



Derrick Phua

Business Development Manager
H3C

CWNE #76

What is your level of industry experience?

As a sales engineering leader across APAC, I combine network architecture and wireless networking expertise to drive H3C's growth through strategic partnerships and innovative solutions. With a focus on collaboration and customer-centric design, I lead initiatives that address evolving regional needs. My career reflects a commitment to excellence, integrating emerging technologies into impactful, real-world applications.

Where did you receive your training/education?

I've received training from various sources, including face-to-face instructors, CBT Nuggets, and official vendor user manuals.

When did you first become interested in wireless?

I became interested in wireless in 2000 when I joined one of the SIs as a Network Engineer. My first wireless deployment was a Cisco AP350 at a customer in the education industry.

What certifications do you currently hold?

I currently hold the following certifications:

- Certified Wireless Network Expert (CWNE) #76 (2008)
- Certificate in Cisco Certified Network Professional (CCNP)(2005)
- Certificate in 5G Network Architecture, Planning and Design (2021)
- Certificate in LTE RF Network Engineer (2016)
- Certified Wireless IoT Solutions Administrator (CWISA) (2023)
- Certificate in Internet of Things Specialist (2014)
- Green Technology in Digital Economy for Leaders (2024)
- Certified Meraki Network Professional (CMNP) (2015)
- Arista Certified Wireless Expert (ACWP) (2020)
- Certified Wireless Network Trainer (CWNT) (2005)
- Certificate in Juniper Networks Router (2002)
- Introduction to Programming Using Python (2018)
- Certificate in WiMAX RF Network Engineer (2009)
- Certificate in Mobility Specialist in Evolved Packet Core (2017)
- EKAHAU Certified Design Expert #294 (2019)
- Certificate in Infoblox Secure DNS Configuration and Administration (2020)
- Cradlepoint Certified Network Expert (CCNE) (2021)
- Mist Certified Wireless Expert (MCWP) (2020)
- Certificate in Certified Big Data Science Analyst (2018)
- AIRMAGNET Certified Design Expert (ADCE) (2008)

Why did you choose the CWNE path?

I chose the CWNE path because this is a milestone achievement for me. I started my CWNA journey back in 2009 to gain deeper knowledge in wireless and advance my career.

How long have you been involved in the CWNP certification process?

I've been involved in the CWNP certification journey since starting my CWNA in 2009.

What would you say to anyone considering a CWNE designation?

Pursue your passion for wireless technology by studying at your own pace to gain a deep, comprehensive understanding of it.

What value will your CWNE provide to you, your clients, and/or your company?

The CWNE validates my expertise in 802.11 technologies, essential for effective WLAN design, deployment, and troubleshooting. It enables me to serve as a trusted advisor to partners and customers.

To whom would you recommend the CWNE program?

I recommend anyone passionate about Wireless Technology ask themselves how they can help provide better WiFi for their customers. The CWNE program will definitely help answer those questions.