



# H19-322<sup>Q&As</sup>

HCS - Pre-Sales - Service Solution (overseas)

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### QUESTION 1

Huawei Co- Care service is a maintenance service solution provided by Huawei to several customers with more than a few CSP joints.

- A. Certification level
- B. 3 | Orthodox case}
- C. -4^\*
- D. 5 QC 69228 II

Correct Answer: B

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### QUESTION 2

The characteristics of the digital center L1 capture (multiple selection)

- A. Personnel input \_
- B. System material S miscellaneous ()
- C. v: L period and quality \_ (M answer}
- D. "cost ?to control f positive" answer>;

Correct Answer: ABCD

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### QUESTION 3

Huawei cloud service labor business let mode

- A. Cloud platform + i|g cost ()
- B. cloud platform + operating costs + civil engineering
- C. cloud platform + operating costs + mechanical and electrical construction
- D. cloud platform

Correct Answer: A

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### QUESTION 4

45. Huawei cloud IDC project L1 construction customer type

- A. Golden Axis customer



- B. Government Guest \*
- C. Internet customers
- D. Transportation customers

Correct Answer: B

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#### QUESTION 5

The GSM-R evaluation and optimization service expansion strategy is incorrect:

- A. GSM-R new boring network must be bundled with network premium service
- B. GSMA optimization service and planning and design service packaging \_ sale, can not split sales
- C. 5 households buy 7 Xiongbao service, no thunder to buy sufficiency service iji