

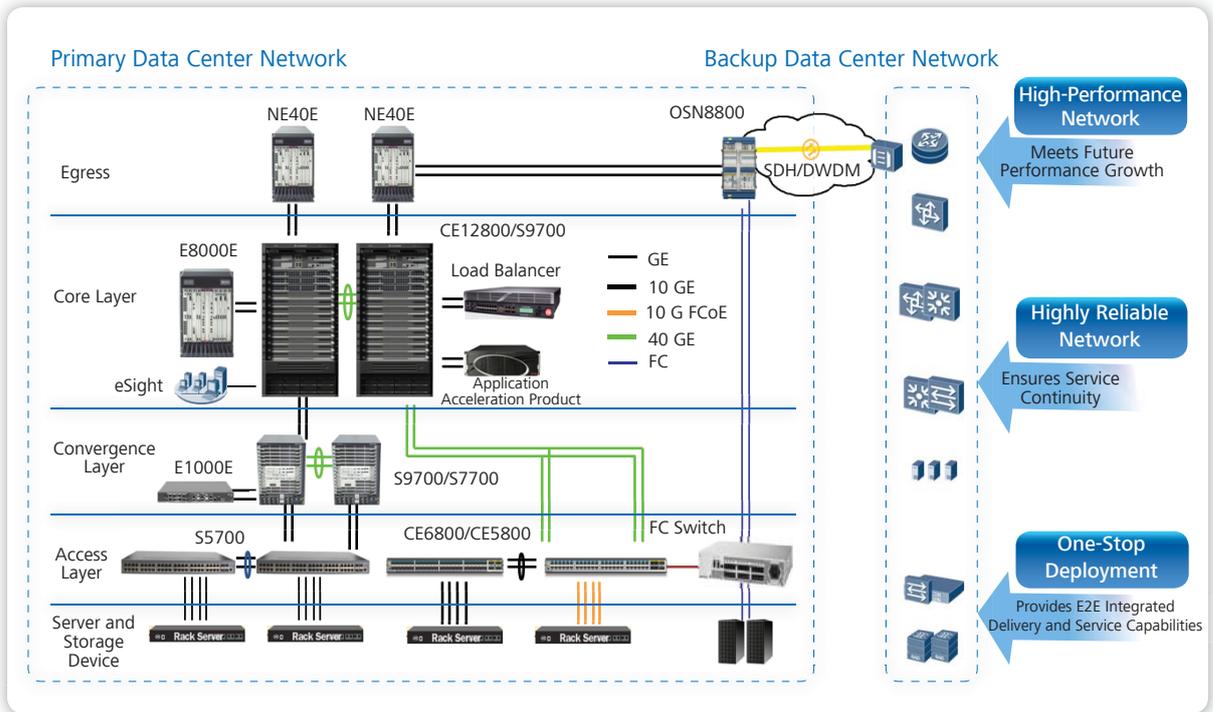
# Huawei Next-Generation Data Center Network Solution

## New Networks and New Opportunities in the Cloud

- The growing popularity of cloud computing and burgeoning network traffic has given rise to a rapid increase in new data centers worldwide. Network devices function as a bridge in data centers, playing a key role in data center projects. Estimates reveal that the network device share of data center projects in the Chinese market will reach CNY4.84 billion in 2012, while the global amount will reach US\$10.1 billion. This huge market potential will inevitably generate numerous project opportunities.
- Against this backdrop, Huawei has proposed a concept of the Next-Generation Data Center Network (NGDCN), helping customers confidently embrace the advent of the information era.



## NGDCN Architecture and Highlights



## Solution Highlights

Solution	Sales Description	Marketable Products
Cloud Network Internal Interconnection	<ul style="list-style-type: none"> <li>Solution function: Builds a "highway" for data centers by connecting all IT equipment (such as servers and storage devices) through switches.</li> <li>Sales scenario: This solution can be sold when the customer builds new data centers or expands the capacity of existing data centers.</li> </ul>	Switches, NMS, firewalls, etc.
"IP+Optical" Disaster Recovery Backup	<ul style="list-style-type: none"> <li>Solution function: Creates a "safety belt" for data centers by securely connecting disaster recovery centers through IP and optical devices.</li> <li>Sales scenarios: This solution can be sold when the customer builds local and geographical disaster recovery centers.</li> </ul>	Transmission devices, routers, switches, etc.



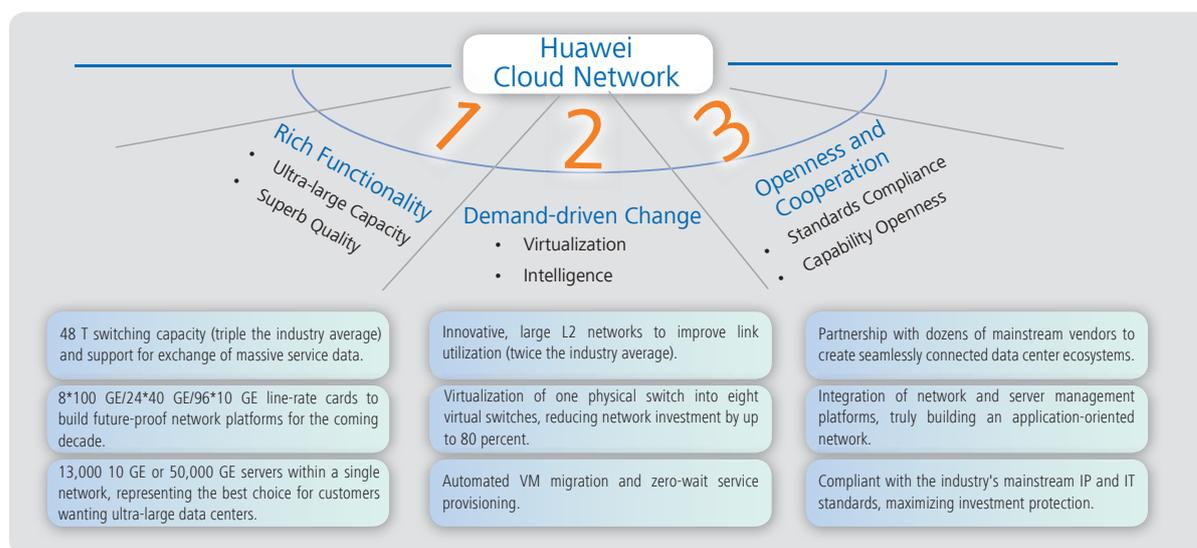
# NGDCN: Cloud Network Internal Interconnection Solution

## Equipment Options

Available options include switches, security systems, value-added service systems and NMS systems.



## Solution Highlights



## Specific Scenarios

	Sx7 Series Switches	CEx8 Series Switches (Planned TR5 in 2012 Q4)
Network Size	Small and midsize networks (< 5,000 servers)	Networks of all sizes
Applicable Scenario	Conventional data centers	Cloud data centers/Conventional data centers
Typical Customer	Governments, Small and Medium Enterprises (SMEs), and other verticals	ISPs, carriers, financial customers, governments, and large enterprises
Sales Mode	High-touch and channel partner sales	High-touch
Similar Products from Competitors	Cisco's C6500/4900, HP9500E/7500E, etc.	Cisco's N7K/5K, HP12500/10500/5800, etc.

# NGDCN: IP+Optical Disaster Recovery Backup Solution

## Equipment Options

Router and optical transmission device options for this solution include the following:



## Solution Highlights

High Bandwidth and Long Distance	<b>Optical</b>	Supports a maximum capacity of 80 wavelengths x 100 G and a transmission distance of up to 3,000 km, with the help of electrical regenerators, enabling intercontinental, and transoceanic data center redundancy.
	<b>IP</b>	Provides a 400 G routing platform, which extends services to anywhere covered by the IP network and achieves cost-effective global data center redundancy.
Robust, Reliable, and Secure	<b>Optical</b>	Supports multiple types of protection mechanisms (such as ring network and ASON) to achieve automated and intelligent protection switching of service paths and service continuity.
	<b>IP</b>	Allows for end-to-end link switching and backup within 200 ms through the use of comprehensive hardware-level fault detection, backup path selection, and service switchover technologies.
Highly compatible with Multiple Certifications	<b>Optical</b>	Provides abundant SAN network interfaces and passes certification of global seven leading storage vendors, seamlessly interconnecting with storage devices on the live network and protecting investment.
	<b>IP</b>	Captures the second largest market share and comprehensively participates in formulation of international standards, freeing the customer from risks and network compatibility concerns.

## Specific Scenarios

Item	IP	Optical
Applications	Cost-sensitive data centers with lower requirements for redundancy backup.	Data centers with higher redundancy backup requirements
Complexity	Scenarios where existing data links can be reused, with no need to add dedicated links.	Clients who need to build or lease dedicated links.
Equipment Type	NE40E and CE12800	OSN1800/8800 and OSN550/3500
Major Competitor	Hewlett Packard (HP) and Cisco	Alcatel-Lucent, Cisco, Ciena, etc.