

HUAWEI ENTERPRISE ICT SOLUTIONS **A BETTER WAY**

Huawei Rail Cloud Datacenter Solution

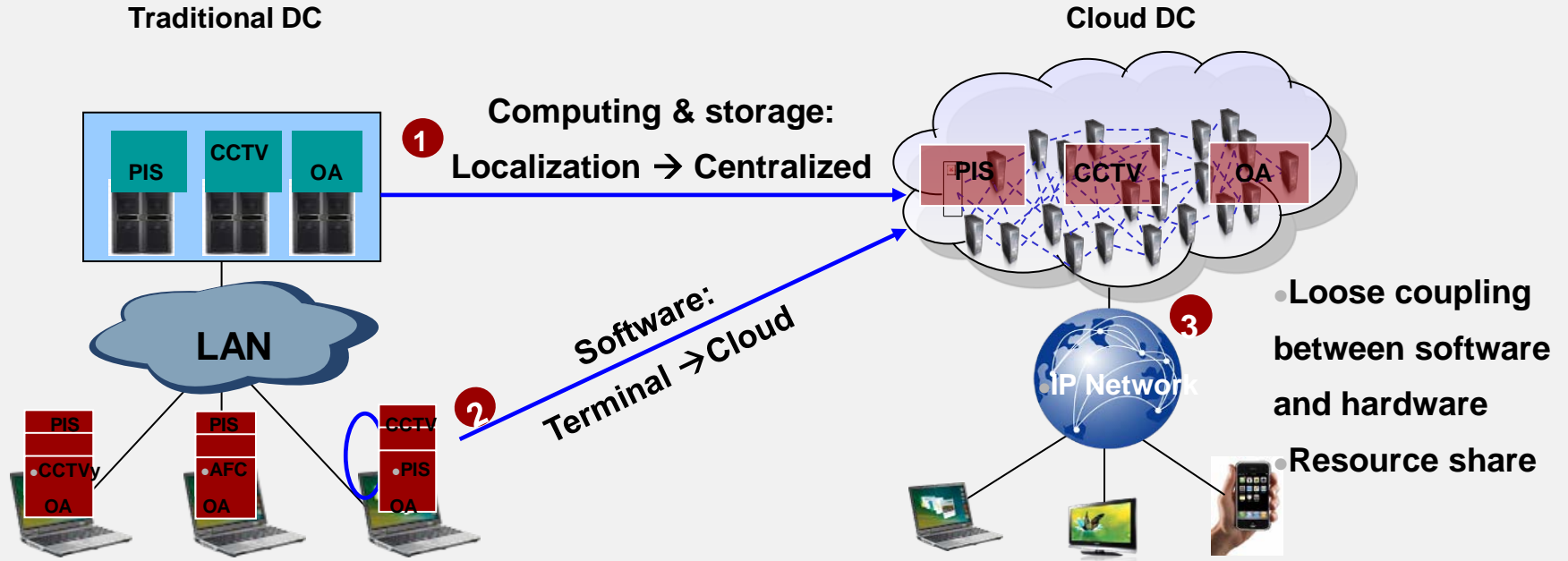
Safety, Efficiency, Green

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HUAWEI TECHNOLOGIES CO., LTD.



Cloud computing: use information just like power



Traditional DC is facing critical challenges

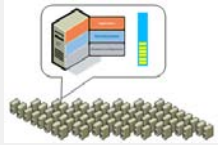
Traditional DC

Low efficiency

Difficult to maintain

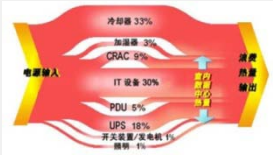
Weak business

Low revenue



30%

Servers usage

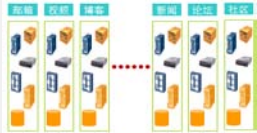


2.5

Traditional DC

PUE

90 days



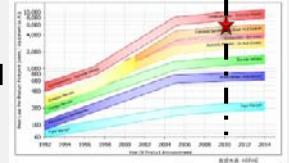
New service delivery

76.9%

Basic service ratio



70%
The ratio of problems caused by manual operation



30%
Maintain cost up per year



6%
The maximum investment value

年份	投資 (億元)	收入 (億元)	利潤 (億元)	利潤率	投資收益率
2008	326.75	48.7	10.5	21.60%	3.20%
2009	404.8	72.8	16.1	22.10%	3.99%
2010	504.4	100.2	26.8	22.40%	5.33%

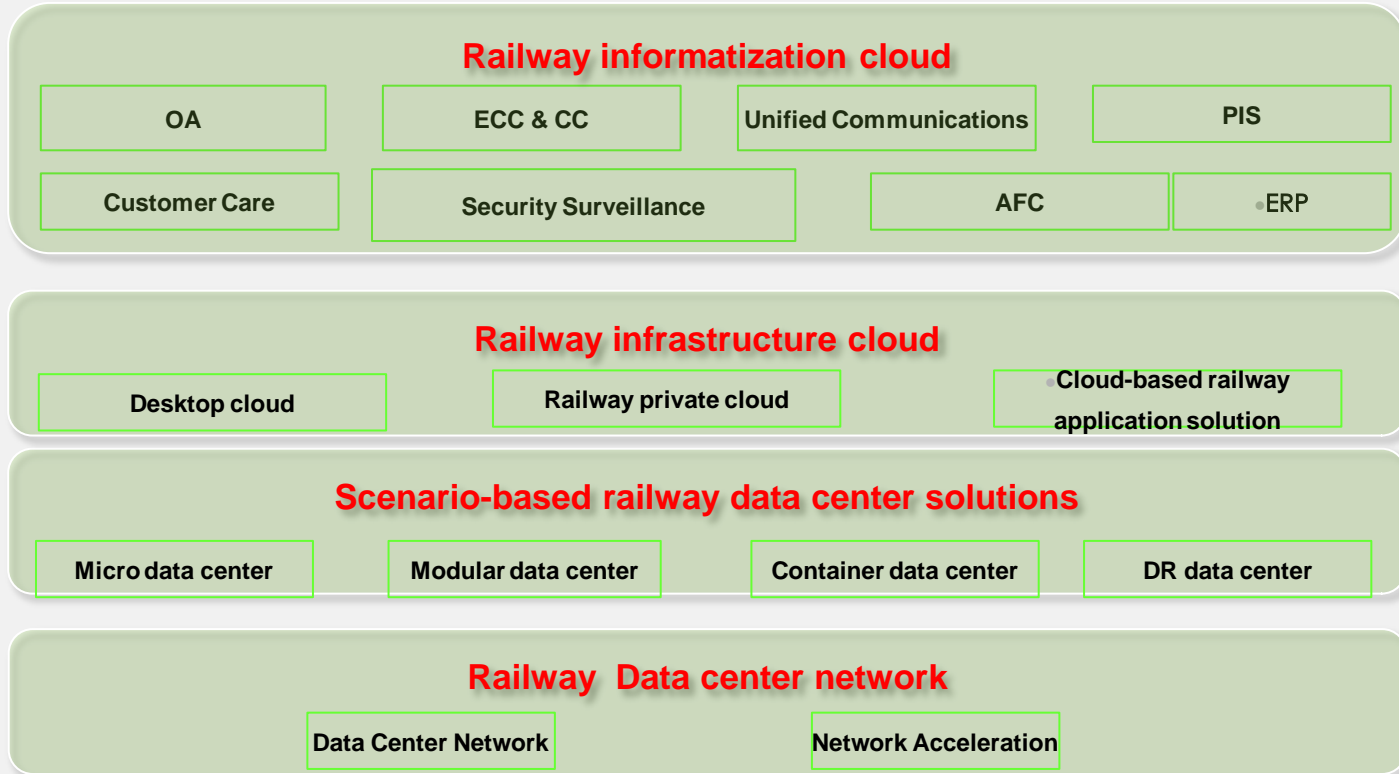
71.6%
Valued service



Isolated architecture, No flexible, Security, Resource waste

Huawei rail data center solution

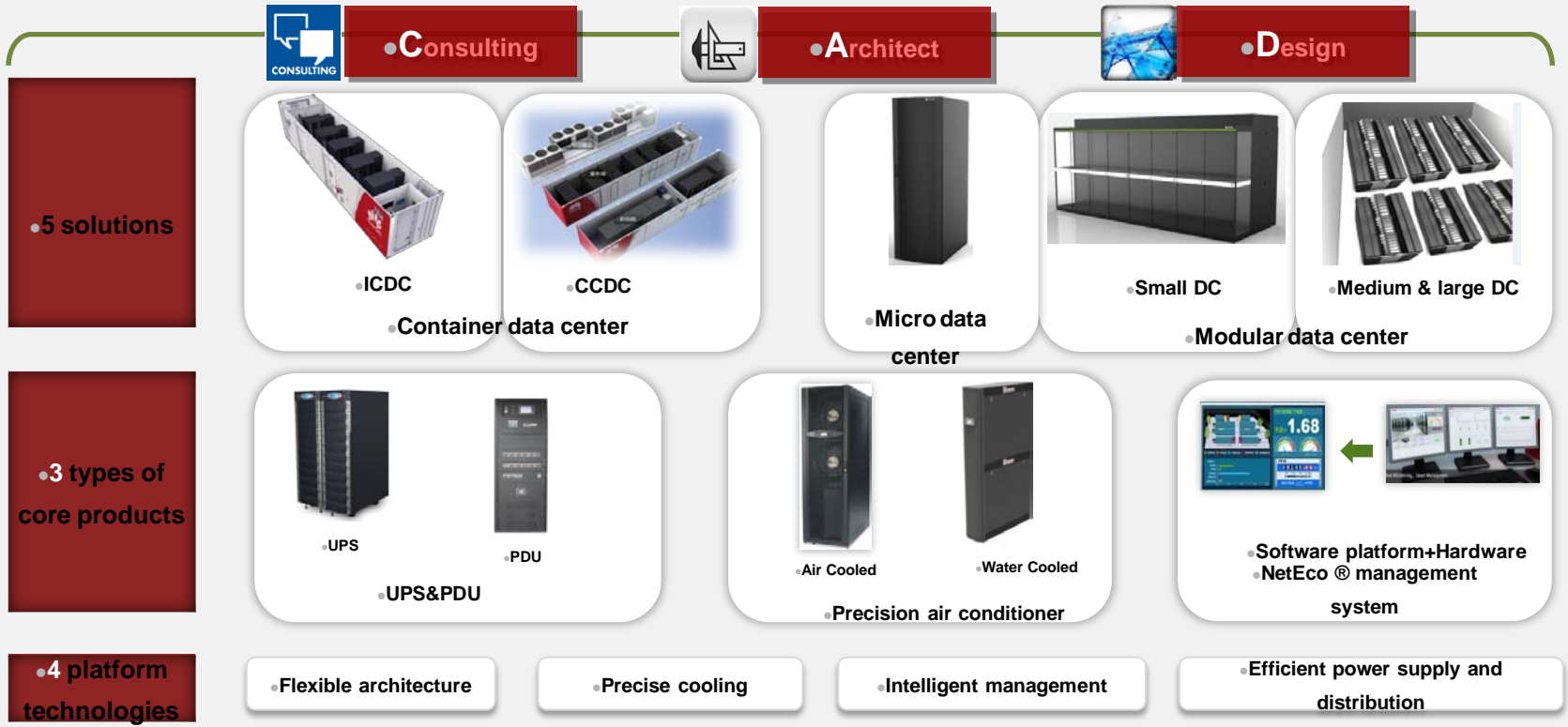
Consulting and planning



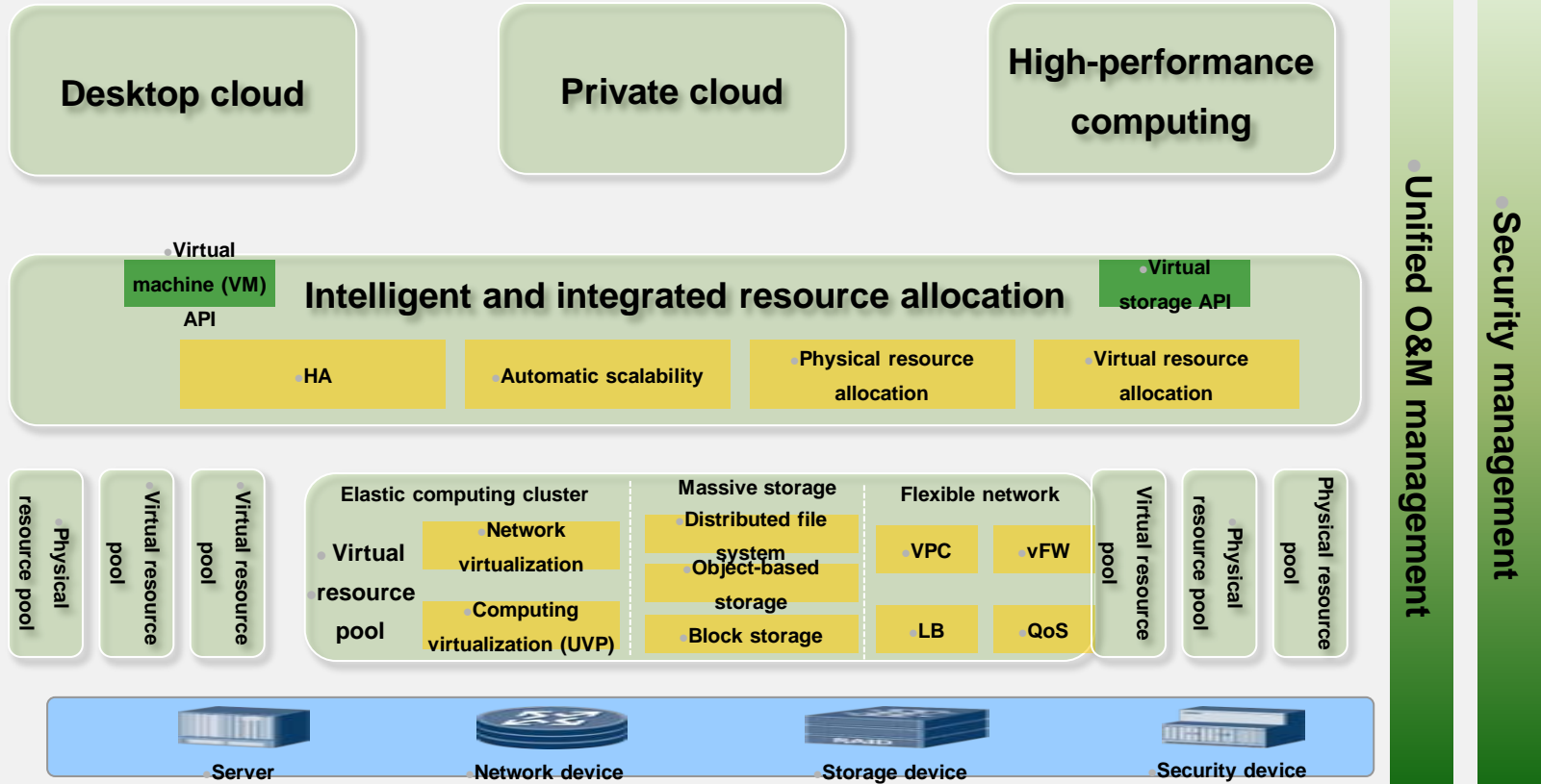
Unified O&M management

Security management

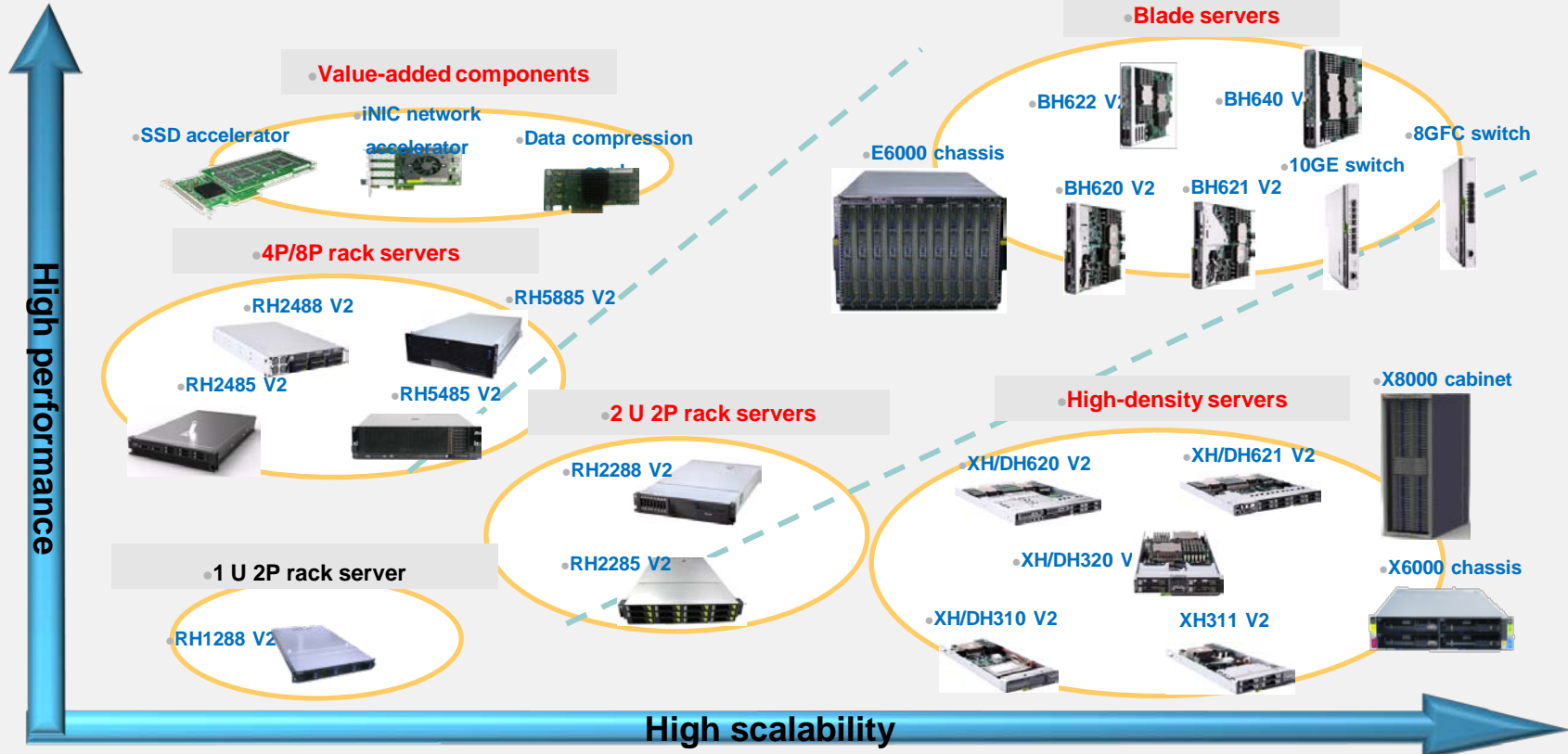
Huawei cloud data center solutions: for any scenario



Energy infrastructure cloud: unified cloud computing architecture

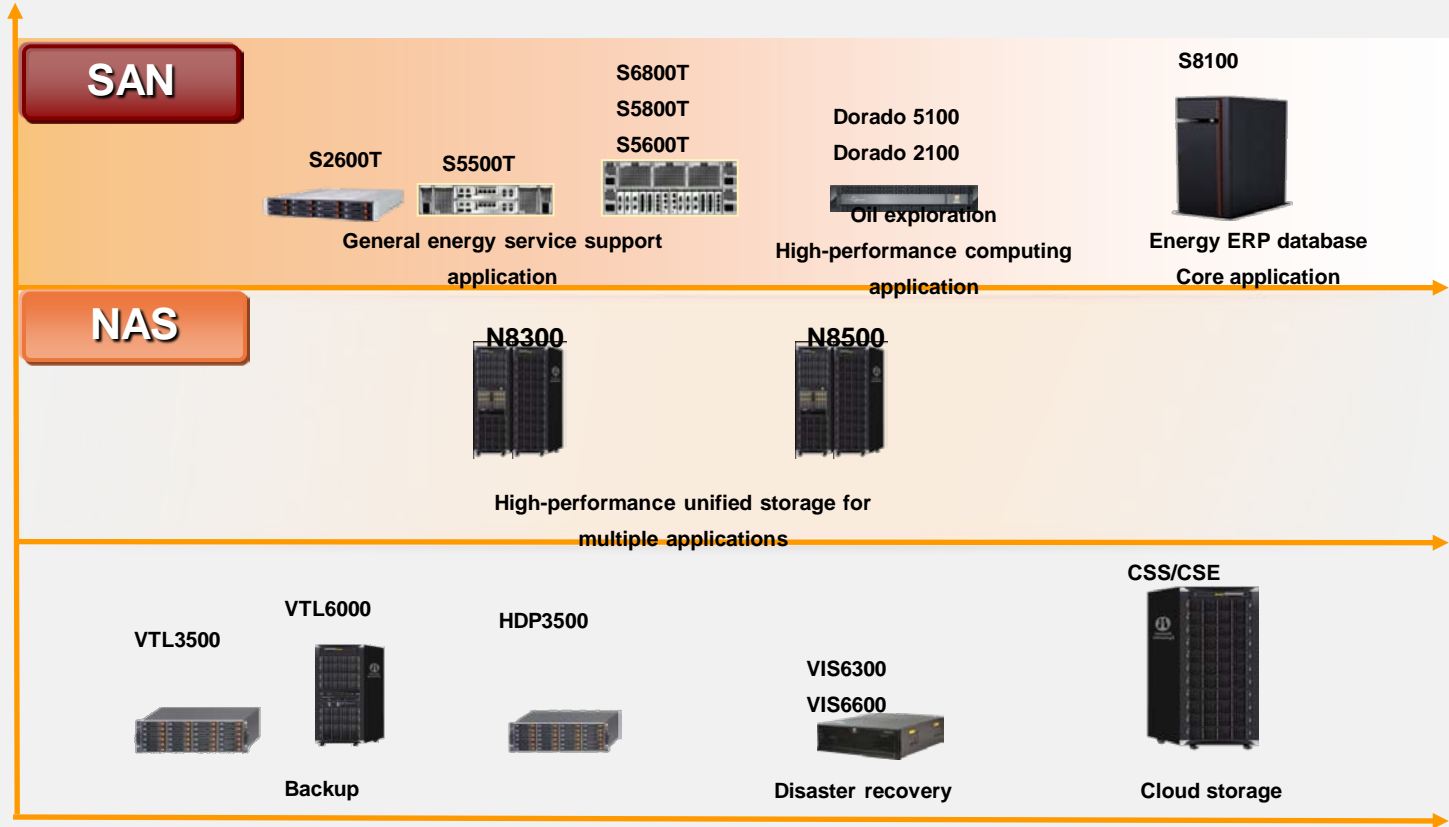


Series servers

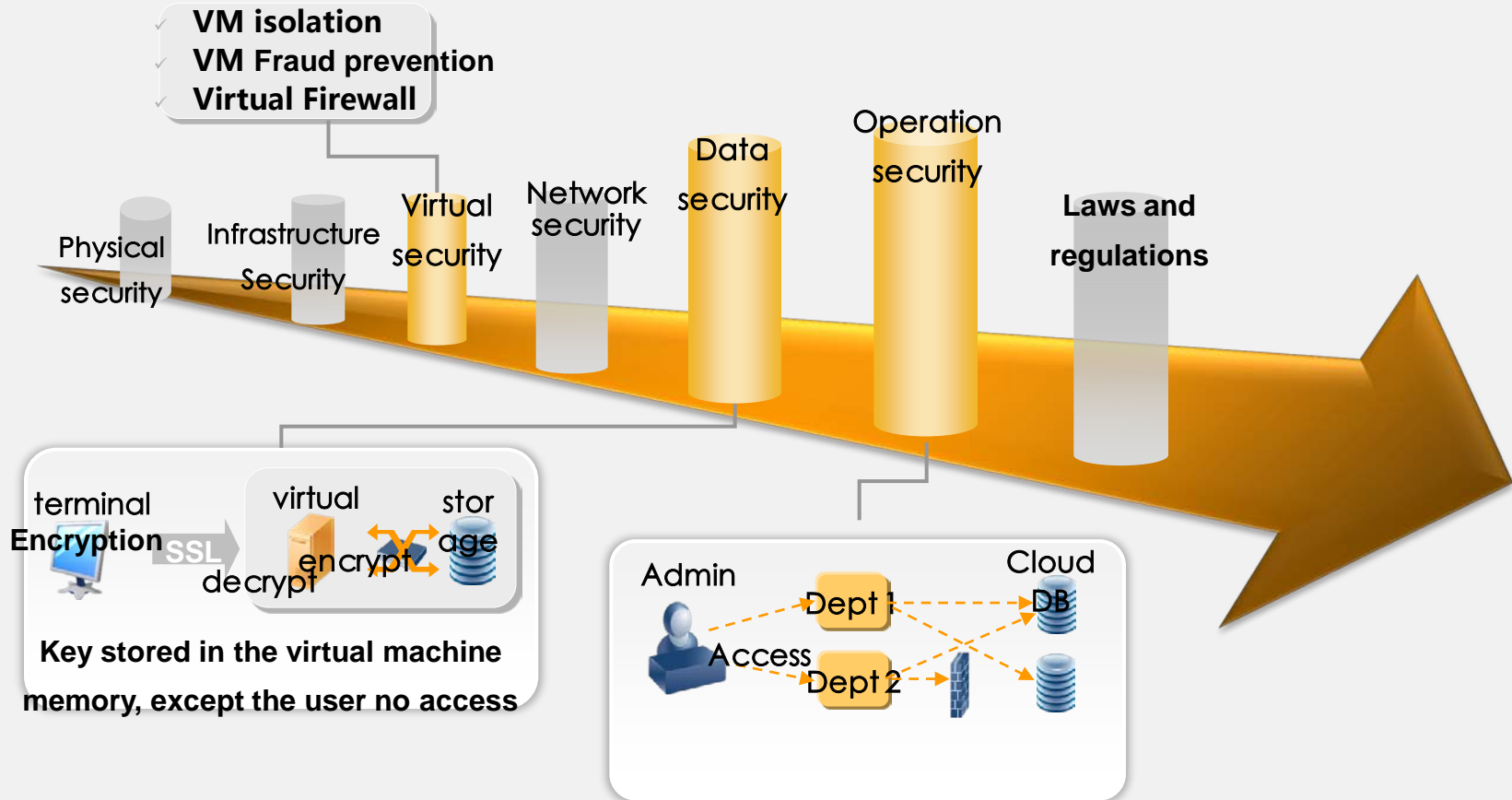


• Series servers meet various IT application requirements such as performance, scalability, and density.

Series storage devices



High security: Seven level security defend




Three kinds of typical application scenarios

• Security operation




• Integrated Surveillance

• Passenger Experience



• Customer Care
• PIS
• AFC & Ticketing

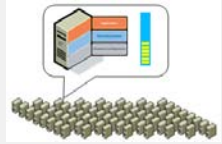
• Enterprise Management



• OA/BI
• ERP/HR/Finacial

One digital rail cloud are available for different application scenarios.

Cloud DC Value: cost efficient, green, easier for you

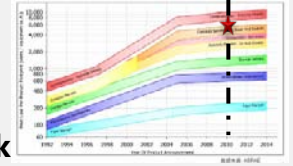


>70%
Servers utilization



90%

• Automatic work



<1.5
PUE



30%

• More devices with few types



Cloud DC

<9 Days

• Average business online cycle

50%

• Saving cost

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• High efficiency: utilization with up to 70%!

Green datacenter: No more than 1.5 PUE

• Business online cycle : some days

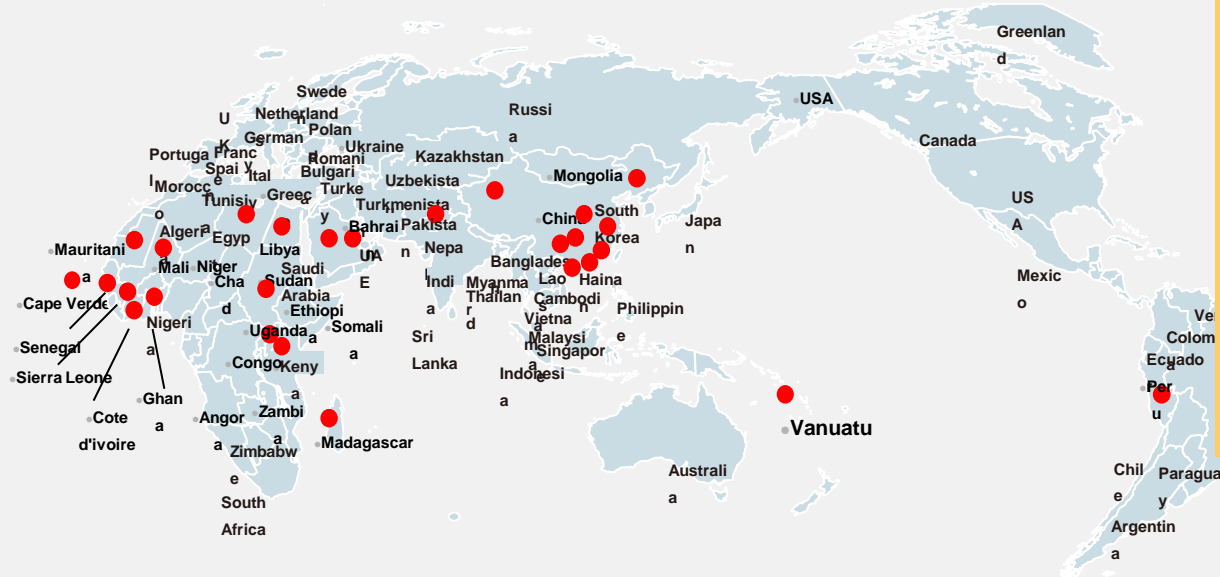
90% Automatic deployment high available

Easy to Maintain : Few types of devices

Low TCO: elastic, resource on demand

Saving cost up to 50%

Data center construction: over 200 success stories



- Fujian e-Government cloud
 - TRANSINO
- Shenzhen Municipal Government
 - Shenzhen Energy Group
- China Mobile: Henan, Zhejiang, Sichuan, and Guangdong branches
- China Telecom: Guangdong, Yunnan, Jiangsu, and Sichuan branches
- China Unicom: Shanghai and Xinjiang branches
- China Railcom: Beijing branch
- ...

- Huawei has extensive experience based on constructing over 200 data centers
- Huawei is the leading data center provider in carrier market and the government market
- Huawei serves the globally leading carriers such as China Mobile, China Telecom, Vodafone, and Saudi Arabia STC.
- Huawei helped formulate data center standards in China as a member of Green Grid.



- **Smarter Transportation , Better Communication**
- **Fast track your business with Huawei Digital Rail Solution**

