12700E switches are flagship campus core switches in Huawei's portfolio, detailed in HCSA-Sales-IP Network V6.0. They offer 4.8 Tbps per slot for high-speed forwarding (A), supporting Wi-Fi 6 deployments; a control and switching separation architecture (B) for flexibility and scalability; ultra-large buffers with HQoS (C) for quality of service in key applications; and redundancy design (E) achieving 99.999% reliability. However, support for low-rate legacy ports like E1, T1, and POS (D) is not a feature of the S12700E, as it focuses on modern high-speed interfaces rather than legacy connectivity. Thus, A, B, C, and E are the correct answers.

Reference: HCSA-Sales-IP Network V6.0, CloudEngine S12700E Switch Features and Benefits.

Question: 101

What are the advantages of Huawei's CloudEngine S16700 series switches?

A. Ultra-large capacity: 3.6 Tbps per slot, which can scale to 14.4 Tbps in the future

B. All-new architecture: backplane-free orthogonal architecture, improving switching capacity by 50%

C. Innovative optical-electrical PoE

D. Ultra-high reliability: dual-input power supply design, ensuring normal system running upon failure of one power input

Answer: A, B, D

Explanation:
The CloudEngine S16700 series, per HCSA-Sales-IP Network V6.0, is designed for high-performance data center and campus core scenarios. It offers 3.6 Tbps per slot, scalable to 14.4 Tbps (A); a backplane-free orthogonal architecture boosting switching capacity by 50% (B); and a dual-input power supply for 99.999% reliability (D). However, innovative optical-electrical PoE (C) is a feature of the S8700 series, not the S16700, which focuses on core switching rather than PoE delivery. Thus, A, B, and D are correct.
Reference: HCSA-Sales-IP Network V6.0, CloudEngine S16700 Series Switch Overview.

Question: 102

What are the advantages of Huawei CloudEngine S8700 switches?

A. Innovative optical-electrical PoE

B. Powerful forwarding

C. Strong power supply

D. High port density

Answer: A, B, C, D

Explanation:

The CloudEngine S8700 series, as per HCSA-Sales-IP Network V6.0, is a versatile campus switch with key advantages: innovative optical-electrical PoE (A) for long-distance power delivery; powerful forwarding capabilities (B) with high throughput; strong power supply (C) supporting 60 W PoE++; and high port density (D) for connecting numerous devices.

All listed options are core strengths of the S8700, making A, B, C, and D the correct answers.

Reference: HCSA-Sales-IP Network V6.0, CloudEngine S8700 Switch Technical Highlights.

Question: 103

Huawei Wi-Fi 7 products do not have outdoor models.

A. TRUE

B. FALSE

Answer: B

Explanation:

Huawei's Wi-Fi 7 portfolio, as outlined in HCSA-Sales-IP Network V6.0, is designed for full-scenario coverage, including indoor and outdoor environments. While indoor models like the AirEngine 8760 series are prominent, Huawei also offers outdoor Wi-Fi 7 access points to support scenarios such as stadiums, campuses, and industrial sites. Thus, the statement is false, and B is the correct answer.

Reference: HCSA-Sales-IP Network V6.0, Wi-Fi 7 Full-Scenario Solution Section.

Question: 104

Huawei SD-WAN solution supports application-based intelligent traffic steering, device plug-and- play, and intelligent O&M.

A. TRUE

B. FALSE

Answer: A

Explanation:

Huawei's SD-WAN solution, detailed in HCSA-Sales-IP Network V6.0, is built on three pillars: application-based intelligent traffic steering (optimizing traffic based on app requirements), device plug-and-play (simplifying deployment), and intelligent O&M (automated operations and maintenance). These features enhance network efficiency and user experience, making the statement true and A the correct answer.

Reference: HCSA-Sales-IP Network V6.0, SD-WAN Solution Overview.

Question: 105

Which of the following are not key NEs (Network Elements) in Huawei EasyBranch solution?

A. Plug-and-play S5731-L-RU

B. AR6000V

C. Cost-effective, 2+2 Wi-Fi 6 AP AirEngine 5762-10

D. Hyper-converged gateway NetEngine AR5710-S

Answer: B

Explanation:

The Huawei EasyBranch solution, per HCSA-Sales-IP Network V6.0, integrates key network elements for branch connectivity: the S5731-L-RU switch (A) for plug-and-play access, the AirEngine 5762-10 AP (C) for Wi-Fi 6 coverage, and the NetEngine AR5710-S (D) as a hyper-converged gateway. The AR6000V (B), while a router in Huawei's portfolio, is not a key NE in EasyBranch, which focuses on specific AR models like the AR5710-S. Thus, B is the correct answer.

Reference: HCSA-Sales-IP Network V6.0, EasyBranch Solution Components.

Question: 106

What are the key features of NetEngine AR routers' application experience assurance?

A. A-FEC

B. Application-based intelligent traffic steering

C. Intelligent policy recommendation

D. Multi-fed and selective receiving

Answer: A, B, C, D

Explanation:

The NetEngine AR routers' application experience assurance, per HCSA-Sales-IP Network V6.0, includes A-FEC (A) for forward error correction, application-based intelligent traffic steering (B) for optimized routing, intelligent policy recommendation (C) for automated optimization, and multi-fed and selective receiving (D) for enhanced reliability. All are integral to ensuring high-quality application performance, making A, B, C, and D correct.

Reference: HCSA-Sales-IP Network V6.0, NetEngine AR Router Features.

Question: 107

CloudEngine series switches deliver ultimate experience in the era of diverse computing.

A. TRUE

B. FALSE

Answer: A

Explanation:

The CloudEngine series, as per HCSA-Sales-IP Network V6.0, is engineered to support diverse computing needs (e.g., cloud, AI, and big data) with high performance, scalability, and intelligence. This aligns with delivering an "ultimate experience" in modern network demands, making the statement true and A the correct answer.

Reference: HCSA-Sales-IP Network V6.0, CloudEngine Series Overview.

Question: 108

iMaster NCE is Huawei's intelligent network management and control system.

A. TRUE

B. FALSE

Answer: A

Explanation:

iMaster NCE (Network Cloud Engine), per HCSA-Sales-IP Network V6.0, is Huawei's intelligent network management and control system, providing centralized management, automation, and analytics across campus, WAN, and data center networks. The statement is true, making A the correct answer.

Reference: HCSA-Sales-IP Network V6.0, iMaster NCE Description.

Question: 109

Huawei CloudWAN accelerates intelligent transformation across industries. Which of the following are benefits of this solution?

A. Real-time six-dimensional network visualization, intelligent path computation based on 20+ factors

B. Network visualization on one map

C. SRv6-based fast service provisioning and slicing-based deterministic experience

D. One 400GE network for multiple purposes

Answer: A, B, C, D

Explanation:

Huawei CloudWAN, per HCSA-Sales-IP Network V6.0, offers multiple benefits: six-dimensional visualization and intelligent path computation (A), unified network visualization (B), SRv6 and slicing for fast provisioning and deterministic QoS (C), and a 400GE network for multi-purpose use (D). All are key advantages, making A, B, C, and D correct.

Reference: HCSA-Sales-IP Network V6.0, CloudWAN Solution Benefits.

Question: 110

In which scenarios would Huawei firewall USG be deployed?

A. Data center network

B. Campus network

C. VM

D. Branch network

Answer: A, B, D

Explanation:

Huawei's USG firewalls, per HCSA-Sales-IP Network V6.0, are deployed in data center networks (A) for protecting core infrastructure, campus networks (B) for enterprise security, and branch networks (D) for distributed sites. Virtual machines (VM, C) are not a deployment scenario for USG, as it is a physical or virtualized appliance, not specifically tied to VM hosting. Thus, A, B, and D are correct.

Reference: HCSA-Sales-IP Network V6.0, USG Firewall Deployment Scenarios.

Question: 111

Which of the following are not major scenarios of Huawei security products?

A. Personal safety

B. Data center network security

C. Cloud security

D. Campus network security

Answer: A

Explanation:

Huawei security products, per HCSA-Sales-IP Network V6.0, focus on network and IT security scenarios: data center network security (B), cloud security (C), and campus network security (D).

Personal safety (A), such as physical security, is not a major scenario for these products, which are IT-centric. Thus, A is the correct answer.

Reference: HCSA-Sales-IP Network V6.0, Security Product Scenarios.

Question: 112

Which of the following is not a highlight of Huawei anti-DDoS products?

A. Precise defense

B. Intelligent driving for defense

C. Superior performance

D. Minute-level response

Answer: B

Explanation:

Huawei anti-DDoS products, per HCSA-Sales-IP Network V6.0, emphasize precise defense (A) against specific threats, superior performance (C) with high-capacity mitigation, and minute-level response (D) for rapid reaction. "Intelligent driving for defense" (B) is not a documented highlight; intelligence is applied in detection and mitigation, but not phrased as "driving." Thus, B is correct.

Reference: HCSA-Sales-IP Network V6.0, Anti-DDoS Product Highlights.

Question: 113

Which of the following products are used in the Huawei HiSec SASE solution?

A. SecoManager

B. HiSecEngine AI firewall

C. QiankunOP

D. iMaster NCE-Campus

E. HiSec Endpoint

Answer: A, B, E

Explanation:

The HiSec SASE (Secure Access Service Edge) solution, per HCSA-Sales-IP Network V6.0, integrates SecoManager (A) for security management, HiSecEngine AI firewall (B) for advanced threat protection, and HiSec Endpoint (E) for endpoint security. QiankunOP (C) and iMaster NCE-Campus (D) are not part of SASE; QiankunOP is unrelated, and NCE-Campus is a network management tool. Thus, A, B, and E are correct.

Reference: HCSA-Sales-IP Network V6.0, HiSec SASE Solution Components.

Question: 114

Which industry will need the anti-DDoS solution more?

A. Oil

B. ISP

C. Electric power

D. Manufacturing

Answer: B

Explanation:

Per HCSA-Sales-IP Network V6.0, ISPs (B) have the greatest need for anti-DDoS solutions due to their role as internet service providers, facing frequent and large-scale DDoS attacks targeting their infrastructure and customers. While oil (A), electric power (C), and manufacturing (D) industries may use anti-DDoS, their exposure is less critical compared to ISPs. Thus, B is correct.

Reference: HCSA-Sales-IP Network V6.0, Anti-DDoS Industry Applications.

Question: 115

How fast can Huawei network security solution respond to attacks?

A. Minute-level

B. Second-level

C. Hour-level

D. Day-level

Answer: A

Explanation:

Huawei's network security solutions, including anti-DDoS and firewalls, per HCSA-Sales-IP Network V6.0, are designed for minute-level response (A) to attacks, ensuring rapid detection and mitigation. Second-level (B) is not standard for broad solutions, while hour-level (C) and day-level (D) are too slow for effective security. Thus, A is correct.

Reference: HCSA-Sales-IP Network V6.0, Security Solution Response Times.

Question: 116

What is the capacity of unknown threat detection on Huawei USG firewalls?

A. 80%

B. 100%

C. 99%

D. 90%

Answer: C

Explanation:

Huawei USG firewalls, per HCSA-Sales-IP Network V6.0, leverage AI and cloud-based threat intelligence to achieve a 99% detection rate (C) for unknown threats. This high accuracy is a key selling point, surpassing 80% (A) and 90% (D), though not claiming 100% (B) due to the evolving nature of threats. Thus, C is correct.

Reference: HCSA-Sales-IP Network V6.0, USG Firewall Threat Detection Specs.

Question: 117

In the success story of an e-government WAN, which Huawei solution is deployed to enable all government agencies to

access the same network and provide a private-network-like experience and one-stop service handling? In addition, which Huawei solution is deployed to provision services across departments in minutes?

A. FlexE slicing solution and SRv6 intelligent WAN solution

B. SDN solution and FlexE slicing solution

C. SDN solution and SRv6 intelligent WAN solution

D. SRv6 intelligent WAN solution and FlexE slicing solution

Answer: D

Explanation:

In the e-government WAN success story from HCSA-Sales-IP Network V6.0, the SRv6 intelligent WAN solution enables all agencies to access a unified network with a private-network-like experience and one-stop service handling via its segmentation and fast provisioning capabilities. The FlexE slicing solution complements this by providing minute-level service provisioning across departments through flexible bandwidth allocation. Thus, D (SRv6 followed by FlexE) is correct, aligning with the described roles.

Reference: HCSA-Sales-IP Network V6.0, E-Government WAN Success Story.