

## **HCS-Pre-Sales-IT-Storage (2 working days)** Exam Code H19-308

- **Huawei Enterprise IT Partner Guide - Storage (0.25 working day)**
  - Huawei Enterprise Business overview
    - EBG Product introduction
  - Huawei Enterprise IT overview
    - Huawei enterprise BG IT History
    - Development
    - Architecture
    - Ability
    - Vision and related knowledge
  - Huawei Enterprise Storage overview
    - Huawei IT storage products framework
    - Main products and technologies
  - IT-Storage technology
    - The new technology of Huawei IT storage products
  
- **Huawei SAN - Unified Storage Pre-sales Training (0.5 working day)**
  - Huawei SAN Storage S2200T V1 pre-sales training
    - S2200T product's function
    - Selling point
    - Products corresponding relationships
    - Application cases
  - Huawei Unified Storage V2 and Converged Storage V3 pre-sales training
    - SAN products
    - Huawei RAID 2.0+ Technology
    - V2 Unified Storage products: S2600T, S5500T S5600T S5800T
    - S6800T Enterprise Storage
    - V3 Converged Storage: 5300 V3, 5500 V3, 5600 V3, 5800 V3, 6800 V3, 6900 V3
    - Selling point
    - Products corresponding relationships
    - Application cases
  - Huawei OceanStor 18000 Pre-sales Specialist Training
    - OceanStor 18000 product's function
    - Selling point
    - Products corresponding relationships
    - Application cases

- **Huawei NAS Storage Pre-sales Training (0.5 working day)**
  - Huawei NAS Storage & Big Data pre-sales training
    - Clustered NAS OceanStor N8500
    - Big Data Storage OceanStor 9000
    - Selling point
    - Products corresponding relationships
    - Application cases
  
- **Huawei All-SSD Storage Pre-sales Training (0.25 working day)**
  - Huawei SSD Storage (Dorado Serials) pre-sales training
    - Dorado2100 G2 – Dorado 5100 products
    - Selling point
    - Products corresponding relationships
    - Application cases
  
- **Huawei UniSTAR SCT Training (0.5 working day)**
  - Huawei UniSTAR SCT (Smart Configuration Tool) online web configurator training
    - UniSTAR SCT presentation: how to access and use
    - UniSTAR SCT configurations
    - UniSTAR SCT quotations
    - eDesigner configurations