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**Exam** : **H19-370**

**Title** : HCS-Pre-Sale-EC (Huawei  
Certified Pre-sales Specialist  
EC)

**Vendor** : Huawei

**Version** : DEMO

**NO.1** The customer base of telemedicine solutions is mainly divided into: healthcare management institutions and medical service providers (selected on the same page).

**A.** True

**B.** False

**Answer:** B

**NO.2** When the TE terminal needs to record a local meeting, the terminal and the recording server do not have to register the GK server, but only configure the re-cording server address on the terminal. [Single Selection].

**A.** True

**B.** False

**Answer:** A

**NO.3** The selling points of Zhizhen telemedicine solutions include ()[] multiple choices

**A.** The consultation process is safe and worry-free

**B.** Seamless integration with hospital information systems

**C.** Super access to medical equipment

**D.** Holographic and non-destructive presentation of medical images

**Answer:** A,B,D

**NO.4** SMC2.0 Nlog Network Monitoring can be monitored [multi-select].

**A.** Video acceptance packet loss rate

**B.** Audio send packet loss rate

**C.** Audio accepts packet loss rate

**D.** Packet loss rate of video sending

**E.** Secondary packet loss rate

**Answer:** A,B,C,D,E

**NO.5** Which of the following terminals does not support H.265 video encoding? [Multiple choice].

**A.** CloudLink BOX 500

**B.** CloudLink BOX 700

**C.** CloudLink Board

**D.** TEX0 series terminals

**Answer:** A

**NO.6** Video Phone 8950 supports () inch screen? [Single Selection].

**A.** 8

**B.** 7

**C.** 10

**D.** 5

**Answer:** A

**NO.7** Which of the following models of IP phones uses a touch screen [single choice].

- A. IP Phone 7950
- B. IP Phone 7960
- C. Video Phone 8950
- D. IP Phone 7920

**Answer:** C

Analysis: The 7900 series does not have a touch screen

**NO.8** SMC2.0 supports a standalone SC, and the supported public and private network traversal methods are [multiple selection].

- A. H.460
- B. SNP
- C. Ride the wall
- D. Static NAT

**Answer:** A,B,C

**NO.9** Huawei TE Desktop & Mobile controls License by the number of concurrent registrations. [Single Selection].

- A. False
- B. True

**Answer:** B

**NO.10** What are the screen sizes supported by CloudLink Board? [Single Selection].

- A. 65
- B. 86
- C. 70
- D. 55

**Answer:** A

**NO.11** Cloud conference supports recording, broadcasting [single selection].

- A. True
- B. False

**Answer:** A

**NO.12** Regarding telemedicine, what is the correct description below? [Single Selection].

- A. Huawei is based 25 Years of professional video conferencing R & D experience, the development of telemedicine platform and professional medical terminals, joint industry partners, to provide end-to-end medical solutions for medical industry customers
- B. All of the above descriptions are correct
- C. Telemedicine can effectively alleviate problems such as insufficient medical resources in remote areas
- D. Huawei participated in the formulation of telemedicine industry standards and actively contributed technical strength

**Answer:** B

**NO.13** Features of the U1981 gateway include () [multi-select].

- A. Supports dual-machine backup
- B. Dual main board backup is supported
- C. Support direct access to analog phones
- D. Support remote disaster recovery

**Answer:** A,B,C,D

**NO.14** Huawei's converged communication solution security includes the following key points () [multiple choices].

- A. Manage plane security policies
- B. Endpoint access security policy
- C. IP basic network security policy
- D. Communication service security policy

**Answer:** A,B,C,D

**NO.15** Key highlights of the U1960 gateway include [multiple selection].

- A. Built-in Voicemail
- B. Built-in voice conferencing
- C. Power supply redundancy AC/DC optional
- D. Highly integrated, 2U height, support 192-line analog users

**Answer:** B,D

**NO.16** The servers that SMC3.0 can support for the new generation of hosting platforms are (multi-select ABCD, single-select D) [multi-select].

- A. HCS(R2)
- B. X86
- C. All of the above
- D. TaiShan

**Answer:** C

**NO.17** Cloud conferencing supports hybrid cloud scenario [radio].

- A. False
- B. True

**Answer:** A

**NO.18** When the VP96 series of MCU competes with Polycom's RMX series MCUs, Huawei's bootable items are [multiple choice].

- A. Media board backup
- B. Full adaptation, port multi-screen, 1080p60 transceiver symmetry (symmetrical multi-screen).
- C. Power backup
- D. Dashboard backup
- E. Supports high secondary flow quality, and the secondary flow supports 1080p60

**Answer:** A,B,C,D,E

**NO.19** What is the minimum bandwidth required when the TE series transmits a video stream from the 1080P30? [Single Selection].

- A. 512kbps
- B. 1Mbps
- C. 384kbps
- D. 2Mbps

**Answer:** A

**NO.20** What are the ways for TE series terminals to join or convene meetings? multi-select

- A. Convene meetings via SMC2.0
- B. Activate the meeting by calling the Ad-hoc conference number
- C. Once built, you can quickly join a meeting by selecting a meeting in the scheduled meeting list
- D. The main caller is called the call set

**Answer:** A,B,C,D

**NO.21** SMC2.0 can define a conference template with a maximum of 4 cascades to meet the needs of multi-administrative level conferences such as government departments. [Single Selection].

- A. False
- B. True

**Answer:** B

**NO.22** When a meeting contains a three-screen zhizhen venue, SMC 2.0 automatically uses multi-channel cascading [single selection].

- A. True
- B. False

**Answer:** A

**NO.23** TE40/50 Mini MCu capability is [single selection].

- A. 9V+3A
- B. 6V+3A
- C. 4V+3A

**Answer:** B

**NO.24** TEX0 terminal does not know the login password. What are the ways to obtain a password? [Multiple selection].

- A. Log in to your API account to change the admin account password
- B. Factory reset through the web interface
- C. Such as Telnet or SSH enabled. Modifications can be made by command (web setpwd).
- D. Press the RST reset key during startup to restore factory settings

**Answer:** A,C

**NO.25** SMC2.0 supports the integration of monitoring docking, visual command and dispatch, and

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accelerates emergency decision-making. [Single Selection].

**A.** False

**B.** True

**Answer:** B