

HUAWEI ENTERPRISE ICT SOLUTIONS **A BETTER WAY**

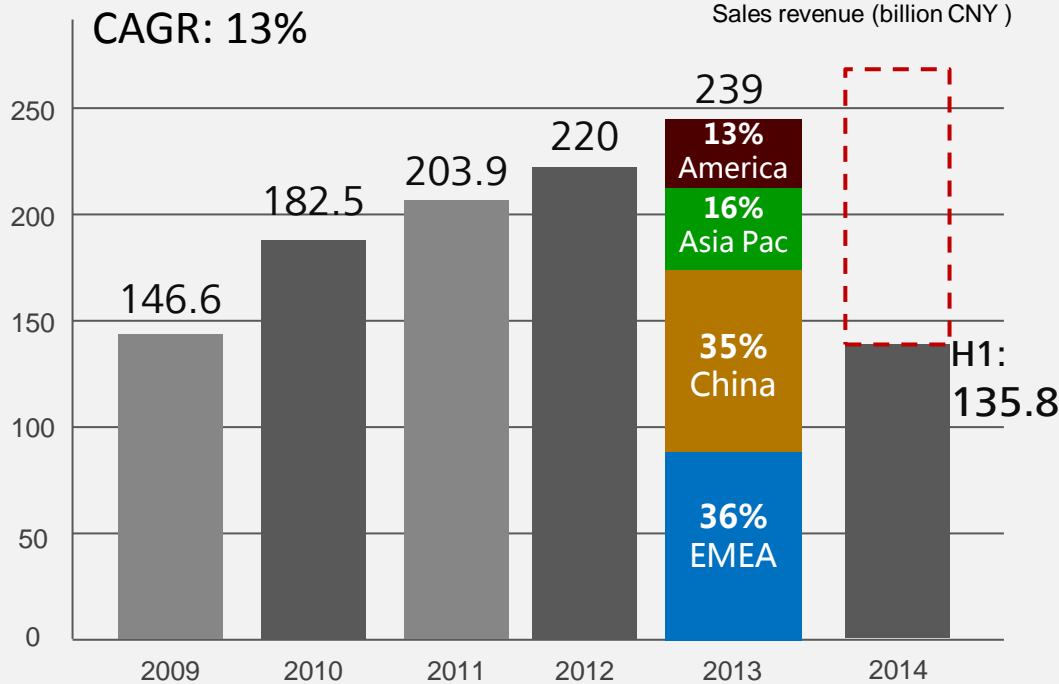
Connecting Business Opportunities in A Better Way

enterprise.huawei.com

HUAWEI TECHNOLOGIES CO., LTD.



Sustainable Growth



- Huawei Technologies releases an annual report with consolidated financial statements audited by KPMG. — *From Huawei annual report audited by KPMG*

Who is Huawei?

- Leading global ICT solutions provider
- Rank 285th on the 2014 Global Fortune 500
- Customer-centric culture
- World-class management, process, and practice

Unprecedented Reach through Innovative Technologies



Enable 3.5 billion end users

Worldwide Expertise

170+
Countries



16
R&D Centers

28
Joint Innovation Centers

15
Regional HQs



45
Training Centers

150,000
Employees Worldwide

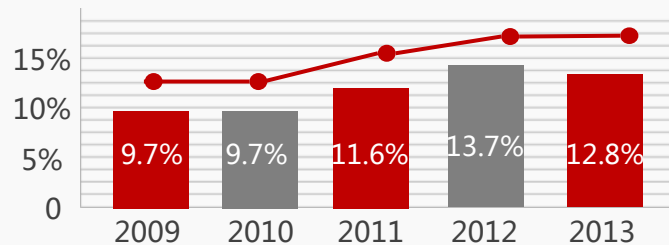
Continuous Investment in Innovation

R&D investment



- **USD \$5.06 billion** in 2013
- **USD \$24.9 billion** over 10 years (from 2004 to 2013)
- **70,000** R&D employees
- **16** R&D centers

Continuous increase in R&D investment



Standards and patents



Standards

- Membership in **170+** international standards organizations such as IEEE, IETF, DMTF, Continua, and HL7
- **180+** positions in international standards organizations
- **2,200** standards proposals in the first half of 2014, a total of **35,000** as of June 30, 2014



Patents

- **46,709** patent applications in China; **15,918** PCT patent applications and **20,808** patent applications outside of China.
- **38,539** patent applications granted (as of June 30, 2014)

Industry-recognized Innovation Awards



The Economist

Corporate Use of Innovation Award



Fast Company

Top 5 most innovative companies in the world



Informa

Best LTE Commercial Performance Award,
Best Contribution to LTE R&D Award



IEEE

Excellence in Standards Development Award



Interop

S12700 agile switch and OceanStor UDS storage won "INTEROP BEST OF SHOW Award"

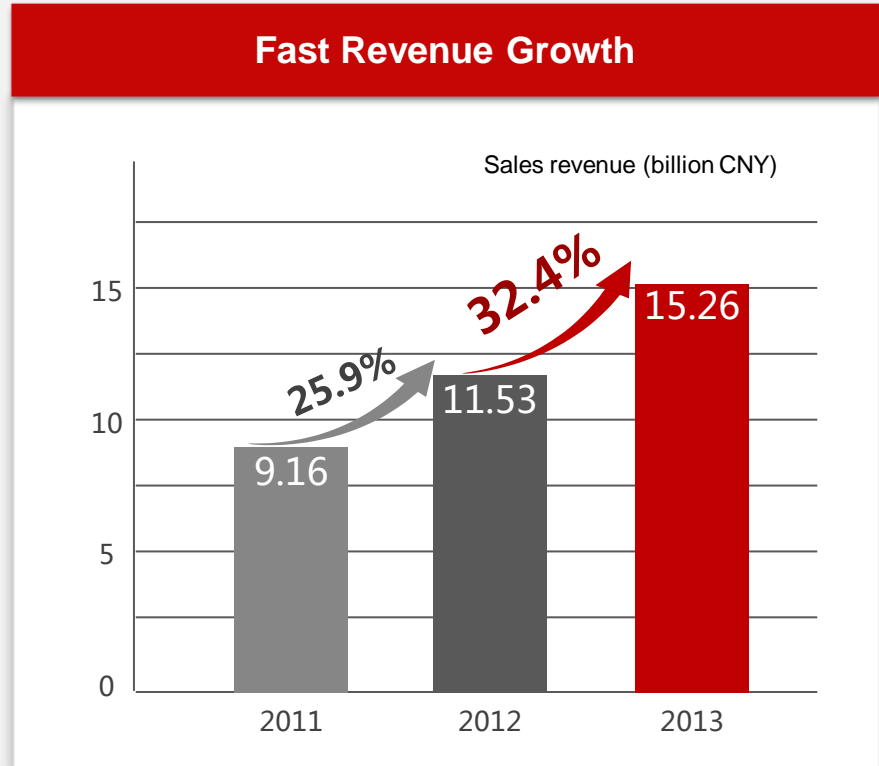


Red Dot & IF

HVS high-end storage and IVS won the Red Dot Design Award
WLAN AP products won the IF Industrial Design Award

Enterprise Business: A Major, Fast-growing Unit

<p>Carrier Network Business</p>	<p>Enterprise Business</p>	<p>Consumer Business</p>
		
<p>Supporting Platform</p>		



Four Forces Drive Innovation

200M employees will adopt the concept of BYOD in 2016

“150,000 employees are on the road most of time. What’s the best way to work on the move? How does the delivery person do business using a terminal?”

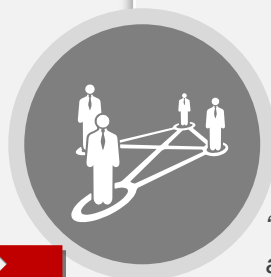
— Executive, a top delivery company



80% of large organizations will use social networks in 2016

“We hope to strengthen telemarketing and network marketing. And the solution combining CC with social media is very creative.”

— President, a top insurance company in Asia



8x10¹⁵ GB of data will be created and shared in 2015

“If medical insurance becomes networked nationwide, there will be very large amounts of data.”

— CTO, a top TMT company in China



70% of CIOs will embrace a ‘cloud first’ strategy in 2016

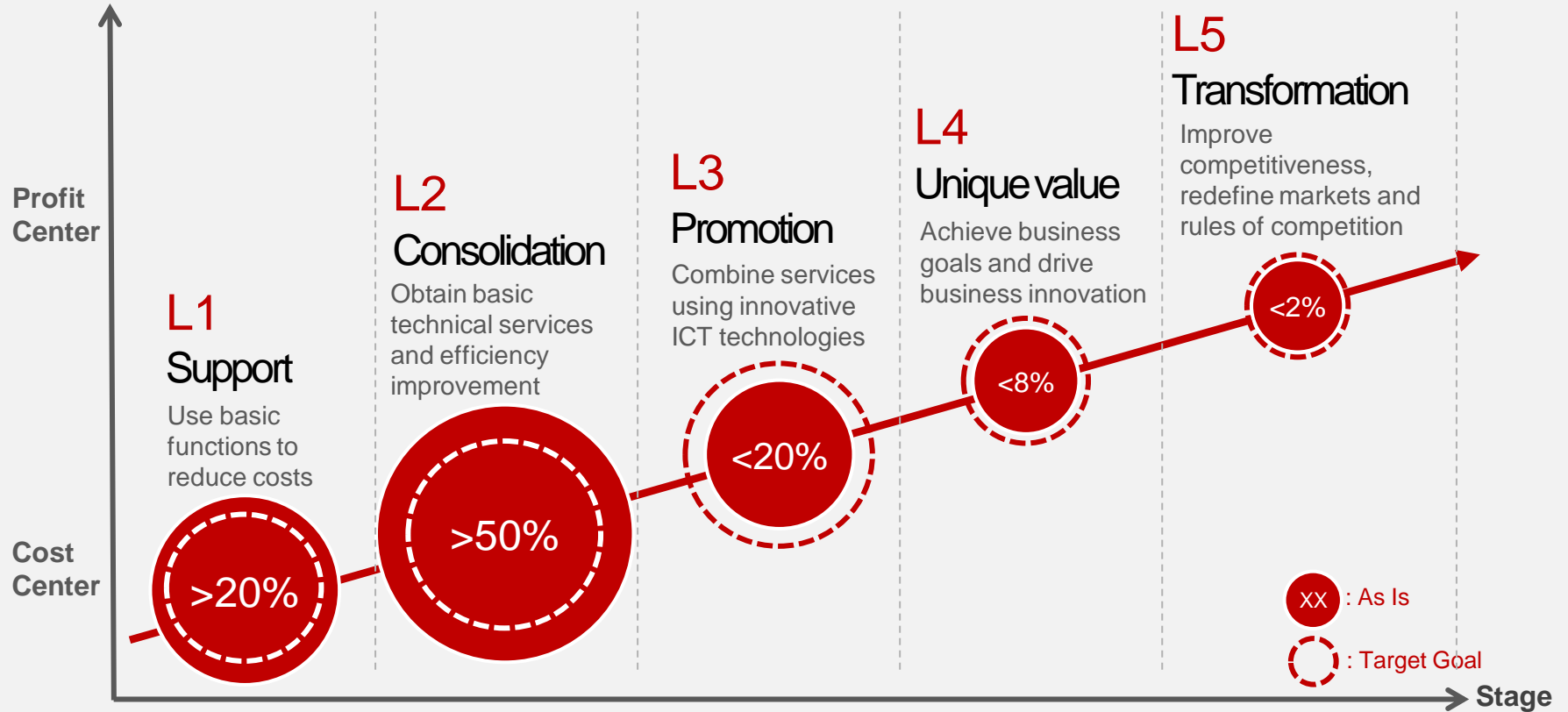
We have 80+ data centers, they are managing me, not I am managing them.

— CIO, a top telecom operators in Europe



Innovation

ICT: Enterprises' Competitive Core



Addressing Customers' Challenges

Pain Points

- Integration of business objectives with ICT
- Traditional organizational structures
- IT talent shortages
- Digital flood
- Decreasing bargaining power



Expectations to ICT solutions

- Customer-centric
- Support transformation
- Innovative
- Quick response to new changes
- TCO savings



Strategy

Focus: ICT pipe, selected regions, industries and customers

Being integrated: Openness, cooperation, win-win,
partnership for customer success

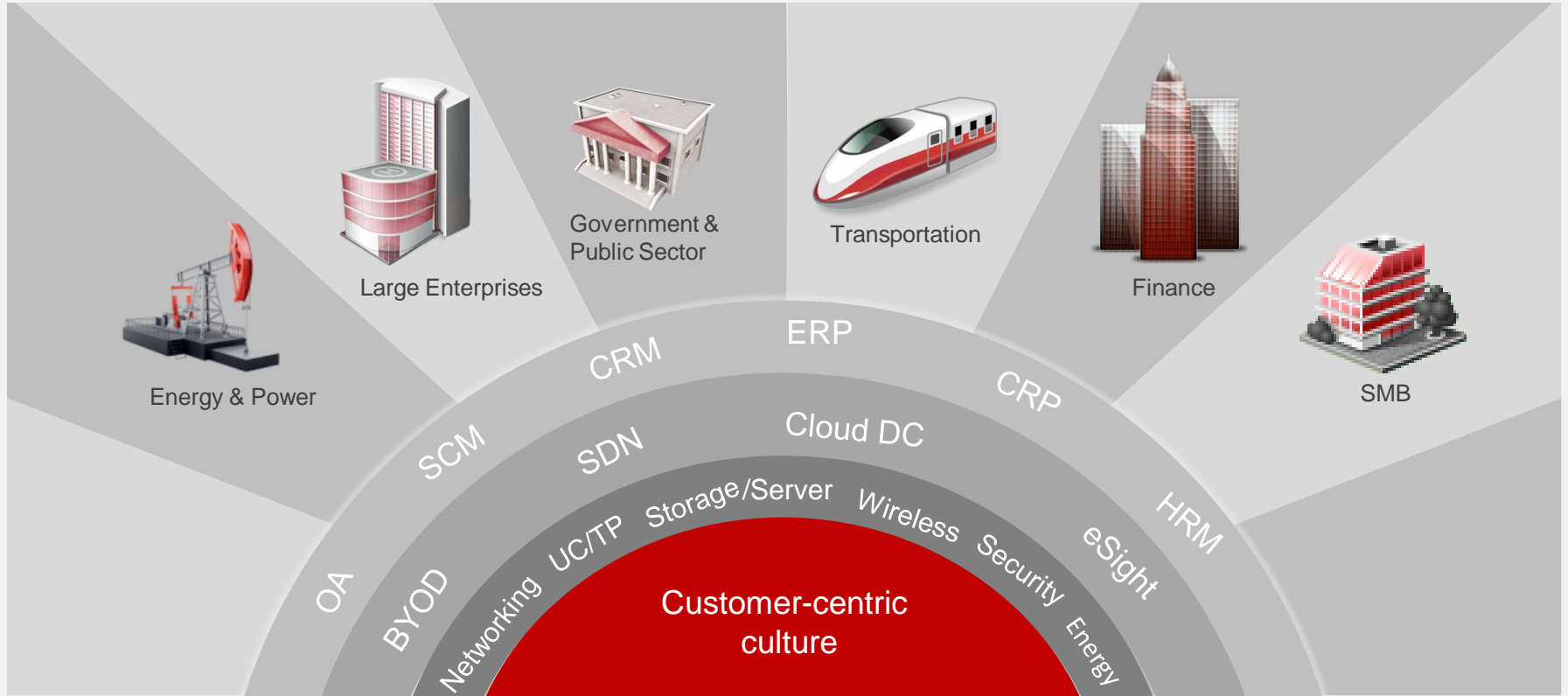
Innovation: Strategic innovation investment, joint innovation
with partners and customers

Vision

A better partner for
enterprise ICT innovation



Focus on Selected Industries



Various Industry Benchmarks Chose Huawei



ICT Product and Solution Portfolio



Bring Your Own Device



Software Defined Network



Cloud Data Center

Unified Management

UC&C



Telepresence



UC



Conferencing



IVS



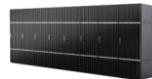
Contact Center

eSight

Data Center Infrastructure



Server



Storage



Cloud Computing



Networking Power

Security

Enterprise Network & Enterprise Wireless



DC Network



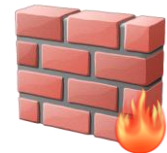
Agile Network



GSM-R/LTE



OTN/Microwave



Market Impact of Mainstream Product



DC Switches:
2,400+ units
 CE series switches shipped



Data Center:
400+ DC
 (**120** Cloud DC)



Storage:
18% growth
No.1 Ranking

Source: TBR



Enterprise Routers:
12.5% market share
No. 2 Ranking

Source: Gartner



LAN Switch:
1.35M units shipped
No.3 Ranking

Source: Dell'Oro



WLAN, Switch, UC, CC:
 placed in the
challengers quadrant

Source: Gartner



LTE:
66 Industry LTE networks
No.1 Ranking



GSM-R:
26,500 km
 Coverage



UC, Videoconferencing :
Major Player

Source : IDC

Nurturing Ecosystem with Openness and To-be-integrated Strategy

Products and Solutions



Industry Partner

ISV...

1,100+ Solution Partners

Include **3** strategic alliances

Design-In

Sales and Services

Gold
Authorized



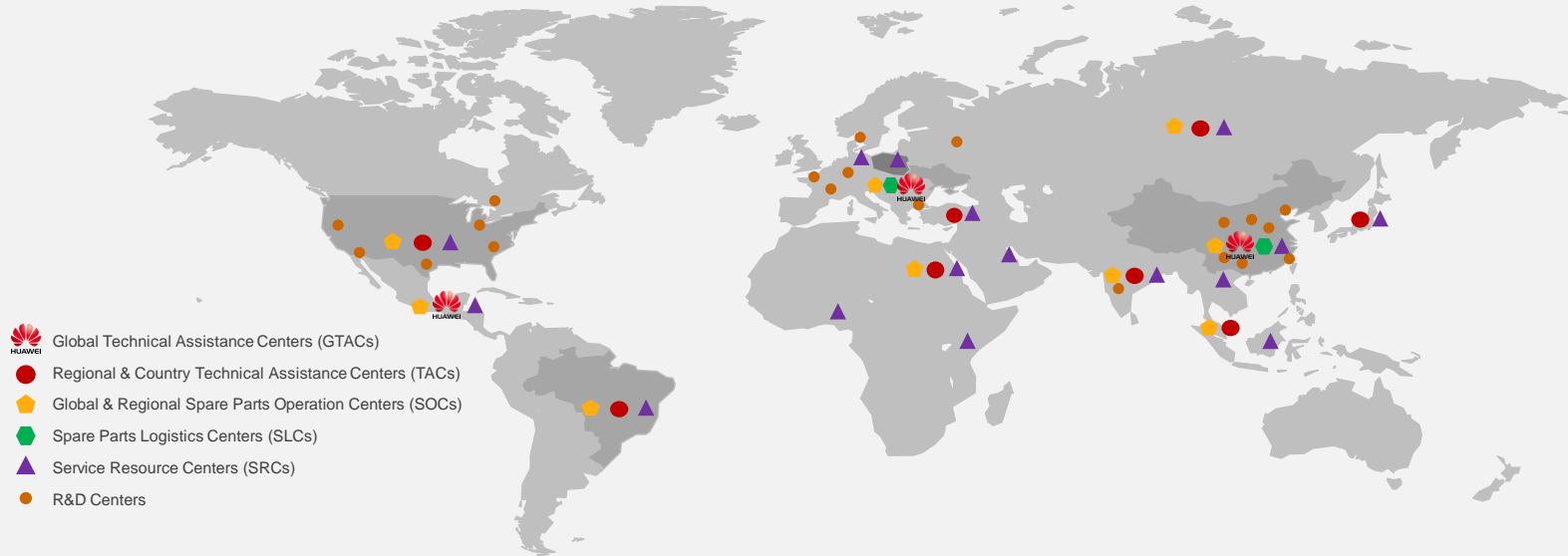
Distributor
Silver
.....

5,000+ channel partners

1,100+ service partners



Global Resources for Services



-  Global Technical Assistance Centers (GTACs)
-  Regional & Country Technical Assistance Centers (TACs)
-  Global & Regional Spare Parts Operation Centers (SOCs)
-  Spare Parts Logistics Centers (SLCs)
-  Service Resource Centers (SRCs)
-  R&D Centers

Technical Assistance Centres (TACs) & Logistics Centres

- **12** TACs Worldwide
- **11** Languages Supported
- **131** Logistic & Spare Parts Centres

Learning Resources & Partnership

- **45** Training Centres
- **80+** Authorized Learning Partners
- **1,100+** Certified & Authorized Service Partners
- **7,000** Enabled Partner Engineers

Global Service Team

- **28,000** Service Staff
- **1,450** Dedicated Enterprise Service Staff/Experts
- **1,350** PMP Project Management Experts

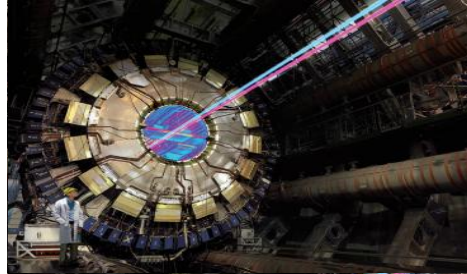
Create Greater Value For You



- **Agile network**
- Sochi Olympics
- HD(1280*1024) video all over the city, improving **efficiency by 30%**



- **Cloud Data Center**
- Phoenix TV
- Reducing **TCO by 16%**



- **Cloud storage**
- CERN
- Addressing the challenges for **EB-level** massive data



- **GSM-R**
- Railways worldwide
- Over **26,500 km**



- **LTE**
- Norway's offshore oilfields
- Coverage **up to 100 km**



- **BYOD - Mobility UC**
- Saudi Aramco
- Serving more than **130K** UC users

Why Huawei: A Better Partner for Your Business

Customer-centric

Customer-centric corporate culture,
agile customer services

Global

170+ countries and regions

Innovation

70,000 R&D employees,
over 10% of sales
revenue invested in R&D

Leading

Products and solutions

TCO Saving

> 20%

Quality

3.5 billion users worldwide,
a fortune 500 company
with 20 years of steady growth





HUAWEI ENTERPRISE ICT SOLUTIONS

A BETTER WAY

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