Huawei Enterprise Business

HD Technology Sdn Bhd.

“Enterprise Authorised Distributor”
Contents

- Huawei Updates
- Enterprise Business Scope
- Enterprise Service Capabilities
- Success Stories
A Global Company with Centers of Expertise Worldwide

Global Presence

- 110,000+ employees worldwide
- 15 regional HQ, 140+ branch offices
- 20 R&D centers, 36 training centers

Enterprise Business

- 10,000+ employees worldwide including 6000+ R&D
- 15 regional HQ, 4 competence centre in USA, Europe, China (Beijing, Shanghai)
- More than 10 global partners, 10 global Telco partners
- 12 authorized Co-op training centers, 1500 instructors
## World-class Management

### Major Projects

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<th>Since 1995</th>
<th>Since 2005</th>
<th>Since 2009</th>
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<td>Integrated Product Development</td>
<td>Leadership Development</td>
<td>Compressed Regional Organization</td>
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<tr>
<td>Financial Management</td>
<td>Joint Innovation Management</td>
<td>E2E LTC Process</td>
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</table>

### Consultancies

![IBM consulting](attachment:image1)
![PwC](attachment:image2)
![HayGroup](attachment:image3)
![FhG](attachment:image4)
![Accenture](attachment:image5)

Operational cost reduction, efficiency enhancement and end-to-end quality delivery
Leading Position in ICT Technology and Standardization

- **3479** patents filed in IP area.
  - Member of 15 major standard bodies
  - Leading Role in IETF: 1 IAB(5), 2 ADs(7), chairs of 10 IETF Working Groups
  - Published **38 RFCs**, now having 85 WG drafts, Huawei is the 2nd most active router vendor in IETF
- **3200** patents in transport area.
  - 500+ contributions to main SDOs since 2005
  - ITU-T Q10/15 Chair, 20+ Rec. Editors; IETF Routing Area Director, 8 RFCs, 10+ WG drafts

- **200+** patents in video communication world, and **400+** patens are pending.
  - EDITOR or REPORTOR of ITU / MPEG / 3GPP
  - IF design award, TOP selection
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Huawei’s E2E ICT Strategy

IT Solutions

Networks

Devices

Enterprise

Telecom Carrier

Consumer

HD Tech Confidential
Huawei Enterprise Vision & Business Focuses

**Vision**
- To enrich ICT experience for the global enterprise market
- To be the best partner in E2E vertical industry solutions

**Services**
- Consulting
- System Integration
- Support
- Learning

**Solutions**
- IP Network
- Unified Comm.
- Cloud & DC
- Security

**Products**
- Infrastructure
- Communication
- IT

**Vertical Industry**
- Government
- Corporate
- Energy
- Transport
- Smart Grid
- Finance

Globalization: Partnership & Alliance

Openness

Convergence

Agility
Huawei Enterprise Business Solutions

Creating Value for Customer

Customized & High Quality Services

Government  Corporate  Energy  Smart Grid  Transport  Finance

Enterprise Infrastructure  Enterprise Communication  Enterprise IT Solutions

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One-stop Enterprise IP Network Solutions

1. Ubiquitous Branch Access

2. Flexible Campus Network

3. Reliable WAN Interconnection

4. Green Data Center Network

HD Tech Confidential
# Full Series of IP Connectivity Product Portfolio

## Router
- **Access Router**
  - AR 200
  - AR 1200
  - AR 2200
  - AR 3200
- **Core Router**
  - NE40E-X1/X3/X8/X16

## Switch
- **Core Switch**
  - S9303
  - S9306
  - S9312
- **Aggregation Switch**
  - SS300
  - SS300POE
  - S3300
  - S3300POE
- **Access Switch**
  - S2300
  - S2300POE

## Transport
- **WDM**
  - OSN 38/1800
  - OSN 6800
  - OSN 8800
- **MSTP**
  - OSN 500
  - Metro 1000/500/100
  - OSN 2500/3500/7500/9500
- **Microwave**
  - RTN 910
  - RTN 950

## Access & Security
- **AP**
  - WA603SN
  - WA603DN
  - AC card in S9306
- **AC**
  - Eudemon 200E
  - Eudemon 1000E
  - Eudemon 8000E
- **Firewall**
  - SVN 3000
- **SSL VPN**
  - NIP 200
- **IDS**
  - TSM
  - DSM
  - LMA

*Wireless AP Roadmap by Q3 2012*
Enterprise Communication Solutions

IP Telephony
- IP Phone
- Tablet PC
- PC client

Telepresence
- Mobile client

Web & Desk conference

Video surveillance
- Thin client
- Conference terminate

IPCC

Collaboration
- TV screen
- Vidicon
# Huawei UC&IP Telephony Product Portfolio

## Application Servers
- **Unify message**
- **Instant message**
- **Presence/group**

## Voice conference
- **Web & Desk conference**

## Portal server
- **OMS**

## Communication Servers
### Small & Middle Business
- **SoftCo 5500** (300 Users)
- **SoftCo 5816** (800 users)

### Enterprise
- **SoftCo 9500** (10,000 users)

### Large Enterprise
- **SoftCo 9800** (50,000 users)

## Gateways
- **EGW**
  - **EGW1500** (20 Users)
    - Office in One Box

## IAD Series
- **IAD101/102** (1-2 POTS)
- **IAD104** (4 POTS)
- **IAD208** (8 POTS & 8 FE)
- **IAD132** (32 POTS)
- **IAD1224** (224 POTS)
- **IAD1280** (280 POTS)

## IP Terminals
- **IP Phone**
  - **ET 3xx**
  - **ET 5xx**
  - **ET 6xx**
  - **ET 8xx**

- **PC Client**
  - **PCA**

- **Mobile Client**
  - For iPhone and Android

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Huawei IPCC Product Portfolio

Applications

Cloud management platform

Cloud agent server

HPS

Middleware

Smart CTI

MRS

ASR Server

TTS Server

IVR

Recording

Report

ACD

Small & Middle Business

UAP2100 20 agents

Enterprise

UAP3300 240 agents

Large Enterprise

UAP6600 1000 agents

UAP8100 20000 agents

Gateways

IAD Series

IAD101/102
(1-2 POTS)

IAD104
(4 POTS)

IAD208
(8 POTS & 8 FE)

IAD132
(32 POTS)

IAD1224
(224 POTS)

IAD1280
(280 POTS)

IP Terminals

IP Phone

ET 3xx

ET 5xx

ET 6xx

2011.01

ET 5xx

IP Phone

PC Client

Softphone

Thin client

Wyse S10
Huawei Cloud Strategy: Large Platform, Cloud of Services and APPs, Openness and Cooperation

Openness & Cooperation, build win-win ecosystem chain.

Drive the Cloud of Services & Applications, speed up the informatization

Large Platform to facilitate the sharing of resources and energy-saving.
Full Series of IT Infrastructure Products

Cloud Products

VDI (Virtual Desktop Infrastructure)

Storage Products

S2300/S2600
S5300/S5500/S5600/S6800
S12000/S12300
VIS6000
VTL3500
VTL600

Server Products

RH1285
RH2285
RH5485
E6000
X6000

NAS
SAN
VIS
VTL

Rack server
Blade server
Cloud server
eCity Solution

National Security & Surveillance
Controlling power: Society entities like hot areas, public, and vehicle

National Emergency Responding
The brain of Emergency command center

Cyber Police
Controlling power: virtual network, carrier network

Multi-dimension prevention, Integrated command, Comprehensive Controlling
e-Government Solution

Benefits:
1. Strong consulting, project management and system integration capability, knowledge transfer with sound training course.
2. Customize service design with focusing on government's requirements and challenges, onsite support and service.
3. Full series of products, tailored technical solution with proven experience.

Applications
- **G2E**
  - Office automation
  - E-Document
  - E-ID
  - Portal
  - …
- **G2G**
  - Workflow
  - Online Communication
  - Government Hotline
  - …
- **G2C**
  - Online declaration
  - Government Hotline
  - eID
  - …
- **G2B**
  - SMB
  - Health
  - Education
  - Public Security
  - …

Service Infrastructure
(VDI/ UC (VoIP/Conference/Messaging) / App. Platform)

ICT Infrastructure
(Cloud Data Center: Cloud Storage & Computing)
(IP Backbone: Transport/ LAN Switch / Router /…)
(Access: LAN/ ADSL/ E1/ WiFi / WiMax/…)

Terminals
(PC / Mobile / PDA / Conference Client/… )
Smart Grid Solution

- Improved smart grid communication structure: End to end real-time, high-speed and bi-directional communication, elevate dispatch efficiency, reduce manpower costs, enhance power grid security and reliability
- Ease of maintenance: Designed with unified network deployment and management to reduce operating expense
Smart Energy Solution

Our unique value:
1. The only vendor capable of covering communication solutions from upstream, midstream to downstream;
2. Comprehensive design for oilfield industry: Abundant oilfield service systems including various transmission connection and SCADA system control to provide a unified, safe and efficient networks;
3. Global presence with abundant technical consultants and expertise including engineering forces to provide responsive and implementation;
Railway Communication (GSM-R) Solution

- BTS, BSC/PCU/TC, MSC/VLR, GGSN, SGSN, HLR and OMC can be provided by Huawei.
e-Banking Solution

- Data Center Disaster Recovery Solution
- Bank OTN/WDM Backbone Solution
- Bank WAN IP Backbone Solution
- Inter-Branches Communication
- Video Call Center Networking
- Regional HQ LAN Network
- End-to-end Security
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Services Portfolio

System Integration & Deployment
- Network and System Integration Planning
- Professional Project Management
- Delivery and Supply Chain Management
- Partner Management
- System Acceptance Test and Staging

Network Design & Optimization
- Network Evaluation and Analysis
- Network Performance Analysis
- Network Design and Improvement
- Network Optimization Implementation

Training & Certification
- Technical Training/Network
- Technology Institute
- Examination Service
- Professional Certification
- Compatibility Fast Certification

Customer Support & Maintenance
- Technical Support
- Repair and Spare Exchange
- Technical Support Web-site
- Software Support Service
- Preventive Service
Worldwide TACs- Quickly response to CSR

- **Technical Centre**: 2 GTAC + 11 LTAC; 3 GNAC; 7 Managed Service Center
- **Resource Centre**: 3 GSRC + 22 RSRC
- **Logistics Centre**: 116 Spare Parts Center
- **Knowledge Centre**: 36 Technical Training Center

**Map Details**:
- **Global TAC**
- **Language TAC**
- **Country TAC**
Global Spare Parts Support Platform

100+ CSPC (Country Spare Parts Center)
178 FSL (Field Stock Location) within countries

Partnership with Top International Logistics Service Provider

Professional IT Platform - Parts Service Delivery System (‘PSDS’)

- Web-based user interface available to all users
- End to End Real-time visibility
- Configuration according to user requirements
## Training & Certification

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<td>HCDE (Enterprise-IP)</td>
<td>HCDP-IERN HCDP-IESN HCDP-IENP</td>
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<td>HCDP (Enterprise-IP)</td>
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### Fast Certification

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# Success Stories of Enterprise Business

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<td>AGF</td>
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<td>Others</td>
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<td>Casino</td>
<td>DOHA</td>
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Huawei Enterprise IT System - Overview

**Applications**
- More than 2000 systems
- Unified Data plan

**Data Center**
- More than 1000 servers
- Different level

**Data Center**

**Disaster Recovery Center**

**Regional DC**

**Global WAN**
- Covers 15 Regional HQ
- Over 140 branch offices

**Connection**
- All employees, over 110,000
- Different terminals: phone, PC, VC, TP
Huawei Enterprise IT System – Network Overview

- Huawei Network deploy 10000+ Switch, 500+ Route, 1000+ Server. The first network in AP.
Huawei Enterprise IT System – Global WAN

Connect 17 R&D, 200+ branch offices. Can support 200+ thousand work together.
China National e-Gov External Backbone Network

- China e-Government network infrastructure has 2 network, external network and internal network.
Nigeria e-Government

Challenges
- How to improve Government Productivity
- How to improve Services to Citizen
- How to boost Local Economy
- How to improve transparency and government image

Huawei Solution
- National IP backbone covering 37 states
- Data center
- MAN in Abuja
- All the LAN, video conference, VoIP for federal ministries in Abuja
- 37 LAN for state government
- 1500 LAN for local government

Benefits
- Improve efficiency and management of the government
- Facilitate citizen interaction with government
- Shorten citizen application processing period to 50%
- Foster economic environment and attract foreign investment
- Improve the economy growth rate
IMSS (Institute of Social Security) Mexico Case

Challenges
- How to provide good health, medical assistance and social security to Mexican citizens effectively
- How to communicate and manage information efficiently

Huawei Solution
- Network covers all public hospitals and clinics all over Mexico
- 4500+ sets equipment
- Unified NMS, easy management
- Abundant applications such as E-mail, OA, document exchange, Public Information Inquiry System and Information Publish System etc.

Benefits
- Offer patient services through advanced communication infrastructure
- Establish electronic patient database and health database
- Increase employee productivity
- Reduce the total cost of ownership by 20%

Electronic patient records
Medical care
Online service reservation
Medical research
Telemedicine
E-health system
Pakistan Islamabad Safe City Project

Challenges
- Pakistan's current security situation continued to deteriorate. There are hundreds of car bombings and suicide bombings in 2009, which resulting in thousands of casualties.

Huawei solution
- Islamabad has 1500 cameras, 500 sets of RFID equipments; Peshawar has 1000 cameras, 580 sets of RFID devices;

Benefits
- Covering all the city’s main entrances, roads, airports, public places, important architectures and other security locations.
State Power Dispatching Backbone Network

Challenges
- High safety and reliability.
- Real-time ability is the key requirement of state power dispatching network.

Huawei Solution
- 30 NE16E routers are deployed in the different dispatching backbone. In the substations and power plants directly under state or provincial dispatching center, R2631 routers are deployed.
- N+1 design for high reliability; Deploy MPLS VPN; Hierarchy of PE;

Benefits
- Launched from 2003, running stably for more than 6 years.
- Dual plane network infrastructure enhanced the high reliability of electric power services.
Integrated Data Network of Anhui Power Grid

**Challenges**
- Management information area (area 4) bandwidth can’t bear new service requirement (video conference, VoIP, etc.)
- With rapid development of various information system and internet application, production management areas face network security problems

**Huawei Solution**
- The first network plane of the integrated service data network in 2005 covering the power supply system of Anhui province. NE40s are used on the network, providing 155 Mbit/s bandwidth.
- The backup plane built providing 622M POS links.
- The two planes back up each other and perform load balancing.

**Benefits**
- Access to the integrated data services including voice, video with high QoS guarantee
- Various VPN extension technologies
- High reliability by using dual plane, running stably for more than 5 years
Green Network for Singapore Temasek Life Sciences

Challenges
- Request a new campus network to enhance flow of network traffic
- Easily manageable
- Energy saving and emission reduction

Huawei Solution
- New generation Ethernet switches (S9300 and S5300 high-end switch)
- Dual link design, high reliability
- Unified NMS, easy maintenance and management

Benefits
- Cost-effective and energy efficient environment protection solution
- 30% TCO saved
- High reliability to 99.999%
- Wire-speed forwarding and good network-surfing experience
Interactive Network in University of Malaya

**Challenges**
- Increasing need for fast communication and knowledge exchange
- Reducing cost of networking

**Huawei Solution**
- 10G Ethernet convergent networking
- Flexible multi interface, such as 155M ATM, GE.
- VoIP service

**Benefits**
- Abundant multimedia services
- High cost-effective and 25% cost saved
- Easy management
- Eliminate infrastructure redundancies
Data Network of 11 Passenger Railways (Networks Constructed by Huawei, with 100% Market Share)

**Background**

**Customer Value**
- Access services for public IP data users of passenger railways. With the MPLS technology;
- WAN services for applications irrelevant to security and transactions.
- Voice, data, and video services, and QoS and security guarantee.
Tibet Railway Network

Challenges
- High reliability and security
- How to build a modern IT infrastructure
- Multi-service trend
- The highest railway line in the world

Huawei Solution
- Whole network adopt MPLS VPN architecture
- Whole network adopt Huawei Product, NE80 for core layer, AR46 for aggregation layer and access layer

Benefits
- Provide high reliability of Tibet railway network
- Provide security of Tibet railway network
- Provide monitoring and management system for Tibet railway network
Syntigo Railway in Belgium

Challenges
- Improve competitiveness, pursue more revenue and lower OAM cost
- Provide bigger broadband and more stable network service for SNCB
- Improve network quality, fulfill multi-requirements for valued customers
- Provide diversified service

Huawei Solution
- OSN6800 for core layer, with OTN X-connect, directionless configuration and ASON/GMPLS
- OSN1800 for access layer
- E2E Monitoring and Management Solution
- MDS6600 for complete network planning, simulation, and assistant analysis
- 40G/100G-based design to cope with bandwidth explosion and cut down investment

Benefits
- Optimized bandwidth utilization
- Lower cost/bit and shorter TTM for customer services
- Flexible configuration and expansion possibility without down-time
- Higher network reliability
- Increase revenue with new service types
GSM-R Service for UGL in Australia

Challenges
- Complicated terrain: 70km of in tunnel design
- 675 train carriages

Huawei Solution
- GSM-R system equipment for the whole network
- Duo-location BSC and MSC Dual-homing are applied

Benefits
- Provide high reliability
- Over 600km+ of GSM-R coverage
Backbone Network of the Agricultural Bank of China

Challenges
- The level-1 backbone network of the Agricultural Bank of China is the backbone WAN connecting the headquarters and level-1 branches and carries core services.
- Huawei Quidway® devices are used, which have run stably on the live network for three years.
- On data centers and large-scale branches of the Agricultural Bank of China, 44 NE80s are deployed. On small-scale branches, 36 NE40 are deployed. ATM links are used for interconnection.

Huawei Solution
- Huawei Quidway® devices are used, which have run stably on the live network for three years.
- On data centers and large-scale branches of the Agricultural Bank of China, 44 NE80s are deployed. On small-scale branches, 36 NE40 are deployed. ATM links are used for interconnection.

Benefits
- The level-1 backbone network guarantees stable transmission of services. The service performance is improved greatly.
## Challenges
- Rapid increase of user – Higher performance & stability of system
- Facing fierce competition – More modes of service marketing
- Increase of financial applications – Higher scalability and more open platform

## Huawei Solution
- A mature and proven Central Office switch solution
- Modular design ensures high scalability of system
- Multi-media rich platform strengthens service and promotion mode
- A powerful and open next-generation CTI platform makes business reform more quickly and more conveniently

## Benefits
- 200,000 calls per day with improving service capability
- Comprehensive promotion ways – voice, web, email, SMS, etc.
- Quick response for marketing promotion of new business
- Easy to expand and maintain
- Improved customer satisfaction by multi-level service
- Achieved the best call center award continually in 2004 ~ 2007
Brazil Caixa Bank

Challenges
- Caixa Bank, important financial institutions, make interconnection for many branches.
- Need reliable and rich features in Access Routers

Huawei Solution
- ARx9, integration of abundant interfaces. They meet the integrated services for Bank Branches.
- deployed build-in voice, high speed internet access, VPN service and PBX services in all branches.

Benefits
- Quick service launch: 426 units of ARX9 series routers are deployed in 3 months.
- Good interoperability with Cisco network.
- all-in-one box can reduce the operation cost.
Kenya GDC System - Disaster Recovery Center

Challenges
- Business regions are physically isolated.
- Faces challenges of business continuity and data explosion.
- Requirement of centralized management.

Huawei Solution
- Huawei 1+1+1 backup and recovery center solution.
- Dedicated disaster recovery design.

Benefits
- Automatically central management solution, reducing staff burden.
- Remote data backup design to satisfy customer’s demand of critical data protection.
High Capacity DC for CNC to meet the Olympic Games

Challenges
- The services develop rapidly in the recent years, the capacity of DC can not meet performance requirement.
- There are a group of DC in different locations, the CNC needs to share and exchange information beyond sites.

Huawei Solution
- Provides high performance egress routers and switches to buildup a high capacity DC network.
- Implements QoS to differentiate services, and then provides good SLA.
- Connects different sites with high availability design.

Benefits
- High capacity DC
- The service quality is guaranteed.
- Flexibility for the future
Global TP Deployment in Huawei Worldwide

Challenges
- Global management
- Huge travel expense worldwide

Huawei Solution
- Total Telepresence solution
- Cover 22 sub-region, 100+ office around the world

Benefits
- Cut the travel cost 30%
- Fast response to global customer, quick decision making
- Reduce the travel risk globally
Huawei Telepresence Serve for Phoenix TV

**Challenges**
- 4 cities real time interactive program
- Full HD content time delayed by satellite

**Huawei Solution**
- 4 sets TP3006 deployed at Shanghai, HK, Beijing and Taipei
- 5 screens solution at World EXPO studio

**Benefits**
- Broadcast the real time interview within 4 cities during World EXPO
- Exchange the latest news and info with HK studio by Telepresence every day
- Reduce the time delay by IP network
Vodafone Italy: Quick ICT Service Launch

Challenges
- As a mobile operator, VDF Italy need specific services (quick launch, easy deployment, targeting at SMB customers) to penetrate ICT field

Huawei Solution
- All-in-one box, ARx9, provides an integration of built-in voice, high speed internet access, abundant interfaces to simplify the network design and service launch
- Two services provided: IP PBX CPE with VoIP, Fixed Broadband Service

Benefits
- Quick service expansion: 6200+ units of ARX9 series routers are purchased by VD-IT in 3 months after service launch
- Good interoperability to reduce the cost of integration with DSLAM, OSS, IP phone, SBC and IMS.
Increase Profitability of Managed Service for BT GS

**Challenges**
- Lower cost of managed WAN/LAN service, increase cash flow
- Rich LAN/WAN service involved,
- Global application
- Third partner OSS integration to realize zero-touch management
- Expand new services

**Huawei Solution**
- All-in-one multi-service WAN/LAN products
- Integrated with several third partner OSS system, to provide effective support
- Establishment of B2B platform simplifies customer orders, service process
- Simple business mode

**Benefits**
- Improve financial figures: cost reduced and cash flow increase
- Good interoperability with current suppliers, less effects of vendor change on the enterprise customers
- Uniform OS, reduce the configuration complexity and maintenance CAPEX
- Fewer device types, satisfying several application scenario
- Support Zero Touch, Plug and play

A Shared Vision for a Better Future!