



Huawei ICT Solution Overview

LEADING NEW ICT

Content Overview

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03 Huawei Vision & Strategic Partnership

Huawei Corporate Overview



180,000
Employees



80,000
R&D Employees
(45%)



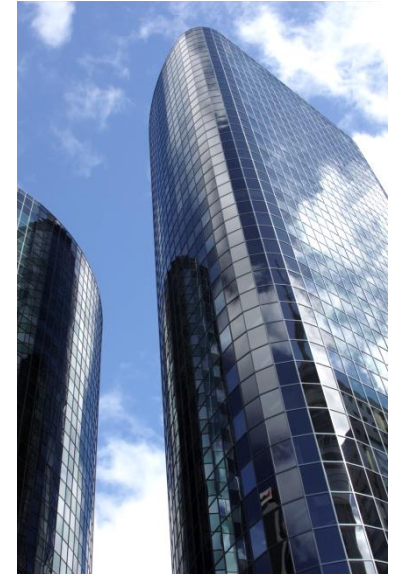
170+
Countries



28
R&D Centres
Worldwide



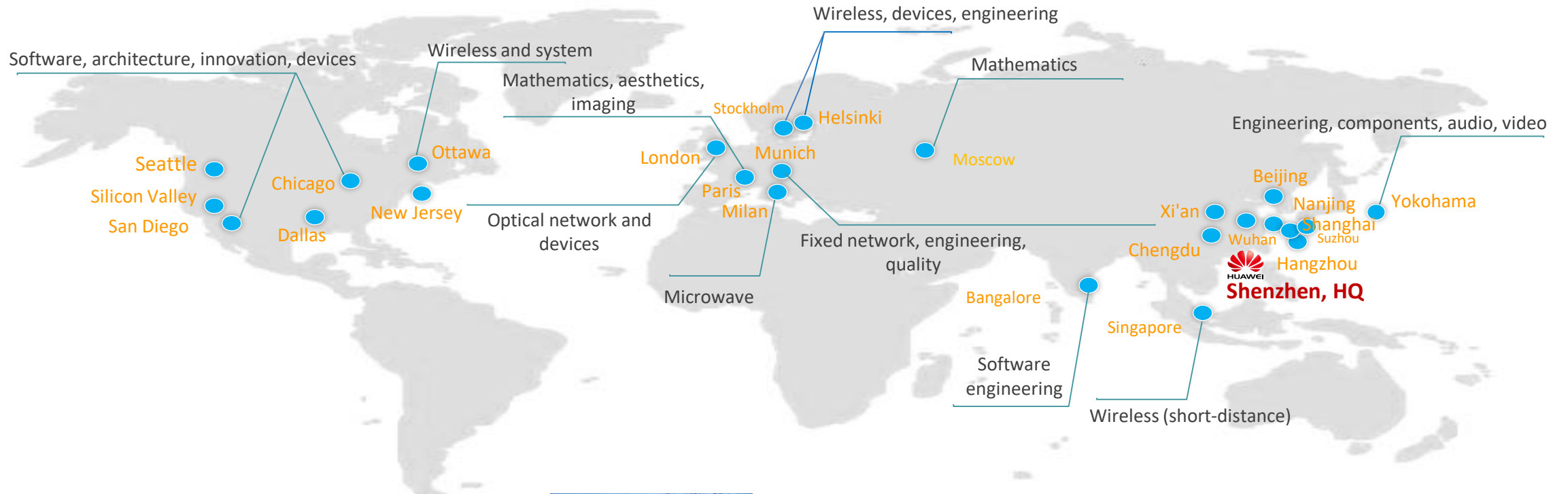
No. 72
Interbrand
Top-100 Best
Global Brands



No. 83
Fortune
Global 500

R&D Centers Worldwide

Leveraging Global Innovation Centers to Better Serve Customers



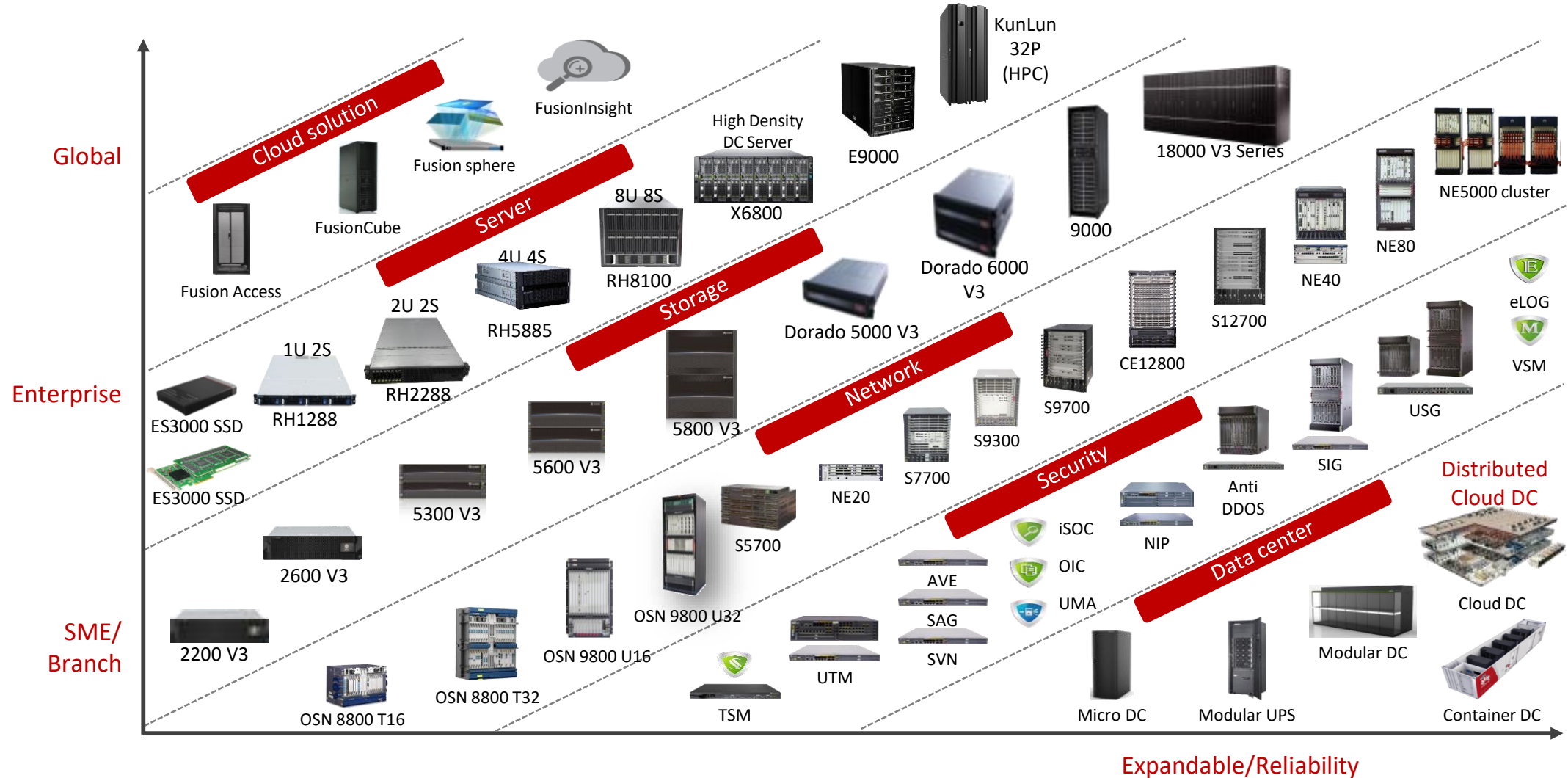
Content Overview

01 Huawei Corporate Overview






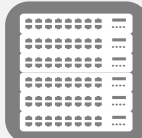









02 **Huawei Enterprise Solutions**

03 Huawei Vision & Strategic Partnership

Enabled by Complete Product Portfolios



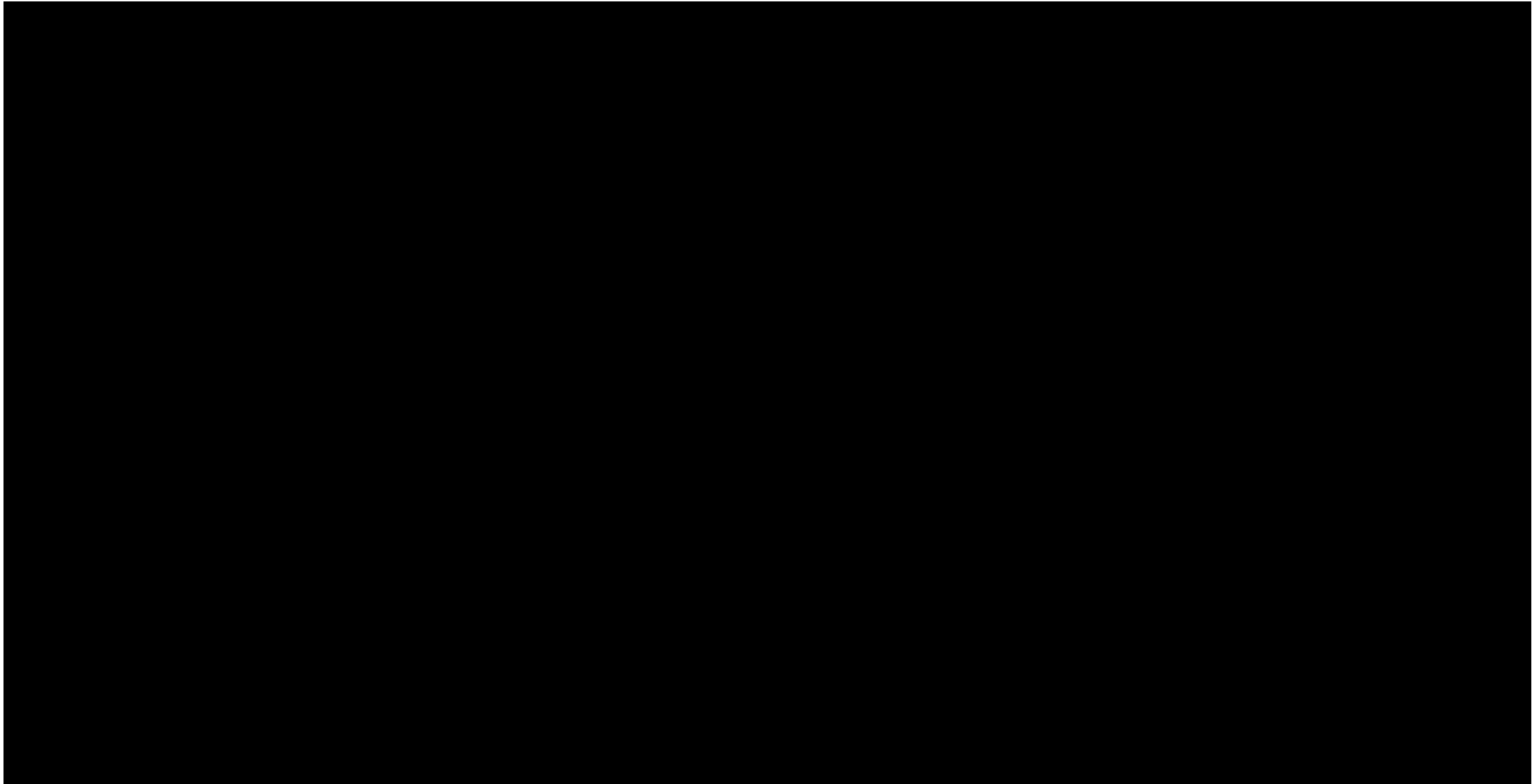
Leading player: by Technology Segments

<p>Storage & Cloud</p>	 <p>Server: No. 1 in China, No. 3 Globally Source : Gartner</p>	 <p>Virtualization: SPECvirt NO.1(632) 128 Servers per cluster, 80,000 VMs per VRM domain Delivery : 280,000VMs</p>	 <p>Storage: 2016 Gartner Leader Quadrant No.1 Revenue/Shipments/Capacity in China No.1 Growth Rate Globally Source : Gartner</p>
<p>Enterprise Networking</p>	 <p>Enterprise router: 100K Units, 109% YoY Ranking: No. 2 Source: Gartner</p>	 <p>LAN switch: 35% YoY, Ranking No.2 Globally Source: IDC</p>	 <p>DC Switch: Only vender from China in Gartner Magic Quadrant Ranking No.1 in China IDC Source: Gartner & IDC</p>
<p>Optical Network</p>	 <p>WDM: 22% Global Market Share; 40G: 34%, 100G: 31%; Ranking. No. 1 Globally Source: OVUM</p>	 <p>MSTP: 29% Global Market Share; Ranking. No. 1 Globally for more than 5 years Source: OVUM</p>	 <p>GPON & xDSL: GPON: 60.7%, xDSL: 33.2% Global Market Share; Ranking: No. 1 Source: Infonetics</p>
<p>Wireless</p>	 <p>LTE: 142 new eLTE contracts 256 in total</p>	 <p>GSM-R: 44K km Coverage</p>	 <p>WLAN: 65% YoY, Placed in the challengers quadrant</p>
<p>Unified Communication</p>	 <p>VC: 36K units, 17% YoY</p>	 <p>UC, CC: Placed in the challengers quadrant</p>	 <p>Omin-Channel/VTM: 30+ Banking customers No. 1 Large Scale Deployment</p>

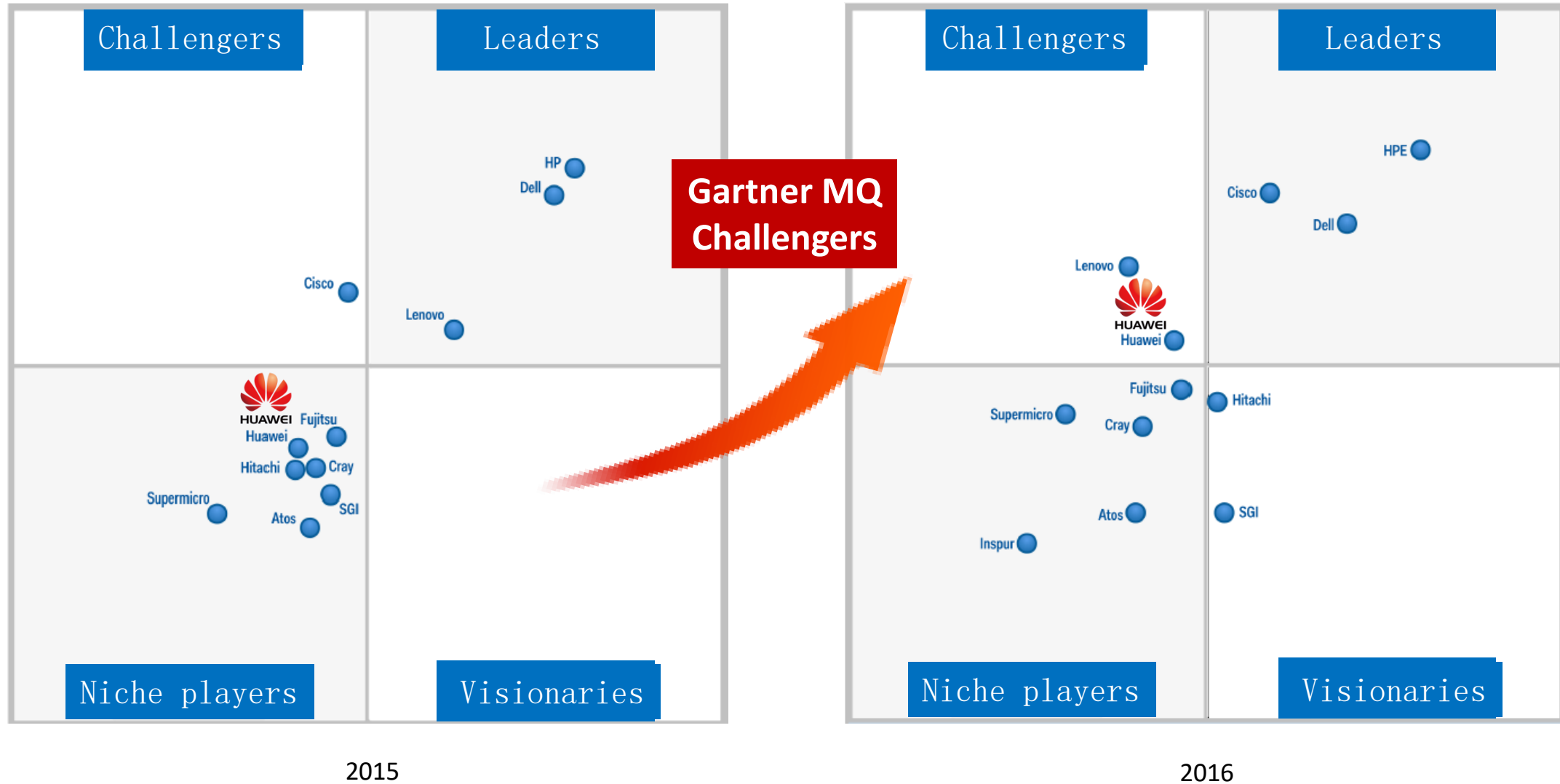
Huawei IT Vision and Strategy

LEADING NEW ICT

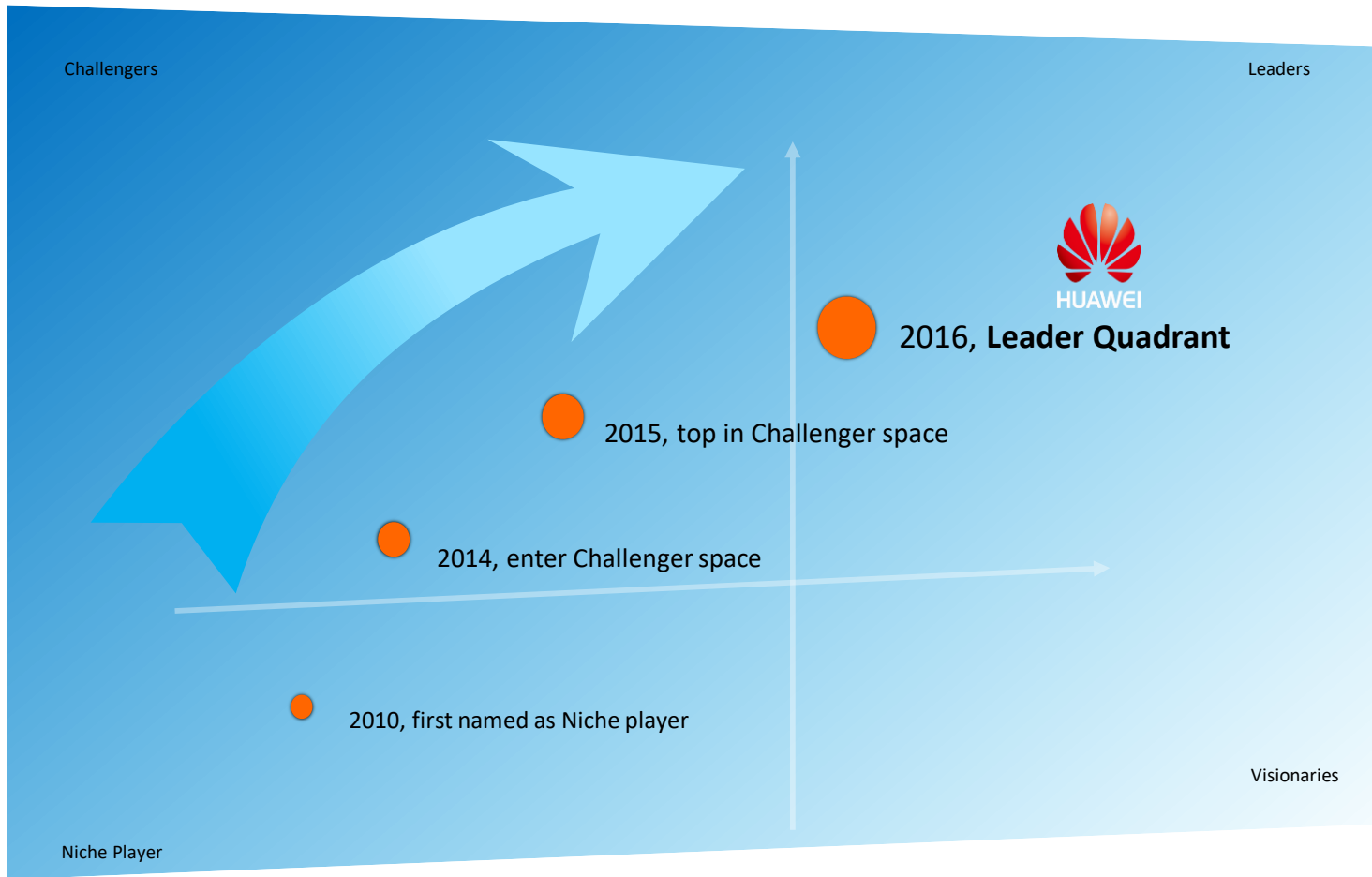
The best way to predict the future is to invent it



Huawei Servers into the Gartner's Challengers Quadrant



Huawei named a Leader in Magic Quadrant 2016









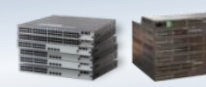


























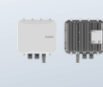










Magic Quadrant

Figure 1. Magic Quadrant for General-Purpose Disk Arrays



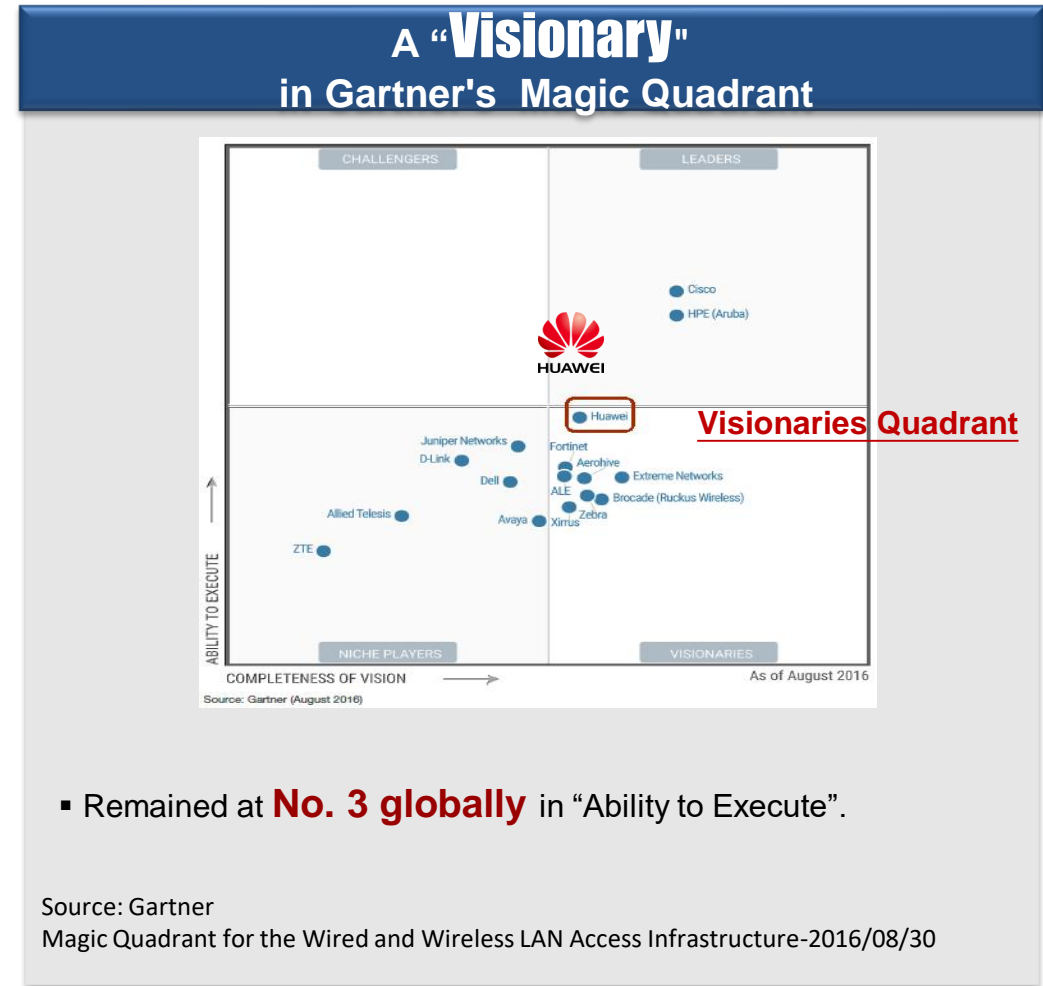
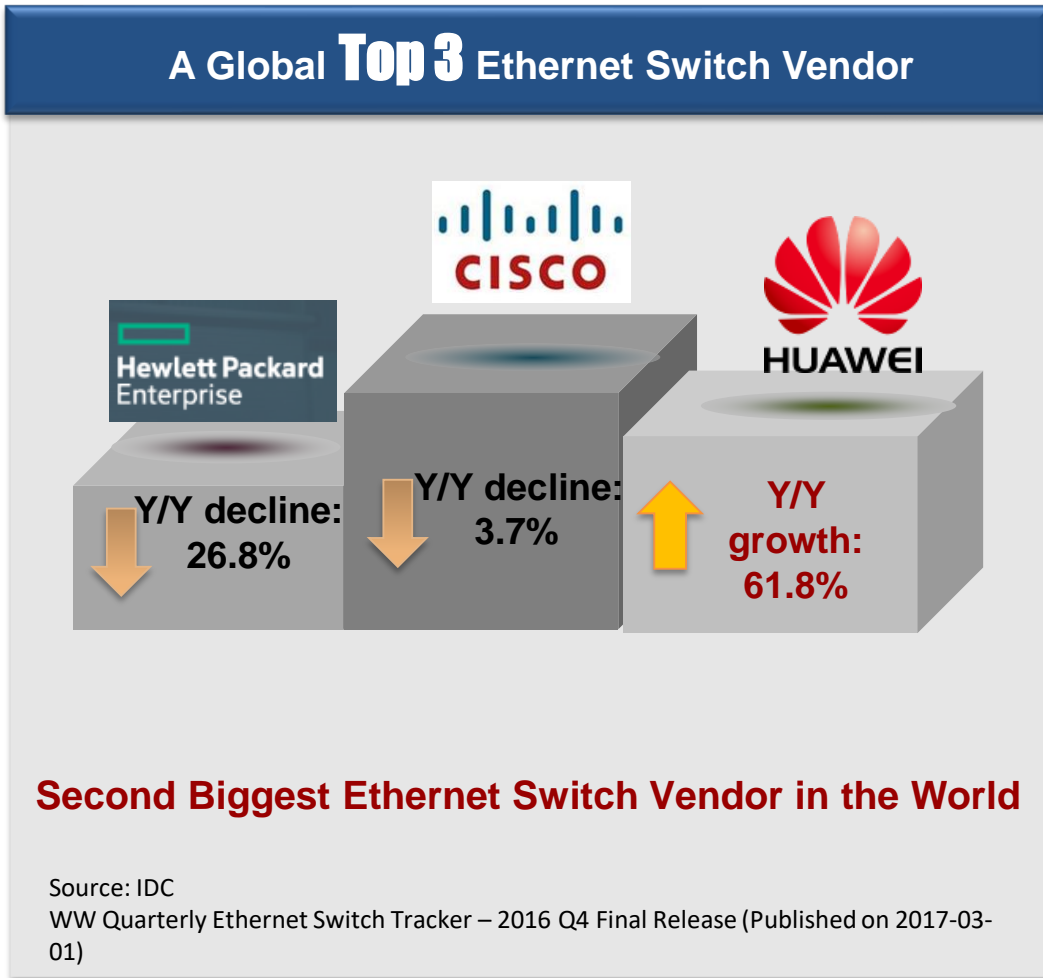
E2E Network Products and Solutions

E2E IP Products & Solutions

Ethernet switches	<p>DC switches</p>  CloudEngine12800	<p>Agile switches</p>  CloudEngine 5800/6800/7800	<p>Terabit core switches</p>  S12700	<p>Intelligent routing switches</p>  S9700	<p>10GE aggregation switches</p>  S7700	<p>GE switches</p>  S6720	<p>L3 100M switches</p>  S5720	<p>L2 100M switches</p>  S3700	<p>SMB switches</p>  S2700	<p>SMB switches</p>  S1700					
Access routers + Core routers + Wi-Fi	<p>Cluster router</p>  NE5000E	<p>Universal service routers</p>  NE40E-X3/X8/X16	<p>Multi-service control gateways</p>  ME60-X3/X8/X16	<p>High-end router</p>  NE20E-X6	<p>Integrated service bearer routers</p>  NE20E-S2E/S2F	<p>10GE aggregation switches</p>  NE20E-S4/S8/S16	<p>Mid-range routers</p>  NE05E-SJ/SK/SL	<p>Multi-service routers</p>  NE05E-S2/SE/SG	<p>Multi-service routers</p>  NE08E-S6	<p>Multi-service routers</p>  NE16EX-8/NE16EX-6	<p>Atom routers</p>  AE901MA-LR/AE901MP				
	<p>AR G3 access routers</p>  AR3200	<p>AR G3 access routers</p>  AR2200	<p>AR G3 access routers</p>  AR1200	<p>AR G3 access routers</p>  AR150/160/200	<p>Industrial routers</p>  AR530	<p>Industrial routers</p>  AR510	<p>Industrial routers</p>  AR550	<p>Wi-Fi APs</p>  AP2050DN/AP2050DN-E	<p>Wi-Fi APs</p>  AP4050DN/AP4150DN	<p>Wi-Fi APs</p>  AP4050DN-HD	<p>Wi-Fi APs</p>  AP6050DN/AP6150DN	<p>Wi-Fi APs</p>  AP7050DE	<p>Wi-Fi APs</p>  AP8050DN/AP8150DN	<p>Wi-Fi APs</p>  AD9430DN-24/R250D	<p>Wi-Fi ACs</p>  ACU 2.0
Security	<p>DC security gateways</p>  USG9500	<p>NGFW</p>  USG6300/6600	<p>UTM</p>  USG 2000/5000	<p>Security access gateways</p>  SVN 2000/5000	<p>IDS/IPS</p>  NIP6000	<p>AntiDDoS</p>  AntiDDoS1000/8000	<p>Sandbox</p>  FireHunter6300	<p>Terminal security/management</p>  AnyOffice							

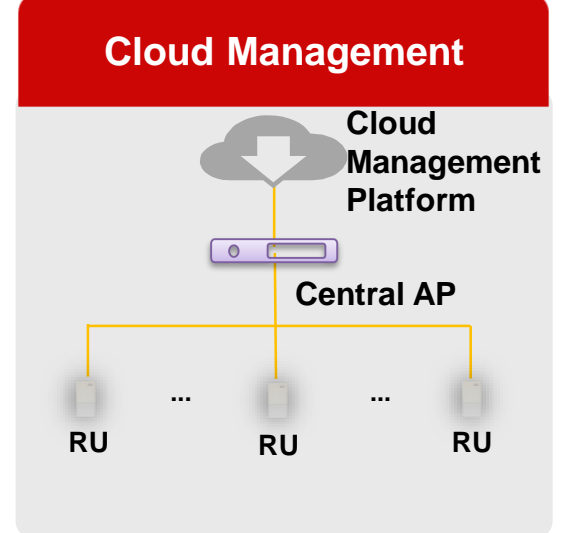
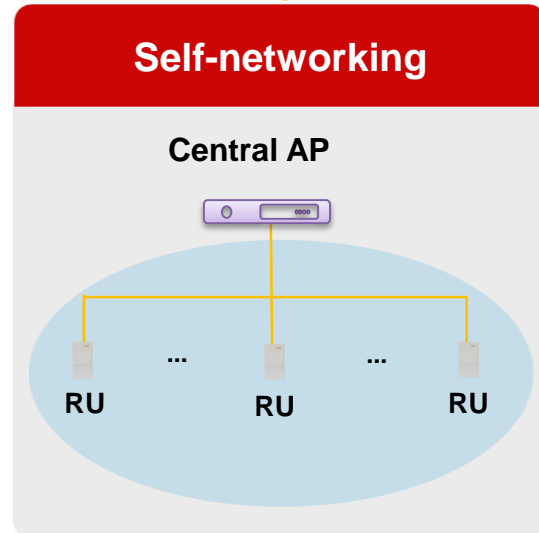
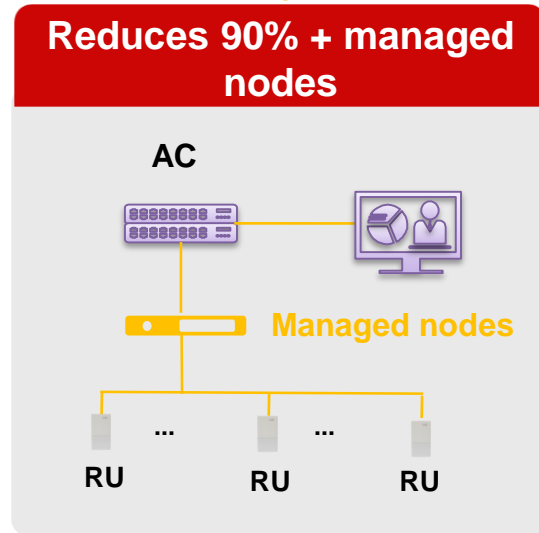
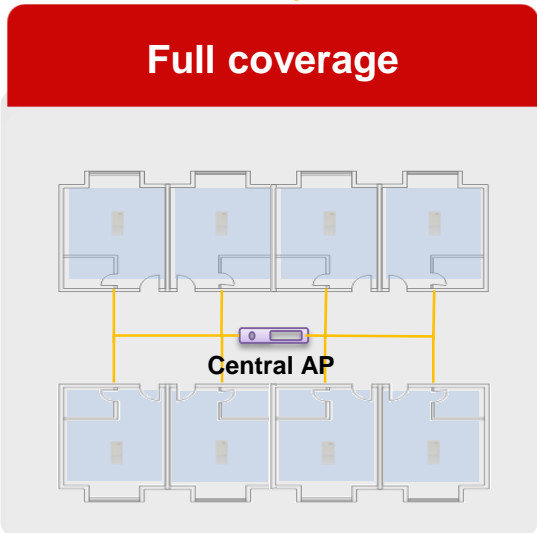
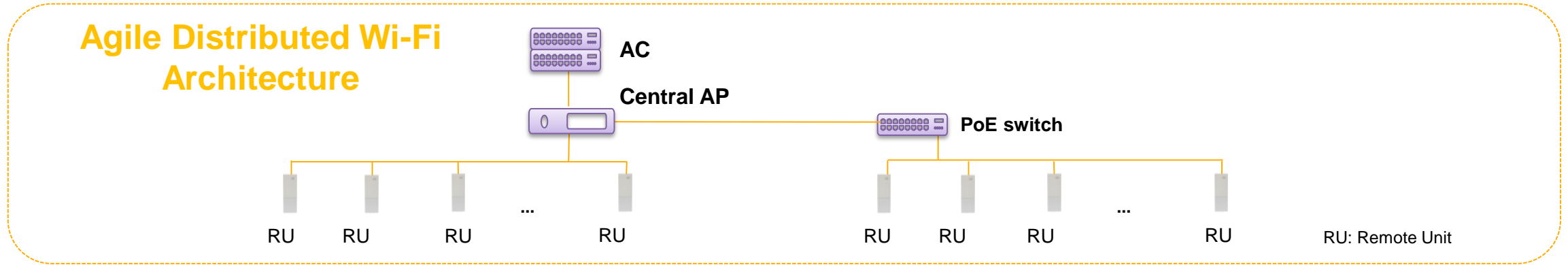
eSight/Agile Controller

Huawei Ranked No.2 in the Global Ethernet Switch Market in Q4 2016, and Positioned in Gartner's Visionaries Quadrant



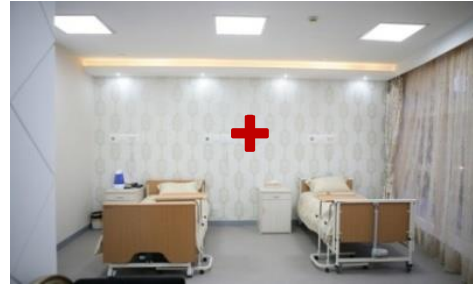


Agile Distributed Wi-Fi Solution



Flexible Deployment of RUs Meets Requirements of Diverse Scenarios

Student dormitory rooms



Hospital wards

Hotel guest rooms



R250D/R250D-E/R240D

Highlight: provides access for **wired and wireless users**

Applicable scenarios: student dormitory rooms, hospital wards, and guest rooms of luxury hotels

Deployment modes: **embedded into an 86-type box, or mounted to a ceiling (except the R250D-E) or wall**

R230D

Highlight: provides access for **wireless users**

Applicable scenarios: hospital wards and common hotels

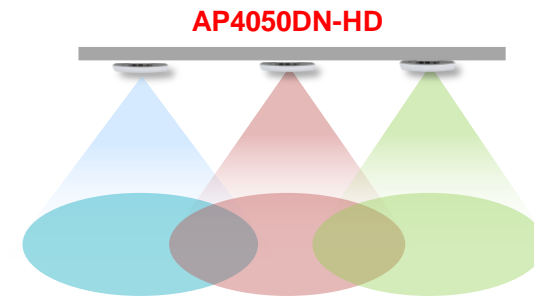
Deployment mode: **mounted to a ceiling or wall**

AP4050DN-HD Designed for Waiting Halls



Restrictions:
The AP4050DN-HD can be installed at a height of 3-15 m in scenarios such as waiting halls and auditoriums.

- AP with built-in antennas, saving costs and featuring attractive appearance
- Only one person required to install an AP within 50 minutes, saving the overall cost by **75%**

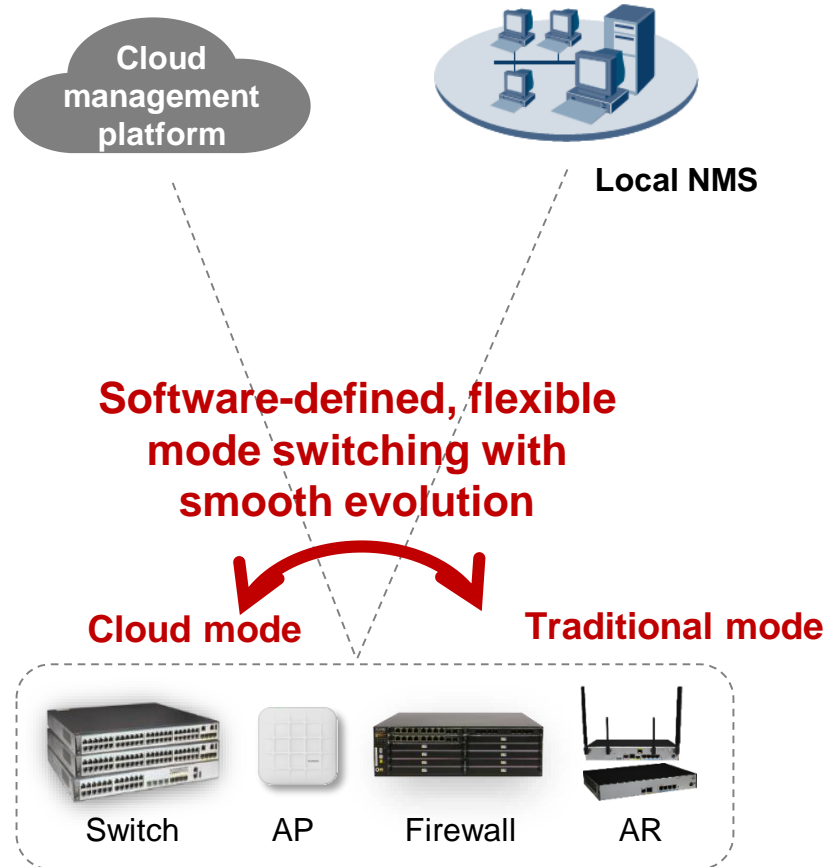


- Smart high-density antenna, increasing the user concurrency rate by **50%**

Huawei Provides Services for 30+ Global Stadiums



One Set of Products Supports Two Management Modes, Protecting Investments



Application Scenario

A customer or an MSP wants to migrate its traditional network to a cloud managed network. To protect investments, the customer or MSP requires that devices support both traditional and cloud modes.

Huawei Solution

- **Mode switching through DHCP Option 148**
 - ✓ The firewall is deployed as a DHCP server and gateway
 - ✓ A third-party device is deployed as a DHCP server.
- **Mode switching using other methods**

Customer Benefits

- Two modes supported, protecting customers' investments
- Automatic mode switching, simplifying operations

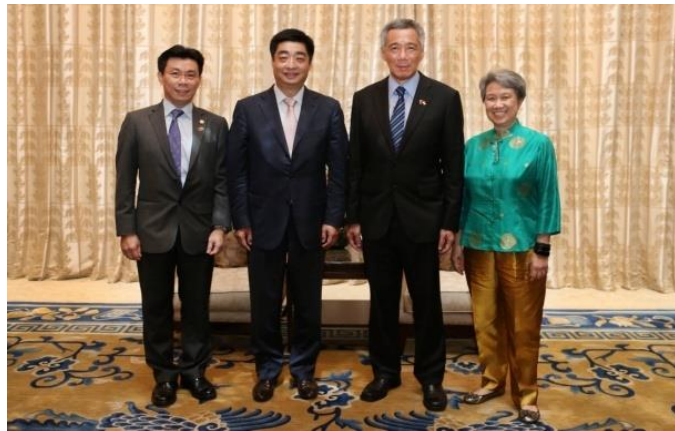
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Huawei develops long term strategic partnership with Singapore government



Huawei Rotating CEO Mr. Hu Houkun attended PM Lee's private dinner with CEOs from Chinese enterprises



Guo Ping met with Ms Jacqueline Poh, MD of IDA and Mr. Tan Kok Yam, head of Smart Nation Program Office



Huawei Rotating CEO Mr. Guo Ping talked with Prime Minister Lee Hsien Loong at Future China Global Forum



Huawei regional team met with Dr. Vivian, Minister in charge of Smart Nation



Singapore ministers visited Huawei's booth at CommunicAsia.





Huawei Enterprise **A Better Way**

HUAWEI ENTERPRISE A BETTER WAY