

Free Questions for H19-321

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Question 1

Question Type: MultipleChoice

Huawei's evaluation and optimization service products can help customers improve network performance and drive product sales.

Options:

A- True

B- False

Answer:

A

Question 2

Question Type: MultipleChoice

the higher the PUE value, represents.

Options:

A- The greener the data room, the higher the degree

B- The greener the data room, the lower the degree

Answer:

B

Question 3

Question Type: MultipleChoice

At present, Co-care maintenance services include two service levels, namely co-care standard and co-care gold.

Options:

A- True

B- False

Answer:

A

Question 4

Question Type: MultipleChoice

What benefits can customers get by purchasing Huawei customer support services? (Multiple choice)

Options:

- A-** Reduce network outages and reduce the impact of accidents
- B-** Timely access to reliable spare parts to reduce network O&M risks
- C-** Timely discover potential hidden dangers in the network and prevent problems before they occur
- D-** Provide unified customer support interface and efficient processes to improve customer operation and maintenance management efficiency
- E-** Perfect spare parts support system, timely meet customer spare parts needs, reduce the customer's own spare parts reserve costs
- F-** Enable customers to focus on their core business and maximize the benefits of their ICT investments

Answer:

A, B, C, D, E, F

Question 5

Question Type: MultipleChoice

IP network evaluation optimization service can be sold in scenarios that include friendly equipment.

Options:

A- True

B- False

Answer:

A

Question 6

Question Type: MultipleChoice

backup solution quotation evaluation needs to consider which factors (multiple choice)

Options:

- A- The number of backup management servers
- B- Number of app and database clients | Number of backup clients
- C- The amount of data backed up

Answer:

A, B, C

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