

COURSE OUTLINE



Course Name: Huawei Certified Specialist Associate –

HCSA - Presales-Storage V4.0

Course Code: HW-HCSA-STOR

DURATION	SKILL LEVEL	DELIVERY METHOD	TRAINING CREDITS	TECHNOLOGY
2 Day(s)	Pre-Sales	VILT\In Class	Huawei Learning Voucher	Storage

Course Overview

Huawei Specialist Certifications focus on the position requirements of partners and customers. They establish capability standards for partner roles, guide capability improvement for specific products and solutions, and help resolve capability gaps for partners and customers in business scenarios. HCSA-Presales-Storage is part of Huawei Specialist Certifications for Huawei storage.

Prerequisites

Delegates should have a basic understanding of storage terminology, storage concepts, and storage solutions before attending this course. Recommended preparation includes:

Target Audience

Personnel who want to become Storage pre-sales engineers; Personnel who want to obtain HCSA-Presales-Storage certification; Personnel who want to sell Huawei Storage products, and can satisfy customer's requirements

- Presales engineers responsible for Huawei storage products and solutions.

Course Objectives

Passing the HCSA-Presales-Storage V4.0 certification proves that participants have systematically understood the basics of storage systems and Huawei storage solution highlights. On completion of this course, participants should be able to:

- Understand the basics of storage systems, including SAN storage, NAS storage, object storage, backup, and disaster recovery.
- Identify the highlights of Huawei main storage products, including Huawei OceanStor Dorado all-flash storage, OceanStor hybrid flash storage, OceanProtect backup storage, and OceanStor Pacific scale-out storage.

Course Content

1. **Basic Knowledge of Data Storage**
 1. Positioning and Classification of Data Storage
 2. Basic Concepts of Disks
 3. Basic Concepts of Disk Redundancy Protection
 4. Data Storage Development Trend
2. **SAN Storage**
 1. SAN Storage Overview
 2. SAN Storage Networking
 3. SAN Network Protocols
 4. SAN Storage Technologies
 5. SAN Storage Products and Application Scenarios
3. **NAS Storage**
 1. NAS Overview
 2. NAS Technology
 3. NAS Products
 4. NAS Applications
4. **Object Storage**
 1. Object Storage Overview
 2. Object Storage Features
 3. Object Storage Products
 4. Object Storage Application Scenarios
5. **Backup and DR**
 1. Introduction to Business Continuity
 2. Introduction to Backup Solution
 3. Introduction to Disaster Recovery Solution
6. **Huawei OceanStor Dorado All-Flash Storage Systems Pre-Sales Training**
 1. Introduction to OceanStor Dorado
 2. Highlights of OceanStor Dorado
7. **Huawei New-Gen OceanStor Hybrid Flash Storage Pre-sales Training**
 1. Product Positioning and Specification Comparison
 2. Software Architecture Upgrade
 3. Product Highlights
8. **Huawei OceanProtect Backup Storage Pre-sales Training**
 1. Data Protection Trends and Challenges
 2. Highlights of Huawei OceanProtect Backup Storage
 3. Specifications of Huawei OceanProtect Backup Storage
9. **Huawei OceanStor Pacific Distributed Storage Pre-sales Training**
 1. Scale-Out Storage Concepts
 2. Highlights of Huawei OceanStor Pacific Scale-Out Storage
 3. Sales Scenarios of Huawei OceanStor Pacific Scale-Out Storage

CERTIFICATION AND EXAM

HCSA-Presales-Storage

Huawei Certified Specialist Associate – Presales-Storage

HCSA-Presales-Storage is targeted at pre-sales managers responsible for Huawei storage products and solutions.

Target Audience

- Personnel who want to become storage pre-sales engineers.
- Personnel who want to obtain the HCSA-Presales-Storage certification.
- Personnel who want to sell Huawei Storage products and satisfy customer requirements.

Prerequisites

None.

Exam

Exam Code	Certification Exam
H19-308	HCSA-Presales-Storage (ENU)

Current Version: V4.0. The new version is recommended.