

## COURSE OUTLINE



**Course Name: Huawei Certified Specialist Associate-Presales-IP Network V4.0**

**Course Code: HW-HCSA-IPNW**

| DURATION | SKILL LEVEL | DELIVERY METHOD | TRAINING CREDITS | TECHNOLOGY              |
|----------|-------------|-----------------|------------------|-------------------------|
| 5 Days   | Novice      | ILT / VILT      | Huawei Voucher   | IP Network /<br>Datacom |

### COURSE OVERVIEW

This course provides foundational pre-sales knowledge of Huawei enterprise data communication networks, focusing on end-to-end networking architecture, common data communication devices, and Huawei IP network solutions across campus, WLAN, SD-WAN, data center, WAN, and network security scenarios.

### Course Objectives

- Have a deeper understanding of the basic concepts and end-to-end (E2E) networking architecture of data communication networks and distinguish common devices and applications.
- Understand classifications and application scenarios of campus networks, WLANs, DCNs, WANs, and network security.
- Describe Huawei CloudCampus solutions and switch products.

- Describe Huawei Campus WLAN products and solutions.
- Describe Huawei Campus SD-WAN products and solutions.
- Describe Huawei Data Center Network products and solutions.
- Describe Huawei WAN products and solutions.
- Describe Huawei Network Security products and solutions.

### **Target Audience**

Pre-sales product managers, pre-sales engineers, and technical consultants who are expected to have basic knowledge and capabilities in the data communication field and be familiar with Huawei enterprise datacom products and solutions.

### **Prerequisites**

Participants should have a fundamental understanding of IP technologies and networks.

### **Training Content**

- **Data Communication Network Basics**
  - Data Communication Network Overview
  - Data Communication Networking Technologies
    - Campus Network
    - DCN
    - WAN
    - Network Security
- **Huawei Enterprise Datacom Network Solutions**
  - Huawei enterprise datacom business overview
  - Huawei enterprise datacom network solutions
  - Success stories
- **Huawei CloudCampus Solution and Switch Products Pre-sales Training**
  - Campus network and solution overview
  - Huawei High-Quality 10 Gbps Campus Network Solution Highlights
  - CloudEngine S series switches
- **Huawei Campus WLAN Products and Solutions Pre-sales Training**
  - WLAN Overview
  - Wi-Fi Standard Development and Value
  - Huawei Wi-Fi 6/7 Cutting-Edge Technologies and Continuous Networking Solutions
  - Huawei Wi-Fi Product Portfolio
- **Huawei Campus SD-WAN Products and Solutions Pre-sales Training**
  - Development trends and challenges facing WAN interconnection
  - Introduction to Huawei SD-WAN solution
  - Introduction to Huawei NetEngine AR products
- **Huawei Data Center Network Products and Solutions Pre-sales Training**
  - DCN fundamentals
  - Huawei Ultra-Resilient Multi-DC Network Solution
  - Huawei Computing Network Solution
  - CloudEngine Switch Products Introduction
  - Market Progress
- **Huawei WAN Products and Solutions Pre-sales Training**

- Scenarios and trends
- Introduction to Huawei NetEngine routers
- Industry application solutions for Huawei NetEngine routers
- Reference Documents for Huawei Routers
- **Huawei Network Security Products and Solutions Pre-sales Training**
  - Network security challenges
  - Huawei security product overview
  - Huawei security solution
- **Introduction of SCT & How to Configure Data Communication Products with SCT**
  - General Introduction of SCT
  - Common Functions of SCT
  - How to Configure Data Communication Products with SCT
  - Typical Cases

### **Professional Certification & Exam**

Certification: Huawei Certified Specialist Associate-Presales-IP Network V4.0

Exam Code: H19-301

Course Duration: 5 Days

Exam Included: Excluded

Version: V4.0

Exam Type: Written examination

Exam Format: Single-answer questions, multiple-answer questions, and true or false questions

Exam Duration: 90 minutes

Passing Score/Total Score: 600/1000

Version Note: HCSA-Presales-IP Network V4.0 certification exam was officially released globally on 14 March 2025. The V3.0 exam became unavailable from 14 June 2025.

