



H3C Group Introduction

History Milestones

1

The Leader in IP Solutions
November, 2003
Huawei-3Com (Former H3C)

2

The Leader in New IT Solutions
November, 2007
Hangzhou H3C

3

The leader in Digital Solutions
November, 2016
New H3C Group

New IP Solution -> New IT Solution -> Digital Solution



**Hewlett Packard
Enterprise**



Joint Venture of Tsinghua UNIS Group and Hewlett Packard Enterprise (HPE)

H3C Group Profile

Products & Solutions

- Server
- Storage
- Networking
- Security
- HCI
- Software
- Cloud
- Big Data
- Interconnectivity
- Public Safety

USD 4.5 Billion

**Annual sales revenue
(2018)**

28% YoY Growth

NO.1

China Enterprise
Market

100%

TOP 50 University

90%

TOP 50 Internet
Company

90%

Banks, Security and
Insurance

80%

TOP 500 Enterprise

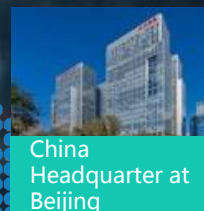
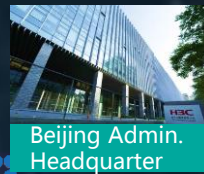
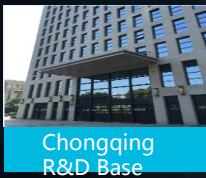
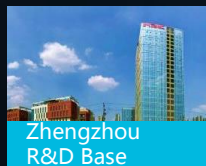
70%

Ministries of
Government

60%

TOP Level Hospitals

R&D Centers, Sales and Service Offices



2 Headquarters

6 R&D Centers

40 China offices

7 Overseas offices

Global Presence in the past



Moving to the World



Scale to Target Countries Accelerate 'The Belt, The Road' Initiative Projects



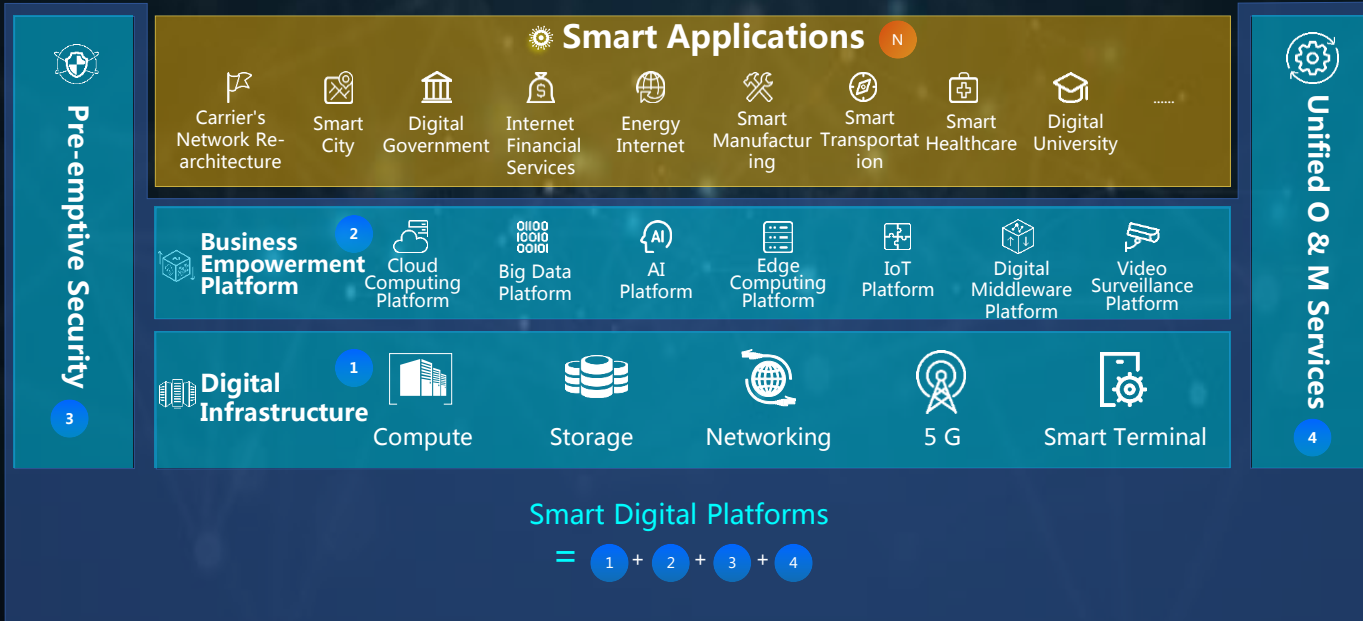
数字大脑计划

Digital Brain Project

Digital Brain

= New H3C Smart Digital Platform + Smart Applications

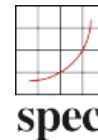
4 + N



R&D Innovations

13,000+ Employees, **50%** of R&D Staff, **6** R&D centers
17% of Annual Revenue invest in R&D

Members of
International
Standard
Organizations



10,141 Patents
90% of Invention



6,000+

Interconnectivity



1,000+

Security



100+

Big Data



300+

Cloud Computing



500+

Infrastructure



1000+

Others

Serve all Industries in China



Government

Participated in many ministerial, national & provincial network projects
Undertook many government cloud projects, 9 "Golden" engineering projects



Education

2300 Universities
200+ University campus cloud
1 Million+ AP online
600 Education Bureaus



Power & Energy

No.1 centralized purchase from State Grid and China Southern Power Grid Group
Served over 70% China's top 50 coal mines / gas clients



Operator

Main supplier in server, storage and network
Main supplier of SDN/NFV/DCSW/WLAN



Transportation

60+ airports for civil aviation
125+ metro lines
200+ expressways
100+ urban intelligent transportation systems



Large-scale Enterprises

400+ China's Top 500 Enterprises
China State Construction Engineering Corporation, China National Gold Group Corporation, FAW, Brilliance Auto, CFHI, Zoomlion, Gome, Haier, Midea, Wanda Group etc.



Finance

No.1 Server and Network Supplier
No.1 Data Center Infrastructure Design Capability in Finance Industry
More than 90% financial clients



Internet

Connect 1 million servers
80% Internet Enterprises in China
200+ large data centers



Medical Care

No.1 for six consecutive years
60% National Grade III Hospitals
100,000+ intelligent AP applications

Market Share & Rankings in China

H3C
The Leader in Digital Solutions



Enterprise Switches
Market Share
35.9%

Enterprise WLAN
Products Market Share
31.6 %

SDN Softwares
Market Share
27.8 %

35.9% in enterprise switches, ranking 1st

31.6% in enterprise WLAN, ranking 1st

28.5% in enterprise routers, ranking 1st

32.9% in blade server, ranking 1st

31.1% in SDS block storage, ranking 1st

34.7% in SSD storage, ranking 2nd

11.8% in X86 server, ranking 4th

8.9% in storage, ranking 3rd

Data Source : IDC, CCW Research 2018

Portfolio of H3C's Interconnectivity Products-Switches

Data Center Switches



S12500X-AF Series

Core



S9820 Series



S9850 Series



S6850 Series



S6800 Series



S6890 Series



S6800 Series



S6860 Series

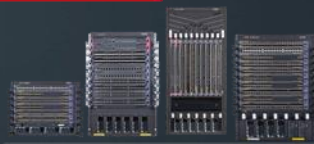


S6300 Series

Aggregation/Core

Access

Campus Switches



S10500X Series

Core



S7500X Series



S7500E Series



S6520X Series



S5560X Series



S5560S Series



S5130S Series



S3100 Series

Aggregation/Core

Access

SOHO Switches



1200 Series



1850 Series

Industrial Switches



IE Series

Portfolio of H3C's Interconnectivity Products-Routers

Enterprise

Core



SR8800 Series

CR16000 Series

Aggregation



SR6600 Series

Branch



MSR810/830/2600/3600/5600 Series

Carrier/Service Provider

CR19000



Cluster
Core

MAN



BRAS/MSE/BNG

CPE

ICT Series

MSR3600/5600 Series

ICT Convergence Gateway



MSR3610-I



MSR3610-IE

SOHO



MSR810/830 Series

Portfolio of H3C's Wireless LAN

Solutions

Wireless solutions for education



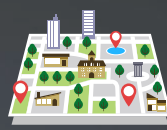
Layered AC

Wireless solutions for health care



LBS

Wireless solutions for cities



WBC

Wireless solutions for scenic spots



CUPID

Solutions for new retail (business)



DPI

Solutions for rail transit



MLSP

Software products

H3C OASIS (OASIS Cloud Platform)



Smart O&M

APP remote O&M
Professional service system

Added-value service

Cooperating with nearly 40 Top-1 partners

Open platform

Open unified API interface
Ubiquitous network platform

H3C iMC (Intelligent Management Center)



Hardware products

High-end AP products

802.11ax /WA55 Series



Ultra-wideband 9.6Gbps, maximum single AP standby for 512 users

Mid-low end economical AP products

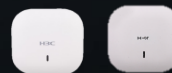
WA53 Series/WA43 Series/Terminator Series/ IoT Series



Covering nearly 30 scenes of hospital/health care/education/wireless city
Over 30 products meeting different types of networking needs

Distribution products

WA53 Series/WAP72X



Customer analysis: customized ad placement, multiple authentication schemes

AC new-generation controller

WBC Series/WX5000H Series/ WX3000H Series/WX2000H Series/ Card Series



maximum management capacity of a single controller: 6144AP; rich card types, simplified networking;
support virtualized backup, unified management, and automatic synchronization of configuration

Portfolio of H3C Servers

H3C UniServer

Tower Server



T1100 G3

Entry Level

Rack Servers



R2900 G3



R2700 G3



R4950 G3



R4900 G3



R4700 G3



R4300 G3

Higher Performance



R6900 G3



R6700 G3



R5200 G3

Blade Servers



B5700 G3



B7800 G3



B5800 G3



B16000

Portfolio of H3C Storage



H3C UniStor X10000



H3C UniStor X10326



H3C UniStor X10360



H3C UniStor X10516



H3C UniStor X10529



H3C UniStor X10536

H3C Cloud Computing Portfolio

Cloud Security

H3C CMP Multi-Cloud Management

(Hybrid, Multi-cloud, Multi-DC)

CloudOS 3.0 Cloud Operating System

Resource
Service

Operation
Service

Application
Service

Data
Service

DevOps

Container Microservice HA Cluster

CAS

Computing Virtualization

ONESstor

Storage Virtualization

SDN/NFV

Network Virtualization

VDI



HCI UIS 6.0

UIS Cell
3000/4000/6000/8000/9000



Cloud Terminal

C100/C112/C200E

Cloud O&M

Portfolio of H3C's Security



Security Service

Portfolio of H3C's IoT

Application layer



IoT campus



Health care



Smart park



Electric vehicle management

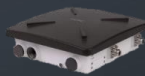
Platform layer



Network layer



Outdoor IG4500
Series
LoRa Base Station



Outdoor IG4300
Series LoRa
Gateway



Indoor UAP300
Series IoT AP



Outdoor WA5000X
Series IoT AP



Industrial WA5300X Series
IoT AP



T300 Series
IoT Module

Self-designed terminal layer



Module: LoRa/NB-IoT
RFID/BLE etc.



Wristband: IN3000
IN3500



LoRa Terminal IN4500
NB-IoT Terminal

Resale terminal layer



Health Care Cooperation
Terminal



City Cooperation
Terminal



Education Cooperation
Terminal

Global Coverage of Services



• **150+**

Spare Parts Centers

• **400+**

Call Center Engineers
7x24x365 Support

• **8000+**

Service Partners

• **100,000+**

Technical support cases

• **200+**

World-class cities
covered by our
services

• **2000+**

IT&CT Experts

• **20000+**

H3C Certified
Service Engineers

Alibaba Cloud Data Centers



global data center regions in Alibaba

- As the **largest cloud computing company** in China, Alibaba Cloud operates in 19 data center regions and 43 availability zones around the world.
- H3C takes part in all **network design** of Alibaba and is the **main supplier** of Alibaba's data center network.
- H3C helps to build 200+ CDN nodes by quickly responding to requirements of **large-scale supply** from Alibaba in **very short period** of time.
- H3C provides **critical time service** engagement and other **customized professional services**, with field engineers to facilitate on-site operation, such as **“Double 11” promotion**.

Alibaba Data Centers



Zhangbei Phase II Miaotan Data Center of Alibaba

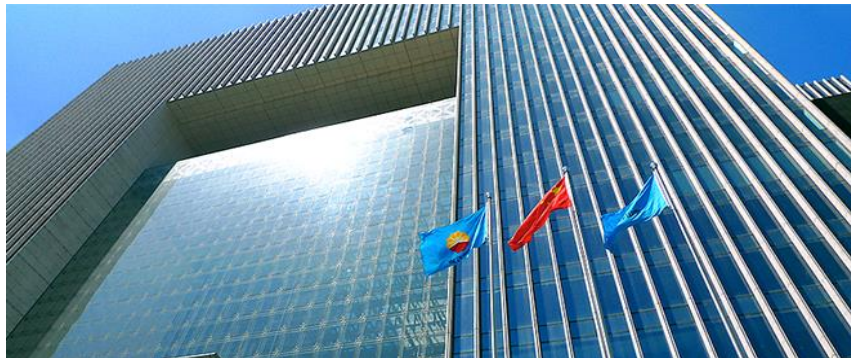
- Zhangbei Data Center is located in Zhangbei zone of Zhangjiakou City. The total construction area is 120K square meters, and the construction capacity is **100K+** servers. The data center was put into operation in July 2018.
- H3C takes **over 50%** of the share, design standards refer to the strict **Uptime Tier3 and Tier4**.



Zhejiang Cloud Data Center of Alibaba

- Zhejiang cloud Data Center is designed for Tmall online shopping platform for Alibaba based on the cloud computing and the big data. Including 3 campus and **1K+ Server Racks** for each one, total construction area is **300K+** square meters
- H3C takes charge of the design and the construction, the first Yuhang campus has been under the construction process.

CNPC Beijing Data Center



- China National Petroleum Corporation (CNPC) is one of the major oil and gas producers and suppliers. In 2017, it ranked **3rd** among the world's 50 major oil companies, and **4th** in the Fortune Global 500 rankings.
- H3C provides the **hyper-scale data center infrastructure** which accommodates **900+ server cabinets**, **10,000+ GE ports**.
- H3C helps to guarantee **99.999%** reliability to user applications and support **level 7 disaster recovery capacity** from local-line backup to remote real-time backup and recovery.
- H3C introduces **security defense system**, which enables the convergence and unification of security devices.

Active-Active Data Center in CNCBI



- China CITIC Bank International (CNCBI) is part of the cross-border commercial banking franchise of CITIC Group in China (CITIC Bank is the 7th largest bank in China). CNCBI is headquartered in Hong Kong and has subsidiaries in Singapore, Macau and US.
- H3C provides a true active-active SDN network architecture and smooth migration from Cisco-based production data center.
- H3C provides integration to existing F5 LB devices in the current CITIC Bank network, convenient for customers to perform automatic & easy operation and maintenance.
- CITIC Bank plans to purchase Alibaba private cloud, whose network architectures are also based on H3C's products, ensuring the perfect interconnection in the new data center in future.

Sichuan Government Cloud

Unique Construction Mode, Top Brand for Government Cloud

- Delivery in 60 Days
- 40+ Government Division
- 4000+ Government Application
- Resource Steering in 5 mins
- Lower 30% cost for Construction
- Cloud based FW, VPN, IPS, Anti-virus, Load-balancing deployed



H3C

The Leader in Digital Solutions

China National Offshore Oil Corporation

Digital Unified Cloud Service,
Super-large Scale Cloud Management

- 10K+ Servers All over the World
- Unified, Secure, Efficient Technical Cloud
- Unified Cloud Management of 300+ sub-company
- Reduce 30% TCO
- Service Ready Online from Months to Weeks

Tianjin University

Digital Cloud, Model of Smart Education

- The First Dedicated Cloud Platform for College
- Seven Centers and Multiple Sub-system in one Network
- End-to-End Service and Maintenance



Henan Health Cloud

Digitalized Medical and Health

- Inter-connection and Resource Sharing within province
- Unified Cloud for 1 Provincial and 18 Cities Platforms
- Cover 67k+ Basic Health Facilities
- 65.74% Servers Utilization Improvement



THANKS

THANKS