



**Solutii
de comunicatii
si colaborare unificate
pentru infrastructuri
critice**

Vlad Doicaru, Director Integrated Accounts
Bucuresti, 11 octombrie 2013 - Protectia infrastructurilor critice din sectoarele energetic si comunicatii

Bucuresti 11 Octombrie 2013 -
Infrastructurile critice de informații
în contextul noilor abordări privind
securitatea cibernetică.

Content

1

UC&C Market Trends

2

Huawei UC&C Industry Position

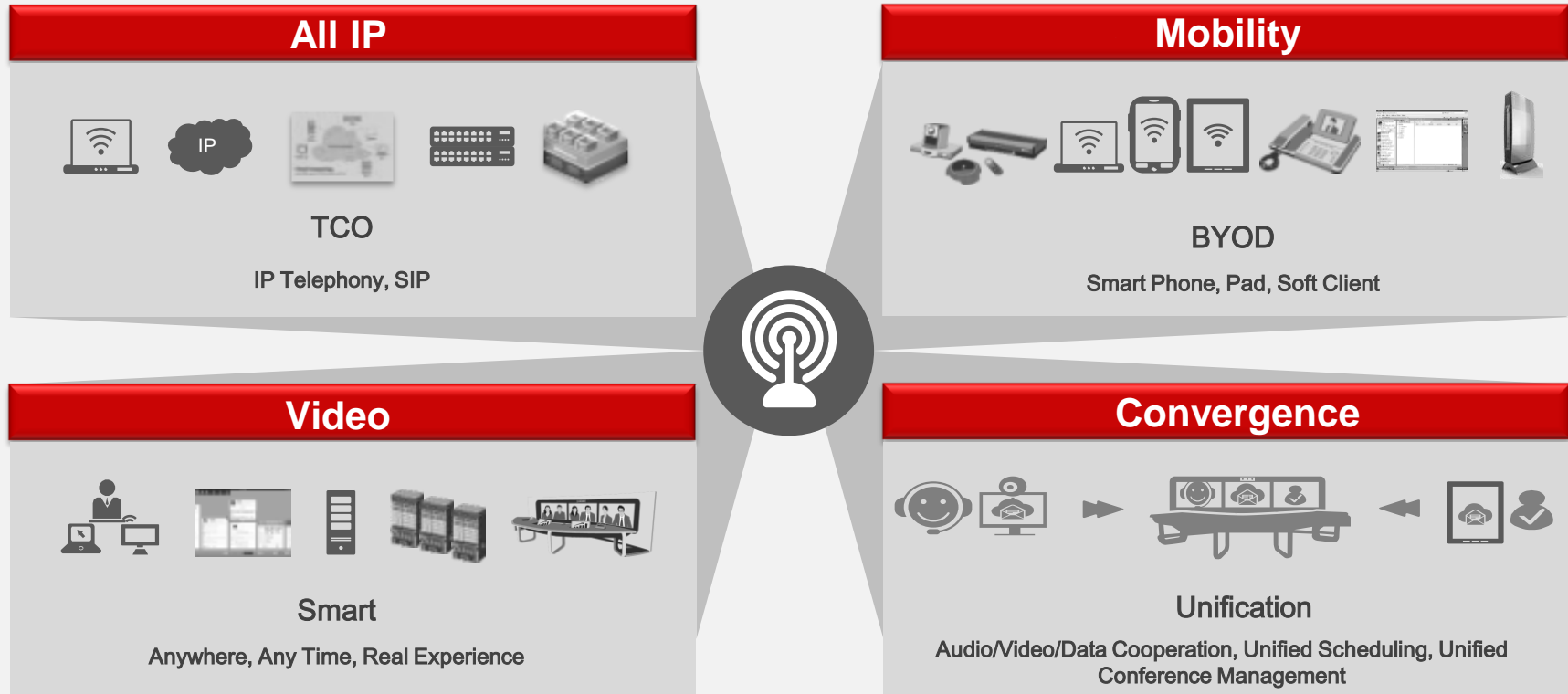
3

Huawei UC&C Solution

4

Huawei UC&C Value

Enterprise Communication Trends : All IP, Mobility, Video, Cloud



Mobility – Post-PC Era



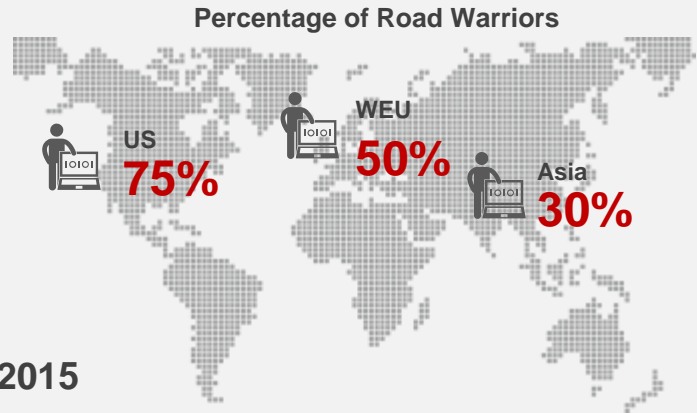
1,500,000+ Android & iOS terminals activated every day



100,000,000 iPads shipped



BYOD at **30%**, increasing to **90%** in 2015



IP Phone



PC



Laptop



Pad



Smart Phone

Fixed (Windows, MAC OS)



Mobile (Android, iOS)

Content

1

UC&C Market Trends

2

Huawei UC&C Industry Position

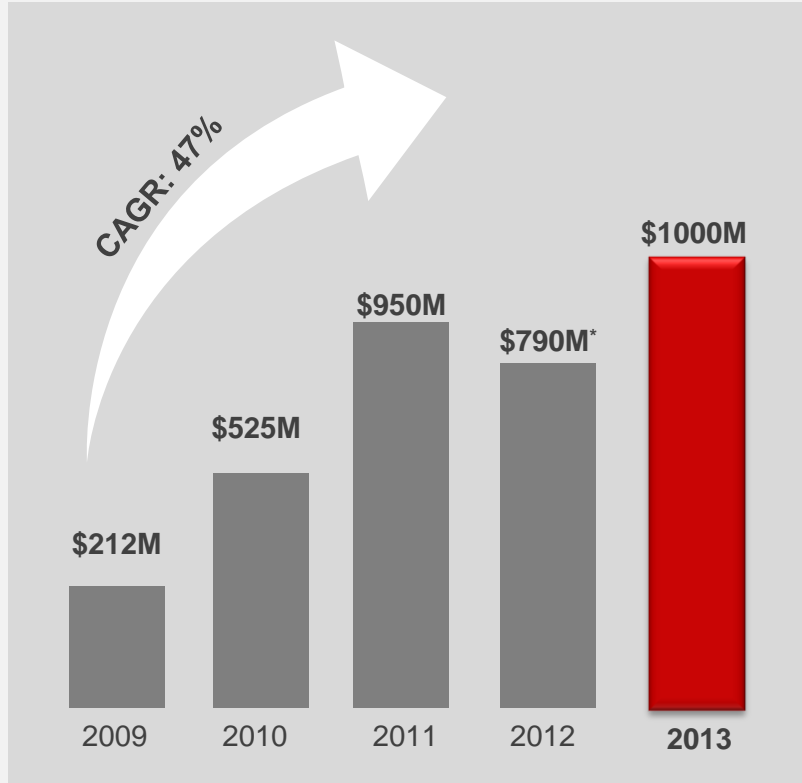
3

Huawei UC&C Solution

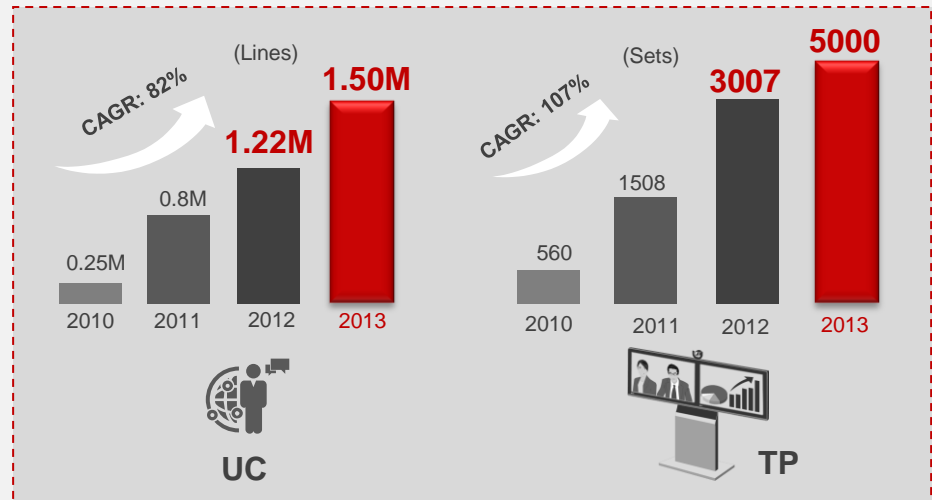
4

Huawei UC&C Commercial Value

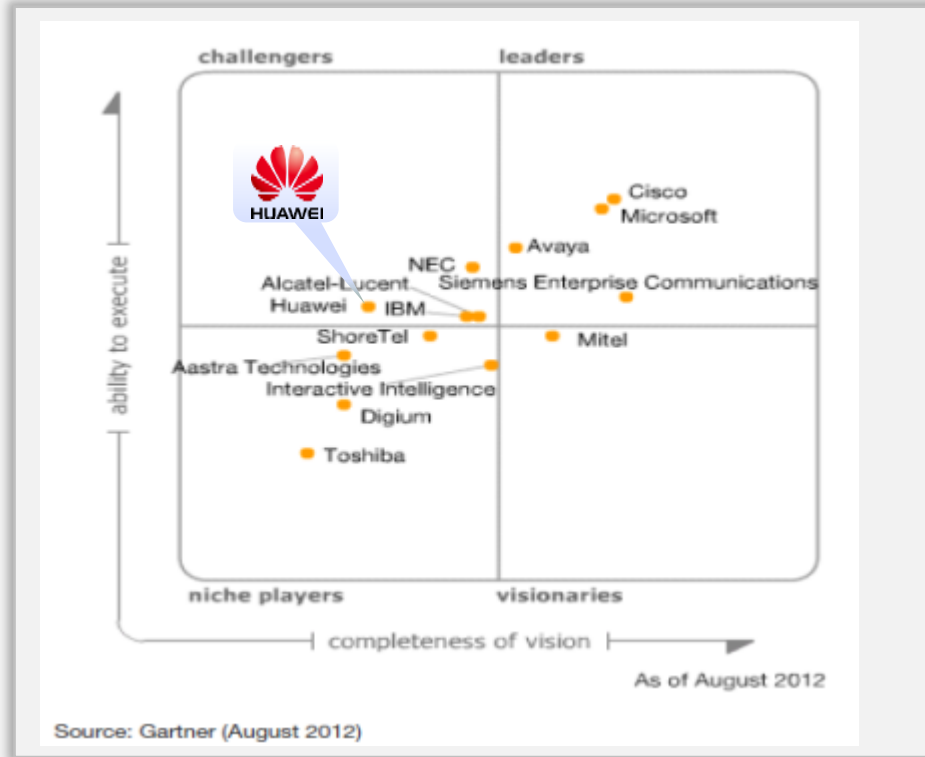
Rapid and Steady Growth



- Used by enterprise customers in >20 countries and regions
- Over 47% CAGR in revenue over past four years
- Member of multiple ISOs; over 1,000 Chinese patents, 50+ international applications (PCT) and 200+ patents issued in Europe, USA



UC Industry Position-Challenger in Gartner Quadrant



← Huawei UC leading in **Challenger** Quadrant

Enterprise Telephony IP Seat License Shipments, Worldwide, 2010 and 2011 (Thousands of Units)			
	2010	2011	Change 2010-2011
Cisco	7,407.5	8,268.4	11.6%
Avaya	4,900.2	5,052.2	3.1%
Alcatel-Lucent	1,526.1	1,626.4	6.6%
Siemens	1,500.1	1,598.4	6.6%
Mitel	1,102.3	1,290.9	17.1%
NEC	1,266.5	1,234.8	-2.5%
Digium	652.7	715.9	9.7%
Aastra Technologies Limited	626.2	582.4	-7.0%
ShoreTel	368.0	473.4	28.7%
Huawei Technologies Co., Ltd	252.5	467.3	85.1%
Others	5,191.3	5,244.4	1.0%
Total	24,793.4	26,554.5	7.1%

Source: Gartner (March 2012)

2011 , shipment of Huawei IP-PBX increased **+85.1%**, sales revenue increased **+22.5%**, ranked **NO. 1** among global manufacturers

Content

1 UC&C Market Trends

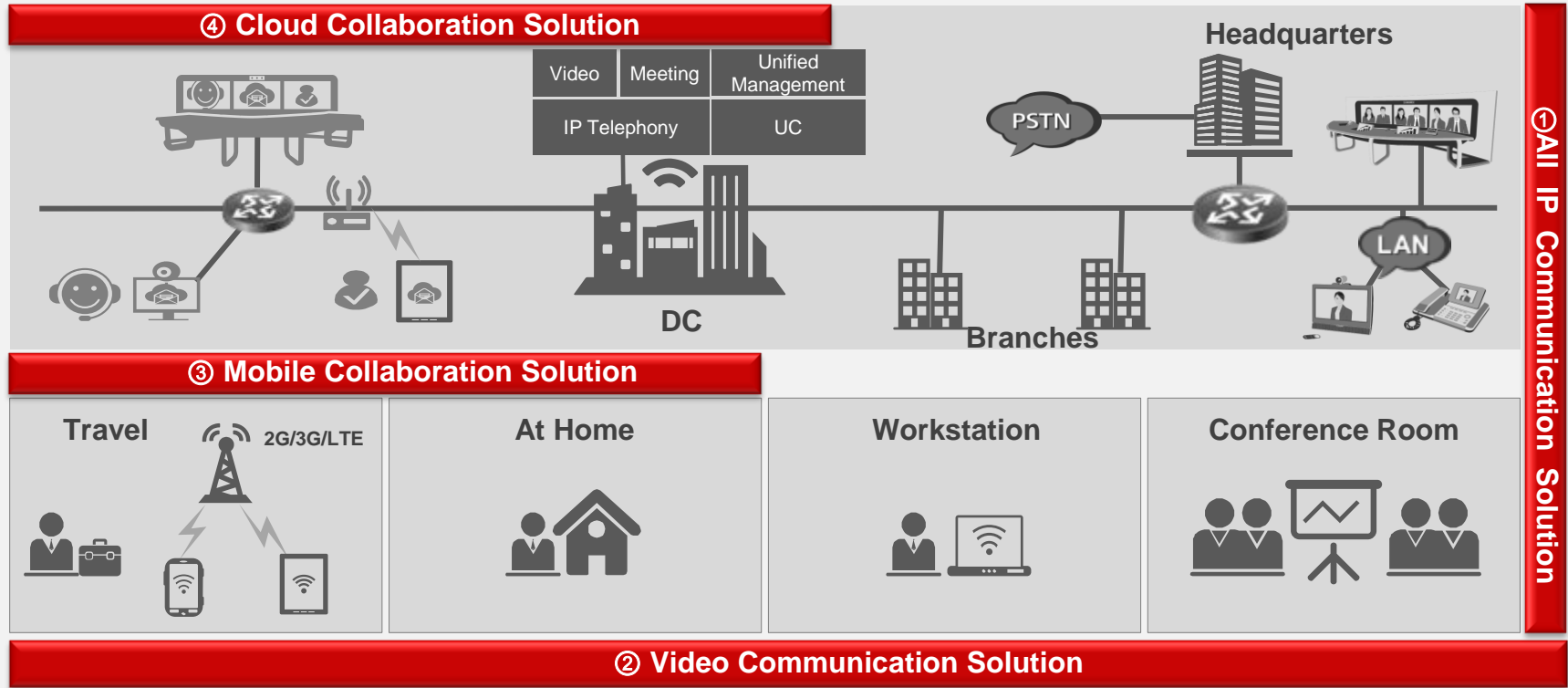
2 Huawei UC&C Industry Position

3 Huawei UC&C Solution

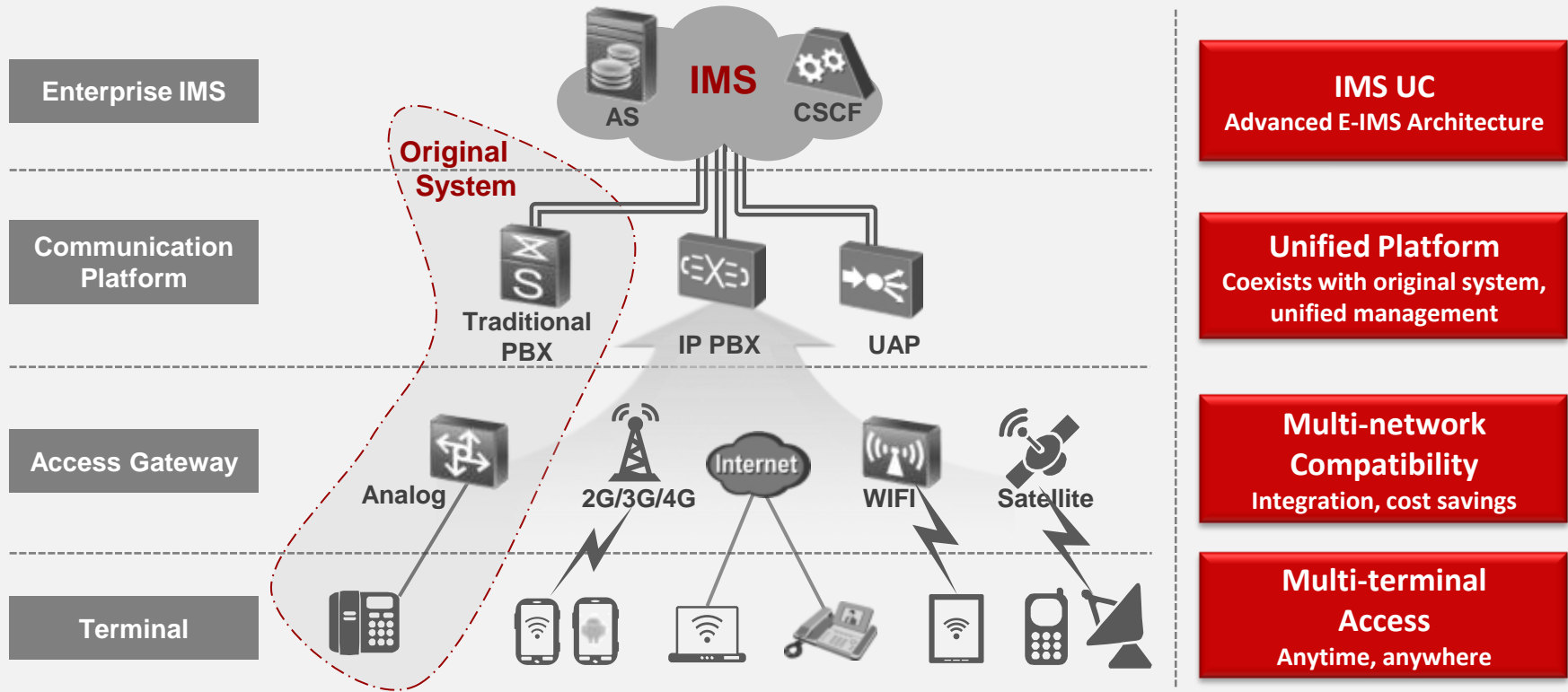
4 Huawei UC&C Commercial Value

5 Why Cooperate with Huawei ?

Huawei UC&C Solutions



① All IP Communication Solution



All-in-one UC Solution



Gateway

Trunk Access
Media Resource
Call routing

IP-PBX

Voice
P2P Video
Supplementary Service

UC Application

IM, Mobile Apps
Multimedia Conferencing
(Audio, Video, Data)

IDEO Interface Design



Cross Terminal Consistent Experience

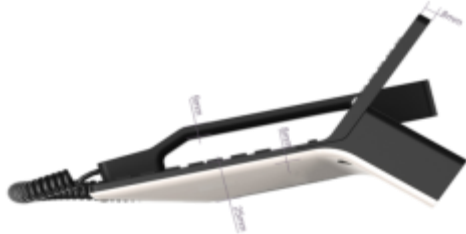


Cross Terminal Consistent Experience



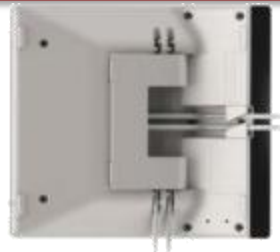
Ultrathin Design

Ultra light, Ultrathin, Leading fashion



Tidy Wiring

Concise Cabling, simple design



HD Voice

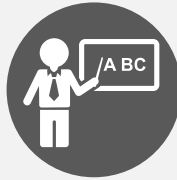
Perfect, melodious voice quality



② Video Communication Solution



Telemetry



Dispatcher



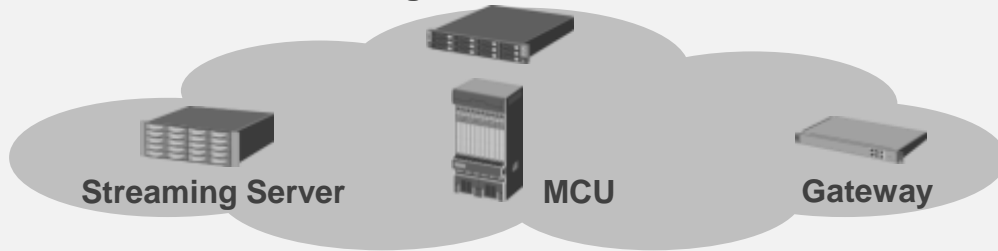
Emergency Command



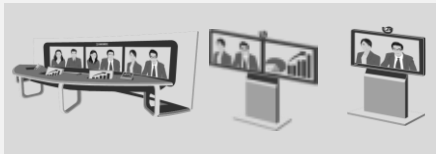
Metering

Customization
Professional design, one-stop delivery

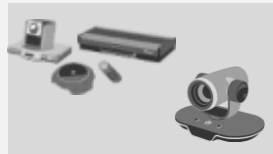
Management Platform



Safety and Reliability
Nine-level backup
Three-level encryption



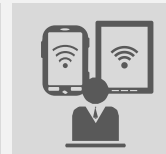
Telepresence



Video Endpoint



Desktop Endpoint



Mobility Video

HD, low bandwidth
1080P@60 H.264 HP+VME

Micro Telepresence



HUAWEI

- All-in-1
- Voice dialing
- Easy-mount
- Wireless
- H.264HP VME2.0 1080p30 @512K

1st all-in-one HD VC terminal

1st Voice dialing VC terminal

1st wireless connection VC terminal

HD delivered via low bandwidth (1080P@512k)

Plug-in and Play,
Easy Maintenance

③ Mobile Collaboration Solution



Consistent Experience

Auto-adaption without screen distortion

4-in-one client

VoIP, IM
Meeting, Video*

HME

Huawei Media Engine
ensuring voice quality

Openness and Convergence



④ Convergent Conference

Multiple options to join a convergent conference



Office



Manager office



Outdoor facility



Home



Travel



Remote meeting



Branch office

Content

1 UC&C Market Trends

2 Huawei UC&C Industry Position

3 Huawei UC&C Solution

4 Huawei UC&C Value

The Best Complete Product Line



Product Innovation

1st Panoramic TP 5.5mm



TCO ↓ 30%

IDEO UC Clients



1 Min Use
5 Min Proficiency

Most cost effective IP Phone



Capex ↓ 25%

1st all-in-one HD VC terminal



Save space
Save bandwidth ↓ 80%
50%

UC&C Deployments Around the World



Mobility UC—Saudi Arabian Oil IMS-BYOD



Saudi Arabian Oil

- More than **149 branches**
- More than **130K UC** users
- The world's first and only **IMS+BYOD** UC solution
- 4-in-1 UC mobility clients, IDEO interface, consistent experience
- Unified large capacity management platform, supports 100K users
- Geographical redundancy: local survivability to **99.999%** (carrier grade)
- Power saving: Up to **70%** power reduction according to call traffic, via dynamic frequency adjustment technology



Mexico PEMEX Telepresence



PEMEX Requirements

- Integrate equipment from multiple vendors, unify user experience
- Replace outdated equipment, provide single service interface
- Interoperate with newly-deployed Microsoft OCS/Lync systems

Huawei Solution

- 200 sets Huawei Telepresence
- Interoperability with existing systems
- Seamless integration with Microsoft Lync/OCS

PEMEX Values

- Real presence experience; improved conference quality
- Savings on previous investment, lower OPEX



THANK YOU

Consistent high quality communications, empowering your business
anytime, anywhere



Bucuresti 11 Octombrie 2013 - Infrastructurile critice de informatii
in contextul noilor amenajari privind securitatea cibernetica