



# **HUAWEI** eKit

Scenario-based Products Manual

September 2023





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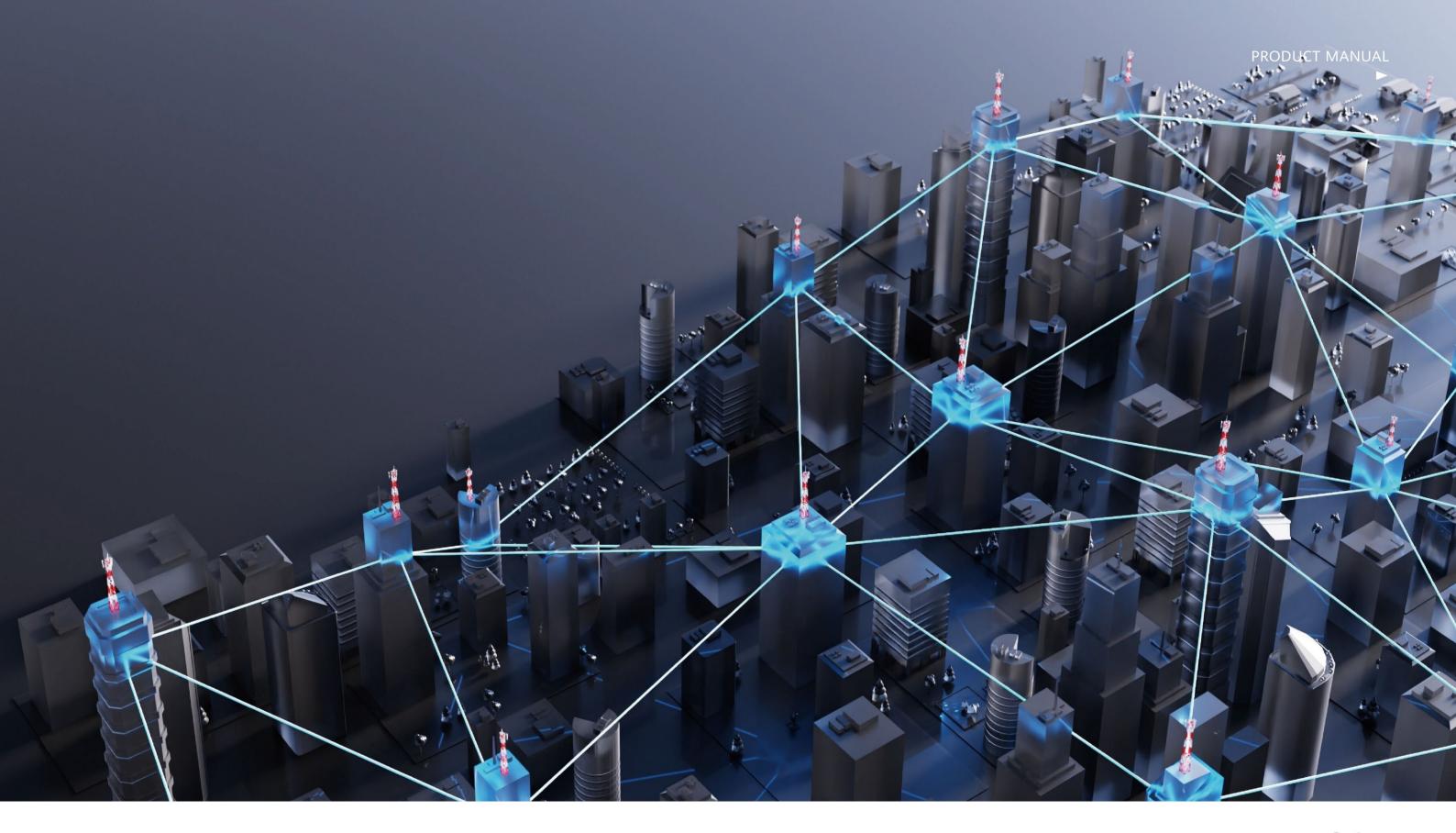
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## SME Office Wireless Network

High-quality office network is productivity

Scan the code to download the app for more details.

## **Scenario Analysis**



- · Websites and applications unrelated to work are blocked during working hours, improving office efficiency.
- Ensure service security and Internet access experience for key applications and users.



Simple installation and deployment



Safe Internet access with behavior supervision



**Customer concerns** about poor wireless networks

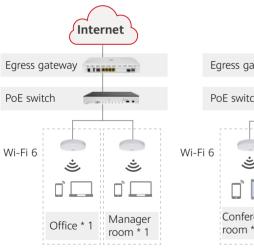
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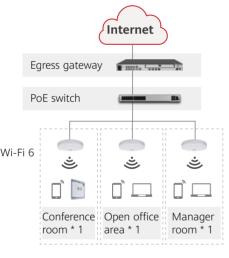
\* 100-person office scenario

ISP2

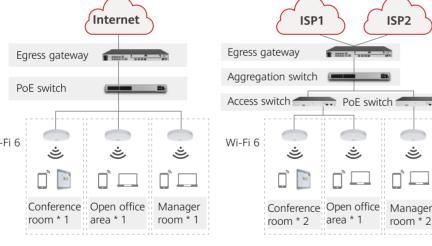
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## **Scenario-based Solution**





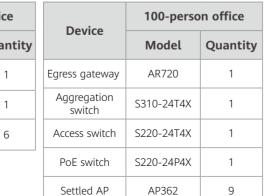
\* 50-person office scenario



#### \* 10-person office scenario

Device	10-person	office	Device	50-person offic	
Device	Model	Quantity	Device	Model	Qua
Egress gateway	S380-L4T1T	1	Egress gateway	S380-S8T2T	
PoE switch	S110-24LP2SR	1	PoE switch	S310-24P4S	
Settled AP	AP362	2	Settled AP	AP362	

#### Typical configuration



## **Solution Highlights**



Having weak signals in the corner of a large office? Smart antennas provide coverage with zero blind spots.

- 1. Signals move with users. Searchlight-like coverage optimizes its direction at any time to maintain the optimal signal strength.
- 2. Signals are more focused with 20% longer coverage radius, penetrating one more wall.



Network disconnected during a trip to break room? Smart roaming ensures zero interruption.

Exclusive smart roaming prevents service interruption or frame freezing caused by long handover delay.



How to preferentially quarantee bandwidth for video conferences? With user bandwidth guarantee and bandwidth limiting.

- 1. Key service assurance: Proactively identify key applications, such as enterprise video conferencing and financial systems, and provide assurance for them (AR700 Series).
- 2. Avoid excessive bandwidth occupation: Flexibly adjust the Internet access bandwidth of employees to avoid affecting others' work (AR700 Series).

## **Customer Benefits**



High-quality wireless network

Smart Antenna ensures no disconnection when users move during a meeting.



Online behavior management

Urge employees to focus on work during working hours. Provide bandwidth assurance for VIP users (AR700 series).



Security protection

Integrate security functions such as intrusion detection and antivirus to provide proactive and real-time security protection (AR700 series).

## **Success Story**

Network Reconstruction and Upgrade for a Company



Improve the office network topology to facilitate management and capacity expansion.

Optimize the wireless network performance to improve the work efficiency of employees.

Enhance network security and effectively authenticate internal and external users.

Device	Router	Core Switch	Access Switch	PoE Switch	Settled AP
Model	S380-S8T2T	S310-24T4S	S110-24T2SR	S110-24LP2SR	AP362



## **Commercial Store Wireless Network**

Stable store network is competitiveness

Scan the code to download the app for more details.

## **Scenario Analysis**

#### **User requirements**



- No frame freezing during Internet access, stable network, and quick fault
- Convenient authentication and login
- Multi-network convergence and isolation: three-network isolation for POS, monitoring, and guest Wi-Fi, ensuring security



Payments always take a long time

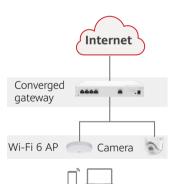


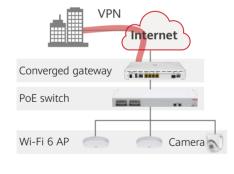
Slow and interrupted Wi-Fi

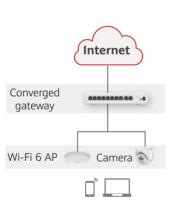


Complex network configuration and O&M

## **Scenario-based Solution**







## **Typical configuration**

Device	Name	Quantity
Egress gateway	S380-L4P1T	1
Settled AP	AP362	1

\* Commercial store (coffee shop), 20 m<sup>2</sup>

Device	Name	Quantity
Egress gateway	S380-L4T1T	1
PoE switch	S110-24LP2SR	1
Settled AP	AP362	2

Commercial store (real estate agency),

Device	Name	Quantity
Egress gateway	S380-S8P2T	1
Settled AP	AP362	4

Commercial store (convenience store),

## **Solution Highlights**



High-performance appliance: thrice faster forwarding and twice faster cashier network



S110's DIP switch mode enables easy isolation of cashier, monitoring, and quest Wi-Fi networks.



Fully wireless, high-quality Wi-Fi 6 network: strong signal, wide coverage, and no disconnection during roaming

## **Customer Benefits**



### High-quality wireless network

3000 Mbit/s Wi-Fi 6 network ensures zero packet loss during roaming. Signals move with users, delivering a coverage radius 20% wider than the industry average.



### Multi-network convergence

Multiple networks are converged into one, simplifying deployment and reducing costs.



### Easy O&M

The HUAWEI eKit app supports scanning-based deployment and remote O&M, achieving care-free store management.

## **Success Story**

Bandwidth limiting and Internet access control: Manage the Internet access bandwidth of terminals to guarantee key service experience.

Egress security protection: The gateway integrates the intrusion prevention system (IPS) and antivirus (AV) functions to protect the network security of the 4S store.

Simplified O&M: Visualized networks on the cloud enable network management anytime, anywhere.

A 4S Store

Device	Router	Core Switch	Access Switch	PoE Switch	Settled AP
Model	AR730	S310-48T4S	S310-24T4S	S310-24P4S	AP362



## Budget Hotel Network

can the code to download the app for more details.

## **Scenario Analysis**



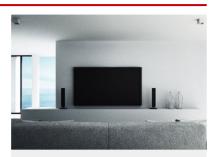
#### Internet access experience

- Good Wi-Fi experience and seamless handovers
- Fast fault locating and network recovery



#### Video security

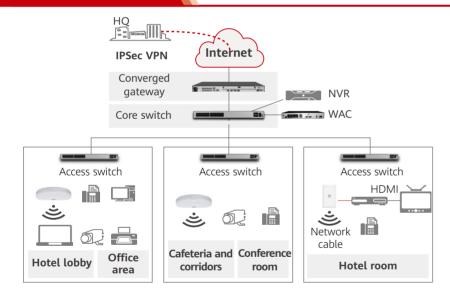
- All-round monitoring of the lobby, cafeteria, and corridors
- Three-network isolation (office, guest Wi-Fi, and monitoring)



#### **IPTV** access

 Smooth, simultaneous play of multiple IPTV programs with no frame freezing when switching channels

## **Scenario-based Solution**



#### Typical configuration

Position	Device	Model	Quantity
Internet egress	Router	AR720	1
Core	Switch	S310-24T4S	1
Core	WAC	AC650-128AP	1
Access	Switch	S110-24T2SR	2
Access	PoE switch	S110-24LP2SR	4
AP	Settled AP	AP362	6
AP	Wall plate AP	AP263	50

Position	Device	Model	Quantity
Internet egress	Router	AR730	1
Core	Switch	S310-24T4S	1
Core	WAC	AC650-256AP	1
Assess	Switch	S220-24T4X	3
Access	PoE switch	S220-24P4X	6
AP	Settled AP	AP362	10
AP	Wall plate AP	AP263	100

50 hotel rooms

100 hotel rooms

## **Solution Highlights**

#### High bandwidth

Scenarios: hotels with a bandwidth higher than 500 Mbit/s.

Advantage: Usually, the speed of Wi-Fi 5 APs cannot reach 500 Mbit/s, which is a waste of resources. However, the speed of Wi-Fi 6 APs can normally reach 800-900 Mbit/s.

#### High concurrency

Scenarios: high-density areas such as the hotel lobby, hotel conference room, cafeteria, bar, and KTV.

Advantage: In these scenarios, a large number of guests use Wi-Fi simultaneously. Due to limited performance and number of access users, Wi-Fi 5 affects the cashier service and jeopardizes user experience.

#### Low latency

Scenarios: quests playing online games or having video conferences, which pose high requirements on network latency.

Advantage: No frame freezing will occur during games or meetings with Wi-Fi 6 devices.

## **Customer Benefits**

Wi-Fi 6 highquality network

Huawei's latest Wi-Fi 6 product delivers 3000 Mbit/s ultimate experience, 60% ahead of the industry average. Built-in smart antennas enable signals to move with users, ensuring that optimal signals are always available. Smart roaming ensures no network disconnection or video frame freezing.

Bandwidth limiting and Internet access control

Internet access bandwidth management is performed on various terminals to preferentially guarantee key services and ensure that other guests' Internet access experience is not affected.

**Egress security** protection

The gateway integrates intrusion detection and antivirus functions to protect the hotel's network security. One converged gateway is as powerful as a router and a firewall combined.

Multiple authentication modes

Supports portal and SMS authentication, and users can connect to Wi-Fi by scanning the QR code, achieving quick network access.

Scheduled calibration

Wi-Fi is automatically calibrated at a scheduled time every day to keep Wi-Fi at its optimal state.

## **Success Story**

#### A Resort Hotel



Multiple service systems of the hotel are carried in a unified manner, and services are isolated to reduce costs.

Based on the principle of "experience first", Internet access and smart services come with real-time assurance, and network security is guaranteed.

The remote location of the hotel requires graphical intelligent O&M to reduce fault rectification time and improve efficiency.

Device	Router	Core Switch	Access Switch	PoE Switch	Wall Plate AP	Settled AP
Model	AR720	S310-24T4S	S110-24T2SR	S110-24LP2SR	AP263	AP362



## Commercial Real Estate Network

## **Scenario Analysis**

#### Appearance affected



 Plenty of cables are showing at the bottom of the video wall, which does not go with the decoration.

#### Slow wireless network

Scan the code to download the app for more details.



- Frame freezing often occurs when users watch videos in the restroom.
- · The optimal speed cannot be reached.

## Frequent disconnection



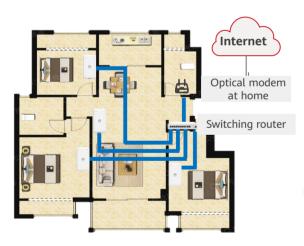
 Going to another room always leads to disconnection.

#### Complex provisioning



Installation is troublesome and even requires chiseling a hole in the wall sometimes.

## **Scenario-based Solution**





### Typical configuration

Device Position		Name	Quantity
Switching router	ELV box	S380-S8P2T	1
Wall Plate AP	Wall-mounted	AP263	6

200 m<sup>2</sup>, 4 bedrooms and 2 living rooms

Device Position Name Quantity Switching ELV room S380-L4T1T router PoE switch ELV room S110-8P2SR 2 Wall Plate Wall-mounted AP263 12

Three-story villa, with 6 bedrooms, 3 living rooms, 1 gym, and 1 garage

## **Solution Highlights**

Commercial real estate needs an aesthetic, fast, stable, and easy wireless network.



#### **Aesthetic** Compact, aesthetic. and subtle

- Compact device
- Elegant design, adapting to all kinds of decoration styles



## Strong signals and high performance

- Strong signals, easily covering corner areas such as the bathroom
- High performance and fast speed, easily reaching 1000 Mbit/s



## Stable user experience in self-networking

- Multi-AP selfnetworking
- Continuous and stable service experience



#### Easy Easy installation and O&M

- Three-step AP installation with simple operations
- Easy service provisioning and commissioning

## **Customer Benefits**



Easy case replacement: adapting to the decoration



Zero frame freezing: seamless roaming switchover across the house



Enterprise-level architecture; quick deployment and remote O&M through the eKit app

## **Success Story**



Device	Router	Core Switch	Access Switch	PoE Switch	Wall Plate AP	Settled AF
Model	S380-S8T2T	S310-24T4S	S110-24T2SR	S110-24LP2SR	AP263	AP362

Wireless Coverage in a Villa

#### Wi-Fi 6 high-quality network:

The 3000 Mbit/s bandwidth delivers ultimate experience with fast network speed, good experience, and video download in seconds. Built-in smart antennas enable signals to move with users, ensuring that optimal signals are always available. Smart roaming ensures no network disconnection or video frame freezing. Network, monitoring, and IPTV are converged into one.



## Factory Network

## **Scenario Analysis**



network



Office area

Scan the code to download the app for more details.





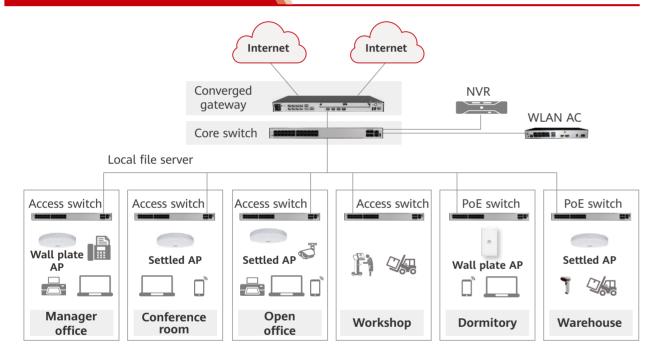


Monitoring wireless network network coverage

**Dormitory wireless** network

Warehouse

## **Scenario-based Solution**



#### Typical configuration

Position	Device	Model	Quantity	Remarks	
Internet egress	Router	AR730	2	Deploy two routers to improve reliability.	
Core	Switch	S310-24T4S	1	Deploy one core switch (or two core switches in hot standby mode).	
	WAC	AC650-256	1	Manage a maximum of 256 APs.	
A	Switch	S220-24T4X	2	Cover wired access points on the entire network.	
Access	Switch	S220-24P4X	3	Provide PoE power supply for Wi-Fi 6 wall plate APs and cameras.	
	Settled AP	AP362	8	Provide Wi-Fi coverage for open office areas and conference rooms.	
AP	Wall plate AP	AP263	40-50	Deploy one wall plate AP in each dormitory/manager office.	

Factory building: accommodating fewer than 300 people, covering an area of less than 10,000 square meters

## **Solution Highlights**

Fast network speed, optimal experience, and all-wireless office network



3000 Mbit/s

3000 Mbit/s for the device, 60% higher than the industry average

Fast speed, ultimate experience, and office anytime, anywhere

Wide coverage, strong signal, and no blind spots



Always-on signals for users, providing a 20% longer coverage distance

Always-on full signals anywhere

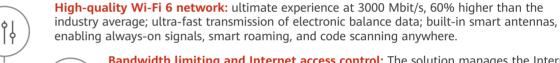
#### Smart roaming, no video freezing



Smart roaming without network disconnection or video freezing

Seamless network switchover and connection

## **Customer Benefits**



Bandwidth limiting and Internet access control: The solution manages the Internet access bandwidth of terminals to preferentially guarantee critical production services and prevent a large amount of bandwidth from being occupied by workers viewing



**Egress security protection:** The gateway integrates the IPS, AV, and other functions to protect production data security and prevent data ransomware.

Port dormancy: The port dormancy function dynamically adjusts the fan speed. An idle port usually enters the dormancy state to save energy. This function reduces electricity costs during production line maintenance.

Perpetual PoE: The PoE switch supports perpetual PoE. When the switch is restarted, cameras are not powered off and the factory building monitoring is never interrupted.

## **Success Story**



#### A Motor R&D and Production Base Project

Ease of use, fast deployment, and simplified O&M.

High quality, excellent performance, and energy saving.

The Wi-Fi 6 smart antennas support high bandwidth, low latency, and soft handover algorithms. Intelligent application acceleration and AP load balancing ensure wireless experience.

Device	Router	Core Switch	Aggregation Switch	Access Switch	AC	Wall Plate AP	Settled AP
Model	AR720	S310-48T4S	S310-24T4S	S310-24P4X	AC650-256	AP263	AP362



## **Education Network for Primary and Secondary Schools**

## **Scenario Analysis**

#### Wireless coverage

#### Network security

#### **Behavior** management

#### Network **0&M**

### Office



Classroom E-reading room

- Ordinary classroom scenarios: Teachers can access the Internet and wireless multimedia electronic devices (such as wireless electronic class boards) are connected to the
- E-schoolbag scenarios: Wireless access is available for 50-60 people at the same time.
- Access to illegal websites is denied

Scan the code to download the app for more details.

Single-person/ person office Two-person office

- Course resources need to be downloaded from the Internet. Therefore, teachers' Internet access requirements must be
- During daily office, teachers' computers may be infected with ARP viruses because they use USB flash drives or download files from the Internet Therefore network security functions are required.

## Video security



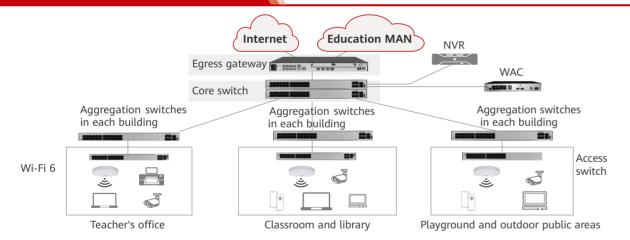
• Generally, a school campus deploys a large number of cameras for monitoring and management. This requires excellent networks. In addition. security incidents on campus can be effectively traced.

#### Video security



 Outdoor places, such as playgrounds and teaching buildings, require wireless coverage. Wireless networks must run stably in harsh weather conditions such as strong sunlight and heavy rain.

## Scenario-based Solution



#### Typical configuration

Position	Device	Model	Quantity	Remarks
Internet egress	Converged gateway	AR730	2	Deploy the converged gateway at the Internet egress.
	Switch	S310-24T4X	1	Deploy one core switch (or two core switches in hot standby mode).
Core	WAC	/AC AC650-256AP		Use the WAC or the cloud management platform for centralized management. If the cloud management mode is adopted, the cloud management license needs to be deployed.
Aggregation	Switch	S220-24T4X	2-3	Deploy one aggregation switch in each building.
Access	Switch	S220-24P4X	6	Provide PoE power supply for Wi-Fi 6 wall plate APs and cameras.
AP	Settled AP	AP362	30	Provide Wi-Fi coverage for each classroom, teacher's office, e-classroom, library, and canteen.

Primary and secondary schools with three buildings, 20 classrooms, and six teacher's offices

## **Solution Highlights**

Smart antennas enable signals to move with users, which is equivalent to signals passing through one more wall.



longer coverage distance

Always-on full signals anywhere

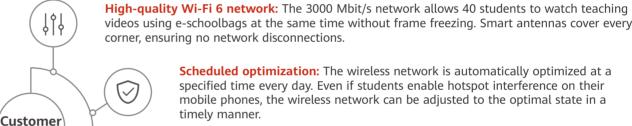
#### Fast network speed, optimal experience, and all-wireless office network



3000 Mbit/s for the device, 60% higher than the industry average

Fast speed, ultimate experience, and office anytime, anywhere

## **Customer Benefits**



Egress security protection: The gateway integrates the IPS, AV, and other

Ø functions to strictly control games, TikTok, and other malicious websites, ensuring secure Internet access for students.

Perpetual PoE: The PoE switch supports the perpetual PoE function. When the switch restarts, cameras are not powered off and campus monitoring is never interrupted.

## **Success Story**

**Benefits** 

#### A Primary School

Egress security protection: The gateway integrates the IPS, AV, and other functions to ensure secure Internet access on campus.

Perpetual PoE: When the switch restarts, the camera is not powered off and the monitoring is never interrupted.

Port dormancy: Fans are dynamically adjusted, saving energy by over 30% for

Device	Router	Core Switch	<b>Aggregation Switch</b>	Access Switch	AC	Settled AP
Model	AR730	S310-48T4S	S310-24T4S	S310-24P4S	AC650-256	AP362



# Network for Small and Medium-Sized Hospitals

## **Scenario Analysis**

Scan the code to download the app for more details.

#### Halls and nurse stations



- Difficult to match the decoration style
- · Disordered cabling and uncomfortable viewing

#### Consulting rooms and wards



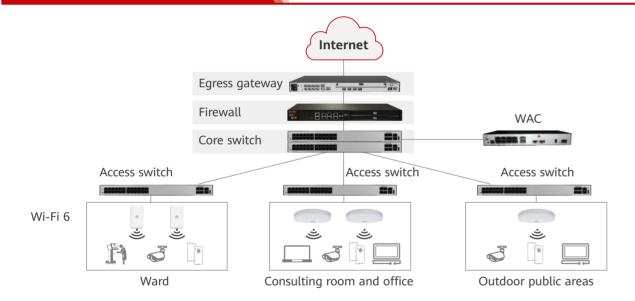
- · Tablet-based ward round, unstable roaming
- Frequent network disconnections during movement

#### Offices and conference rooms



- Weak signals in corners
- · Poor videoconferencing experience

## **Scenario-based Solution**



#### Typical configuration

Position	Device	Model	Quantity	Remarks
Internet egress	Router	AR730	2	Deploy a router gateway at the Internet egress.
Core	Switch	S310-48T4X	2	Deploy two core switches in hot standby mode.
	WAC	AC650-256AP	1	A maximum of 256 APs can be managed. (The APs can also be managed on the remote platform.)
	Switch	S220-24T4X	On-demand	Cover wired access points on the entire network.
Access	PoE switch	S220-24P4X	On-demand	Provide PoE power supply for Wi-Fi 6 wall plate APs and cameras.
Wireless	Settled AP	AP362	On-demand	Provide Wi-Fi coverage for consulting rooms, conference rooms, halls, and office areas. 5G signals are recommended.
Wireless	Wall plate AP	AP263	On-demand	Deploy a wall plate AP in each room. 5G signals are recommended.

## **Solution Highlights**



#### How is secure data transmission ensured when medical institutions are fully connected? Sites securely communicate with each other through IPsec VPNs.

1.IPsec VPNs ensure secure connections between the HQ, branch hospitals, and community hospitals. 2.For multi-site access, Huawei's unique DSVPN tackles the problem of difficult direct communications between sites.



#### Medical treatment information is personal privacy data. How is it protected? IPS for network protection.

1.The IPS prevents Trojan horses, worms, and viruses in real time to protect network security.

2.The AR integrated with the IPS function does not require dedicated intrusion prevention devices, reducing investment costs.

3.Local/Online real-time update of the IPS signature database is supported.



#### What can I do if viruses spread through emails or file downloads? AV for network protection.

1.The AV function identifies and processes virus files to protect network security.

2.The AV function is authorized free of charge. It can also be connected to the security center platform for real-time update.

3. Quick content detection is performed on files, with low performance consumption.



#### How can we ensure the quality of videos invoked for consultation and monitoring? WAN optimization, ensuring critical services.

1. Multiple-fed and selective receiving ensures the reliability of critical services.

2.Load balancing helps properly use the bandwidth of multiple links.

3. The multi-fed and selective receiving and load balancing enjoy free authorization.

## **Customer Benefits**



### **High-quality wireless**

Wi-Fi 6 provides a high speed of 3000 Mbit/s. Smart antennas penetrate one more wall, allowing access to the Internet from any place.



#### Online behavior management

Integrates online behavior management and guarantees the Internet access bandwidth for VIP users.

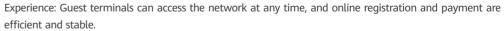


### **Security protection**

Integrates security functions such as IPS and AV to provide proactive and real-time security protection.

## **Success Story**

#### A Hospital





Management: Multi-network convergence ensures stable and worry-free operations of hospital services. The network is scalable, lowering the TCO.

Security: E2E network-wide security protection and refined management and control of users and services nplement network-wide security collaboration and meet classified protection compliance requirements.

Device	Router	Core Switch	Aggregation Switch	Access Switch	AC	Wall Plate AP	Settled AP
Model	AR730	S310-48T4S	S310-24T4S	S310-24P4S	AC650-256	AP263	AP362



# Huawei SME Network Portfolio

## eKitEngine S110 Series Unmanaged Switch



Scan the code to download the app for more details.

#### S110-8P2ST

- 8 x GE Copper; 1 x GE SFP, 1 x GE Copper
- PoE power: 124 W
- Switching capacity: 20 Gbit/s
- Forwarding performance: 14.88 Mpps

· Working mode: Standard. Port Isolation. Traffic Control Disable



## S110-16LP2SR

- 16 x GE Copper; 2 x GE SFP
- PoE power: 124 W
- Switching capacity: 36 Gbit/s
- Forwarding performance: 26.78 Mpps



S110-24T2SR

- 24 x GE Copper; 2 x GE SFP
- Switching capacity: 52 Gbit/s
- Forwarding performance: 38.69 Mpps

### SANA SANA SANA M M -

#### S110-24LP2SR

- 24 x GE Copper; 2 x GE SFP
- PoE power: 124 W
- Switching capacity: 52 Gbit/s
  - Forwarding performance: 38.69 Mpps
- · Working mode: Standard, Port Isolation, Port Trunk, Traffic Control Disable



- 24\*GE Copper; 4\*10GE SFP
- Switching Capacity; 128Gbps
- Forwarding performance; 95Mpps



- 24\*GE Copper; 4\*10GE SFP+
- POE Power; 400W

eKitEngine S220 Series L2 Managing Switch

- Switching Capacity: 128Gbps
- Forwarding performance; 95Mpps

### S220-48T4X

- 48\*GE Copper; 4\*10GE SFP+
- Switching Capacity; 176Gbps
- Forwarding performance: 131Mpps



- 48\*GE Copper: 4\*10GE SFP+
- POE Power; 380W
- Switching Capacity; 176Gbps
- Forwarding performance; 131Mpps

## S220-48T4S

- 48\*GE Copper: 4\*GE SFP
- Switching Capacity; 104Gbps
- Forwarding performance; 77Mpps

### S220-48P4S

- 48\*GE Copper: 4\*GE SFP
- POE Power; 380W
- Switching Capacity; 104Gbps
- Forwarding performance; 77Mpps

## eKitEngine S310 Series L2+ Managing Switch

## ..... S310-24T4S

- 24\*GE Copper; 4\*GE
- Switching Capacity; 56Gbps
- Forwarding performance;42Mpps

# S310-24P4S

- 24\*GE Copper;4\*GE
- POE Power;40W
- Switching Capacity;56Gbps
- Forwarding performance;42Mpps

## ----S310-24T4X

- 24\*GE Copper;4\*10GE SFP+
- Switching Capacity;128Gbps
- Forwarding performance;95Mpps



### S310-24P4X

- 24\*GE Copper;4\*10GE SFP+
- POE Power:400W
- Switching Capacity;128Gbps
- Forwarding performance;95Mpps



- 48\*GE Copper;4\*GE
- Switching Capacity;104Gbps
- Forwarding performance;77Mpps

# S310-48P4S

- 48\*GE Copper;4\*GE
- POE Power;400W Switching
- Capacity;104Gbps Forwarding performance;77Mpps

# S310-48T4X

- 48\*GE Copper;4\*10GE SFP+
- Switching Capacity;176Gbps
- Forwarding performance;131Mpps



- 48\*GE Copper;4\*10GE SFP+
- POE Power;400W
- Switching Capacity;176Gbps
- Forwarding performance;131Mpps

## eKitEngine S380 Series Multi-Service Gateway

### E. 6 0000 S380-L4T1T

- Number of clients: 150
- Switching capacity: 8 Gbit/s
- Forwarding performance: 420 Kpps

### 2000 S380-L4P1T

- Number of clients: 150
- PoE power: 50 W

- Switching capacity: 8 Gbit/s
- Forwarding performance: 420

## S380- S8T2T

- Number of clients: 300
- Switching capacity: 16 Gbit/s
- Forwarding performance: 420 **Kpps**

. ........ S380-S8P2T

- Number of clients: 250
- PoE power: 124 W
- Switching capacity: 16 Gbit/s
- Forwarding performance: 420 Kpps



- Number of clients: 500
- Switching capacity: 16 Gbit/s
- Forwarding performance: 420 Kpps
- Layer 2: 2K MAC entries, 16 VLANs
- Layer 3: Static Route, load balancing based on terminal IP and connection
- DHCP server/client, PPPOE client, and NAT
- Web management and cloud management



## Huawei SME Network Portfolio

## eKitEngine Series Wi-Fi 6 AP

Scan the code to download the app for more details.



#### **AP263**

- Dimension: 160 mm x 86 mm
- Data rate: 2.975 Gbit/s
- Maximum transmit power: 23 dBm
- 2 x GE Copper



#### **AP362**

- Dimension: 180 mm x 35 mm
- Data rate: 2.975 Gbit/s
- Maximum transmit power: 20 dBm
- 1 x GE Copper

- · Support leader AP; WAC free, license free.
- Support cloud management, PSK, Portal, SMS, and social media authentication.
- Support WPA3 protocol, DTLS hardware encryption
- Support telemetry; collecting AP status in real time

## **AirEngine Series WAC**



#### AC650-128AP

- 10 x GE Copper, 2 x 10 GE
- Forwarding capacity: 10 Gbit/s
- Maximum number of managed APs: 128
- Maximum number of access users: 1024

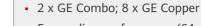


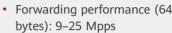
#### AC650-256AP

- 10 x GE Copper, 2 x 10 GE
- Forwarding capacity: 10 Gbit/s
- · Maximum number of managed APs: 256
- Maximum number of access users: 2048
- · Forwarding mode: direct forwarding or tunnel forwarding
- Active/Standby mode: 1+1 hot backup or N+1 backup
- Radio protocol: 802.11 a/b/g/n/ac/ac Wave 2/ax

## **NetEngine AR700 Series Multi-Service Gateway**

## AR730





- Number of clients: 700
- Maximum power consumption: 20 W



#### **AR720**

- 1 x 10GE SFP+, 2 x GE Combo; 1 x GE Combo, 8 x GE Copper
- Forwarding performance (64 bytes): 9-25 Mpps
- Number of clients: 1200
- Maximum power consumption: 20 W

## eKitEngine USG6300F Series AI Firewall



B. seed & Table 18

#### USG6325F

- 16\*GE RJ45 + 8\*GE COMBO + 2\*10GE SFP+
- 1U
- · Optional redundant power supply



#### **USG6355F**

- 16\*GE RJ45 + 8\*GE COMBO + 2\*10GE SFP+
- 1U
- Optional redundant power supply



Scan the code to download the app for more details. HUAWEI eKit Scenario-based Products Manual Intelligent Collaboration

## Smart Office

Bring a smart working style to everyone.

## **Scenario Analysis**

Unified experience is required in various meeting scenarios.



- There are many branches across the country, and there is a large demand for remote communication.
- Multiple scenarios such as internal meetings, external meetings, and workshops are involved.

Smooth switch between different working services is required.



- The switch among working services such as meetings, trainings, data dashboards, and information cannot be easily performed.
- The original devices have low openness and poor compatibility, making it difficult to improve employees' work efficiency.

Simplified O&M is required for various devices.



 There are a large number of meeting devices. The network conditions are complex, and the fault rate is high. Dedicated personnel are required to maintain and manage the meeting devices.

## **Scenario-based Solution**



**Executive office** 



Remote training for employees



Office bulletin board



IdeaShare | Cast+ | DLNA | IdeaShare Key





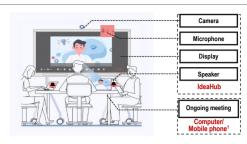


## **Solution Highlights**



#### All-in-one endpoint

- · No complex networking or dedicated maintenance personnel is required.
- · All-in-one, low construction costs.



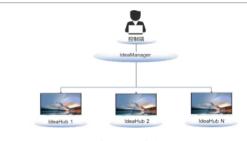
#### **BYOM**

- · No apps or OPS.
- DSoftBus + professional-grade peripherals of the IdeaHub support 8 meeting apps, such as Zoom.



#### Ultimate experience

- Ultra-low writing latency.
- Effortless projection, with no network connection needed.



#### **Smart O&M**

- · Support device configuration in batches, upgrade, shutdown, and bulletin board.
- One-click detection of software and hardware faults.

## **Customer Benefits**



#### **Enhanced experience**

 Enhanced functions, such as HD meeting, intelligent upgrade, touch control, whiteboard writing, and collaboration and interaction, improve user experience.



### **Higher efficiency**

 Streamline all meeting scenarios, support self-service, and allow users to join hybrid meetings in a unified and easy manner.



#### **Digital office**

 From pure meetings (projection, whiteboard content takeaway, and HD meeting) to multiple services (service dashboards and bulletin board), improving enterprise office efficiency.

## **Success Story**

An enterprise has 100 subsidiaries that are widely distributed across the country. In the enterprise, remote meetings are frequently held for communication, which requires HD and stable audio and video. The all-inone IdeaHub provides functions such as HD cloud video meetings and collaborative offices, achieving efficient and unified management and brand culture communication between the HQ and subsidiaries, and helping the enterprise accelerate digital office transformation.

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## **Smart Classroom**

Bring digital to every classroom.

Scan the code to download the app for more details.

## **Scenario Analysis**

#### Cooperative teacherstudent relationship



Shift from teacher-dominated teaching to the equal collaboration between teachers and students.

#### Interactive teaching method



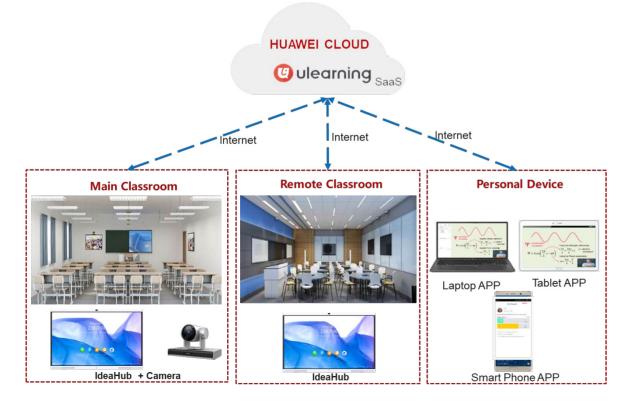
 Shift from passive, teachercentered learning to interactive, heuristic teaching featuring guidance, discussion, and sharing.

#### Hybrid learning



 Online + offline hybrid interactive teaching

## **Scenario-based Solution**



## **Solution Highlights**



#### highly integrated learning environment

 highly integrated learning environment that integrates teaching interaction, multi-screen interaction, and teaching management



TÜV Rheinland Low Blue **Light Certification** 

TÜV Rheinland Eye **Comfort Certification** 

#### 4K soft light screen for eye comfort and protection

- Optical blue light filter certified by TÜV Rheinland
- Accurate color calibration for an immersive learning experience



#### Easy sharing of teaching materials

- Multiple wired and wireless projection methods, facilitating sharing of audio, video, courseware
- Dual-band, dual-Wi-Fi module, ensuring network connection and projection do not interfere with each other



#### Student terminal

#### 3-tier Inter-screen Interaction

- Fast switchover between Android and Windows
- Compatible with various teaching apps

## **Customer Benefits**



#### Healthy and secure teaching environment

- Optical anti-blue light to protect eye health.
- Hardware anti-tampering to protect information security.



#### Interactive teaching mode

- · Sharing of whiteboard content at any time.
- Keep the courseware for review after class.
- Extensive teaching tools for more efficient teaching.



#### Cross-region interactive class

- Synchronous presentation of cross-region courseware/ whiteboard content.
- Discussions are held in different places at the same time, and comments are made on the discussion results.

## **Success Story**

School A uses HUAWEI IdeaHub to build a smart education platform that supports both remote and local education. The professional remote collaboration capability of HUAWEI IdeaHub enables students in remote classrooms to interact with teachers and students in onsite classrooms.

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## **Smart Retail Store**

Scan the code to download the app for more details.

Provide digital customization experience for each customer.

## **Scenario Analysis**

#### Low publicity efficiency in stores



Costly offline materials and low reuse rate

#### **Demonstration limited** by space



Lack of interactive experience and single demonstration mode

#### High cost of remote communication



Repeated communication and inconsistent information

## **Scenario-based Solution**





Solution demonstration



demonstration

Product

Marketing ad





Digital exhibition Enterprise meeting/ training



Huawei Cloud



Information distribution system



Design platform

## **Solution Highlights**



#### Product demonstration on the cloud

- Directly connect to the cloud experience hall, and conduct scenario-based demonstration without physical goods
- Provide 3D panorama demonstration of products to enable interactive and immersive experience



#### Solution customization and design

- Online design and customers' participation in customization effectively improve the purchase
- · Various combinations of modules create more possibilities



#### Store marketing and management

- Unified management and marketing posters synchronized among thousands of stores
- Customized release and HD multimedia display



#### Store training

- The HQ communicates with stores remotely, enabling standardized operations
- Smooth and easy-to-use projection and whiteboards are used to improve the communication efficiency during the morning and evening meetings

## **Customer Benefits**



#### Improvement of store sales per square meter

A small area is also possible to build a digital space that covers everything



#### One-click brand marketing

One-click ad promotion to branches, effectively reaching customers and standardizing store operations



#### **Employee enablement to** improve management efficiency

Remote training is like local presentation. Intelligent store inspection and spot check reduce communication costs

## **Success Story**

Huawei and SNIMAY have carried out comprehensive cooperation in digital stores, which enables extensive customer interaction scenarios, and improves the value of customer orders in stores. Currently, the solution has been deployed in hundreds of stores across the country.



## **Smart Business Hotel**

Scan the code to download the app for more details.

Build a new marketing high ground.

## **Scenario Analysis**

#### Subcontractor



- Simple and efficient deployment solution
- Remote O&M support

#### **Hotel Owner**



- Use modern and interactive electronic products to present materials or play videos during the activities of customer circles.
- A unified marketing platform is required.



Simple installation and deployment



**Unified store** marketing platform



Easy to learn and easy to use

## **Scenario-based Solution**

#### **HUAWEI IdeaHub + Huawei Cloud Meeting**



Meeting room

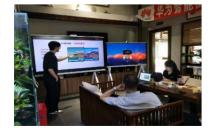


**Business scenarios** 





Open area



**Enablement training** 



**Enterprise meeting** 



Circle's marketing activity

## **Solution Highlights**



What can I use to play videos and present demonstration materials to customers in a circle activity? Smart whiteboard with 4K soft-light screen can meet the requirements.

1.4K soft-light screen, HD display, and anti-blue light for eye comfort.

2.Intelligent conversion of handwritten text, smooth writing, and full-screen annotation.



How do I publicize some package discount activities to customers to stimulate their purchase desire?

1.The customizable bulletin board and HiBoard display marketing activities in rotation.

2.Import the theme image of activities with one click to adapt to multiple activity scenarios.



What can I do if customers at a distance cannot arrive at the site? Use the HD remote cloud meeting, which is efficient and convenient.

Native multi-cloud meeting: The product can be used immediately after being powered on. Remote customers can easily join the meeting with one click.

## **Customer Benefits**



#### Unified marketing base

Fixed sales scenario: Invite enterprise users and present demonstration materials using the product to form the marketing mode in teahouses.



#### Value of packages and portfolios

Sales of packages and portfolios: Combine multiple products (service and IdeaHub) to stimulate customers' purchase desire.

## **Success Story**

A business Hotel has more than 30 branches in total, and each hotel has more than one IdeaHub. IdeaHub B2 is used for presentation or playing videos during circle activities. IdeaHub S2 is used to enhance interaction within the area, and customers can access to it remotely.

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## **Smart Healthcare**

Provide professional care with smart healthcare.

## **Scenario Analysis**

#### Healthcare efficiency



- Break down and sort out nursing tasks manually.
- Transcribe the information of nursing services manually.
- Write handover reports every day.

### **Quality & security**



- Information transmission by hand may lead to more
- Transcription → Uncertainty + Heavy workload → Human error

#### Information center



- · The exchange of medical information is not in real
- Responsible nurses cannot view the latest patient information in real time.

## **Scenario-based Solution**





Nurse station computer



IdeaHub

1. IdeaHub, the all-in-one touch panel, displays nursing information on a large screen.

2. Relevant information can be input via the nurse station computer.







Server Data exchange platform



Data exchange and transmission in hospital.





hospital information systems

- 1. Connect to hospital information systems such as HIS and LIS to obtain doctors' medical advice for patients.
- 2. Intelligently classify and sort out data.

## **Solution Highlights**



#### Smart display of nursing projects

- · Smart display and automatic acquisition of nursing projects by category.
- · Quick acquisition and real-time update of patient information.



Overview of electronic bed record

- The system automatically generates bed record and manages bed information by category.
- Doctors' advice for each person can be obtained with one touch, and the annotations are easy to view.



#### Nurse scheduling

- The scheduling result is clear.
- Easy adjustment and one-click inheritance.



#### Smart handover

- Interconnect with nursing information systems and data sources.
- Automatically generate handover reports based on templates.

## **Customer Benefits**



#### **Hospital executives**

Improve the quality of hospital services.

Improve healthcare security. Reduce hospital management costs.



#### Nurse group

Optimize service processes. Standardize work behaviors. Improve work efficiency.



#### Information section

Professional maintenance team Short implementation period.

## **Success Story**

The Shanxi Provincial People's Hospital uses the smart nursing interaction platform in 87 inpatient areas, greatly improving nurses' work efficiency, optimizing nursing processes, and ensuring nursing quality and security.

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## **Digital Bank Branch**

Scan the code to download the app for more details.

Bring digital experience to every customer.

## **Scenario Analysis**

#### Subcontractor



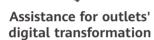
- Simple installation
- Issues can be remotely located, simplifying O&M

#### Customer



- Data security and reliability
- HQ information, such as remote training, can be efficiently transferred











Easy deployment and O&M

## **Scenario-based Solution**

User group



Bank customer



Account



Operations personnel



Governor/ △**l** Manager

**Application** endpoint



IdeaHub



Tablet



**Application** scenario



Intelligent service

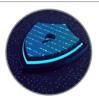


Intelligent marketing



Intelligent operations

## **Solution Highlights**



Are there any potential risks for the security of service information and data? There is CC EAL5+ high-level security certification.

The product is equipped with HarmonyOS. Both chips and hardware are self-developed, ensuring security and reliability.



What can I do if the network is unstable and the projection screen is frequently disconnected? Wi-Fi 6 for direct projection ensures stable and HD projection.

Brand-new P2P projection, no network configuration, dual-band Wi-Fi module, and dedicated signal channels for projection ensure the reliability.



If I buy a projector, should I also buy speakers, microphones, and other devices to build a meeting room? One IdeaHub is enough for one meeting

- 1. Cost-effective: One IdeaHub = Professional camera + Microphone + Meeting app + Speaker
- 2. Time-saving: The product is user-friendly, which provides you with the similar experience of using mobile phones.

## **Customer Benefits**



#### Better digital experience in outlets

Replace traditional unidirectional promotion on TV with digital experience based on 12x optical zoom and 4K ultra-HD PTZ cameras.



#### Efficient collaborative office

Perfectly solve the problem of isolation between administrative meeting on the intranet, marketing and publicity on the extranet.



#### **Smooth communication** within the organization

Invest once to acquire multiple application scenarios, such as internal morning meetings, interdepartment communication, and the corporate's Party building.

## **Success Story**

A bank has more than 200,000 outlets across the country, and each bank outlet has more than one IdeaHub.

- B2 is used in the hall for exhibition, morning meetings, evening meetings, and remote training.
- S2 is used in the VIP room for remote connection and online contract signing.



## **Digital Community**

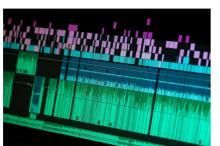
Scan the code to download the app for more details.

Provide digital services for each community.

## **Scenario Analysis**



Traditional devices are incompatible with mainstream video conferencing software, making operations and maintenance difficult.

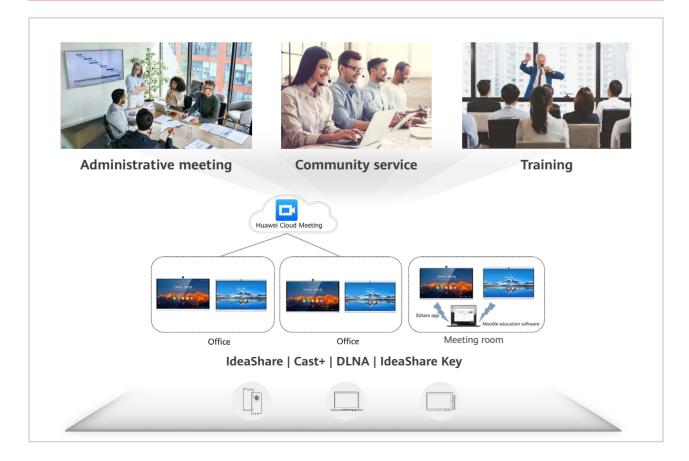


Community sites in each district have limited functions and lack unified software and hardware facilities, which is inconvenient for management and maintenance.



There is no diversified teaching environment. In addition to local teaching devices, collaborative whiteboards need to be deployed to meet remote teaching requirements.

## **Scenario-based Solution**

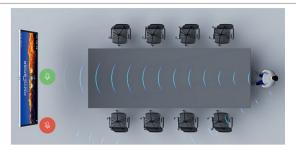


## **Solution Highlights**



#### Professional-grade 4K camera

- · Stable and reliable
- · Optical anti-blue light with zero color cast



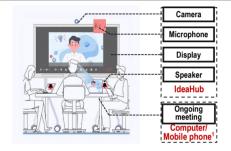
#### Clear sound pickup within 12 meters

- 12-meter ultra-long-distance sound pickup is perfect for large meeting
- DNN-based dereverberation allows crystal clear voice in glass rooms



#### Intelligent Tracking 2.0, providing ideal meeting experience

- Two-person conversation on the same screen
- Golden ratio composition



#### **BYOM**

- No apps or OPS
- DSoftBus + professional-grade peripherals of the IdeaHub support 8 meeting apps, such as Zoom

## **Customer Benefits**



IdeaHub's dual-system, powerful experience, HD video meeting quality, and wireless projection and sharing with mobile phones and PCs can greatly improve the quality and efficiency in communities



Smart communities are mainly built for various scenarios, such as skill training for community personnel, communication at remote meetings, community administrative centers, and primary school classrooms

## **Success Story**

An administrative consortium has built a digital community service site for urban and rural areas to help remote areas go digital. Based on the functions of IdeaHub, multiple learning and interaction spaces are designed. For example, the nursing and service space, open communication space, remote office space, digital government zone, and learning and training space are built for diversified interaction, meeting the requirements for local and remote teaching and enriching residents' experience.

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# HUAWEI IdeaHub portfolio for the distribution market distribution market

Scan the code to download the app for more details.

## IdeaHub S2

#### Next-generation HUAWEI IdeaHub

- HD cloud meeting
- BYOM(bring your own meeting)
- Wi-Fi 6 for direct projection

Scenarios: executive rooms and small- and medium-sized meeting rooms



## IdeaHub B2

#### **Next-generation IdeaHub for meetings**

- HD cloud meeting
- 25-ms writing latency
- Dual Wi-Fi projection

Scenarios: regular meeting rooms, open discussion areas, and store halls





MiniFTTO



## All-Optical Office Network for Small and **Micro Enterprises**

## **Scenario Analysis**

#### Superb experience and fast speed



 Smooth network experience, stable, and no freezes

#### Simple networking with few devices and low costs



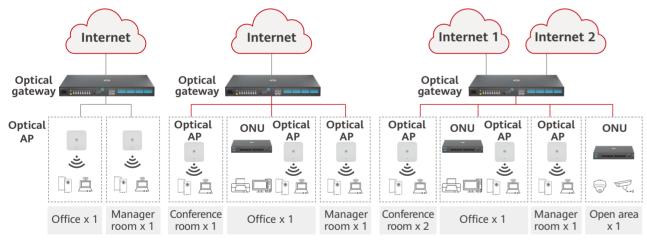
- Gateways supporting multiple functions, minimizing the number of devices required
- Support for multiple broadband, saving costs

#### Professional O&M personnel not required



- Remote managed O&M
- Quick network fault rectification

## **Scenario-based Solution**



\* 10-person office scenario

\* 50-person office scenario

\* 100-person office scenario

#### Typical configuration

Device	10-Person C	Office	50-Person (	Office	100-Person Office	
Device	Model	Quantity	Model	Quantity	Model	Quantity
Optical gateway	F1001-AC	1	F1001-AC	1	F1001-AC	1
Ceiling Optical AP	F600C-30-1GH	2	F600C-30-1GH	4	F600C-30-1GH	8
PoE ONU	/	/	F200D-8P	1	F200D-8P	2

## **Solution Highlights**



#### Good wireless network experience, no line loss between AP and gateway. no speed bottlenecks

- 1. All Optical APs use power over fiber (PoF) cables for backhaul, delivering a bandwidth of 2.5 Gbit/s and a high rate.
- 2. Optical APs have large connection capacity and support 64 concurrent users. The bandwidth for a single user can reach as high as 1.4 Gbit/s.



#### Advanced optical fiber materials, high bandwidth, transmission distance > 100 m

- 1. Advanced materials: PoF cables can be terminated onsite. They are easier to deploy and deliver faster speeds than network cables.
- 2. Long transmission distance: Power and optical signals are transmitted over the same cable. Data transmission and remote power supply can reach 150 m.



#### Multiple egresses, high integration, one optical gateway for all functions

- 1. High integration: Optical gateways support multiple functions like Wi-Fi roaming, enterprise gateways, ONTs, and portal authentication.
- 2. Multi-WAN upstream transmission: The gateway supports a maximum of four broadband channels, policy-based routing, and bandwidth overlay, ensuring network continuity when a single channel fails.

## **Customer Benefits**



#### **Extraordinary experience**

- Innovative optical gateway: a high rate of 2.5 Gbit/s, ultralarge connection capacity
- Optical AP supporting concurrent connections of 64 users at 6 Mbit/s bandwidth High concurrency with excellent performance



#### Simple deployment

- · Highly integrated optical gateway: an entire cabinet in a box, requiring 80% less
- Next-gen PoF cables: plugand-play terminals, zerotouch provisioning



#### Easy O&M

- Huawei eKit app: deployment by scanning code, access
- Remote Wi-Fi optimization, visualized and manageable network topology
- Remote O&M with quick response

## **Success Story**

#### Hubei Agile Network Technology Co., Ltd.

Hubei Agile Network wanted to improve its networks. To do so, it deployed the Huawei MiniFTTO Solution, which carries wired network, Wi-Fi, and security services, enabling a team of 100 to work efficiently.

Product	Model	Quantity
Optical gateway	F1001-AC	1
Ceiling Optical AP	F600C-30-1GH	6
Panel Optical AP	F600P-30-1GH1	2
PoE ONU	F200D-8P	2





## All-Optical Network for Real Estate

## **Scenario Analysis**

Neat installation, indicator not disturbing residents Easy to install, available after power-on



Installation in a junction box (86 mm), indicator can be turned off Remote power supply, plug-andplay devices

High and stable network rates in online learning/ conferencing scenarios



Strong signal, large coverage Stable networking, fast speed

#### Many types of networked terminals, parental control needed



Refined parental control (by person/time/terminal) Stable connection at 2.4 GHz Ultra-qiqabit at 5 GHz

## **Scenario-based Solution**





Mini cabinet under the stairs

PoE terminal for panel Optical AP Ceiling Optical AP video backhaul in bedroom

in living room

One-story flat

Multi-story house

#### Typical configuration

Device	One-Sto	у	Multi-Story	
Device	Model	Quantity	Model	Quantity
Optical gateway	F1001-AC	1	F1001-AC	1
Ceiling Optical AP	F600C-30-1GH	5	F600C-30-1GH	8
PoE ONU	/	/	F200D-8P	2

## **Solution Highlights**



#### Optical AP: a high rate of 2.5 Gbit/s, tested rate 1.4 Gbits/s in actual case

- 1. PoF cables and Optical APs give full play to the advantages of Wi-Fi 6.
- 2. PoF cables replace common network cables, bolstering the rate to 2.5 Gbit/s and transmission distance to up to 150 m.



#### Fiber to the room (FTTR), ultra-gigabit optical Wi-Fi roaming

- 1. FTTR: Wi-Fi signals do not have to pass through walls, preventing rate attenuation.
- 2. Fast roaming: Video conferences are super smooth, thanks to roaming algorithms that ensure ultra-low latency and seamless roaming.



#### Application identification and control

- 1. Allows parents to customize application control time periods to guide their children in using the applications properly.
- 2. Eight types of applications can be managed in real time, such as those involving games, videos, shopping, social media, payment, and download.

## **Customer Benefits**



#### Easy deployment

- · Highly integrated optical gateway: a whole cabinet wrapped up in one information box
- Plug-and-play terminals: swap and play, intuitive operations



#### Smooth ultra-gigabit optical Wi-Fi

 FTTR using dual-band Wi-Fi 6: smooth network with fast speed for a smarter home



#### Efficient online behavior management

- Rule customization: gaming, shortform video, and more applications disabled on demand at any time
- · Guest management: quick generation of guest Wi-Fi management for secure isolation

## **Success Story**

#### Greentown Yinlu Villa

Greentown's Yinlu is a Chinese-style courtyard villa project located in Hangzhou. When traditional culture meets green technology, the unique charm of Chinese architecture blends perfectly into the natural environment. Huawei's MiniFTTO whole-house fiber network is low-carbon with a luxury touch, providing property owners with a superb Wi-Fi 6 experience everywhere in their smart villas.

Product	Model	Quantity
Optical gateway	F1001-AC	1
Desktop Optical AP	F600D	2
Desktop PoE ONU	F200D-8P	1
Ceiling Optical AP	F600C	2
Panel Optical AP	F600P	6



#### Scan the code to download the app for more details.

# **All-Optical Network for Stores**

## **Scenario Analysis**



**Superior experience** Gigabit Wi-Fi everywhere

#### Requirements

Easy to deploy Deployed within 1 min by code scanning Plug-and-play

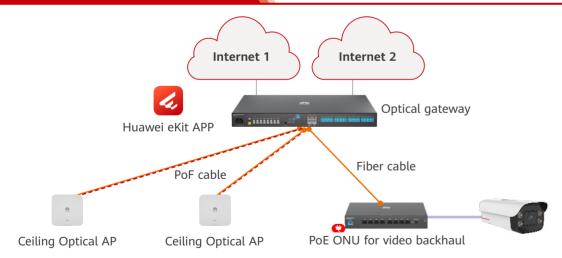


Easy to maintain

Troubleshooting within 1 min Visible and manageable



## **Scenario-based Solution**



#### Typical configuration

Device	≤200m²		>200m²	
Device	Model	Quantity	Model	Quantity
Optical gateway	F1001-AC	1	F1001-AC	1
Ceiling Optical AP	F600C-30-1GH	3	F600C-30-1GH	5
PoE ONU	/	/	F200D-8P	2

## **Solution Highlights**



#### Multi-user concurrency to handle large foot traffic

- 1. Optical APs support high rates and multiple connections. A single AP can provide stable connections for 64 concurrent users.
- 2. Data is sent back at 2.5 Gbit/s over PoF cables, enabling instant checkout.



#### One network for various services, supporting multiple terminals of different generations

- 1. Multiple services are converged, including the wired network, Wi-Fi network, video security, and access control.
- 2. Supports 2.4 GHz and 5 GHz frequency bands over Wi-Fi 5 and Wi-Fi 6.

## **Customer Benefits**



Ultra-gigabit optical Wi-Fi, high concurrency

2.5 Gbit/s Wi-Fi 6 Optical AP Ultra-gigabit for improved customer experience Smooth checkout, stocktaking, and store inspection



Multi-service bearing, self-service O&M

All services deployed on one optical network Easy O&M, expertise not required Remote check using the app for quick resolution

## **Success Story**

#### **MT Stores**

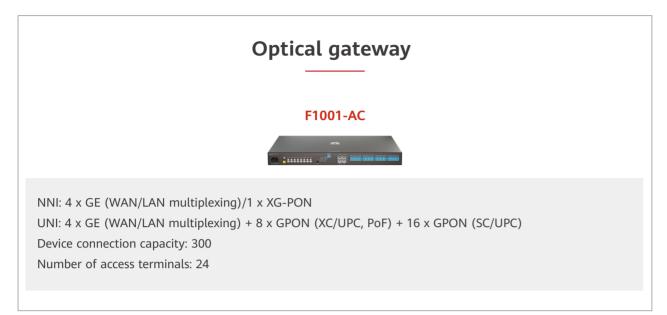
MT has built 20+ third-generation cultural experience stores in Beijing, with the Huawei MiniFTTO Solution deployed. Fibers replace network cables, and all services in the store are carried over one network. AI cameras enable functions like heat map statistics, liquor product identification, and remote store inspection, taking MT's culture building to the next level.

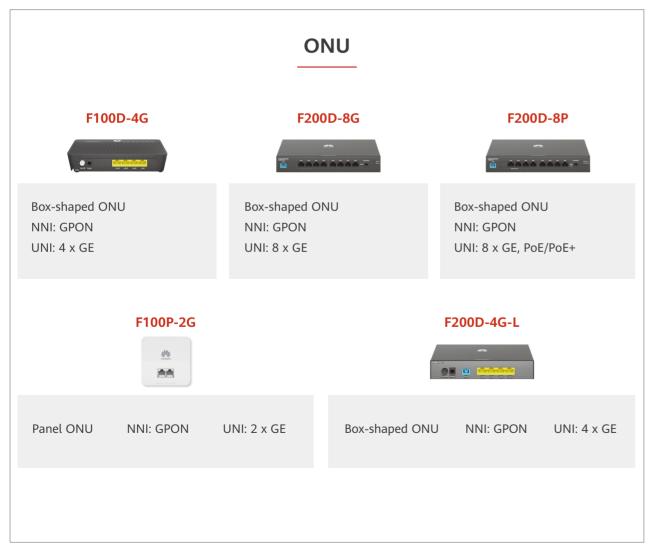
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Panel Optical AP	F600P-30-1GH	1
PoE ONU	F200D-8P	2

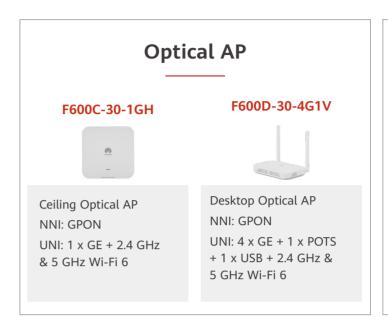


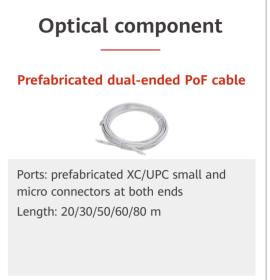
#### Scan the code to download the app for more details.

## MiniFTTO Portfolio













## Huawei Storage ERP Solution for Growing **Enterprises**

## **Scenario Analysis**



- The Enterprise Resource Planning (ERP) system runs through each link of enterprises' operations, therefore imposing higher requirements on data storage reliability and data security.
- O&M for the IT system needs to be more efficient, with technical means such as snapshot supporting rapid service recovery.







Reliable data without losses

Secure data with low risks

Efficient system O&M

## **Scenario-based Solution**









Desktop

cloud

Promotion

OA

Basic IT system

Email system

Instant messaging

HR

mgmt

Operational data analysis

**ERP** 

tax mgmt

Finance and Reimbursement approval

PSI mgmt

Opportunity mgmt

File mgmt

## Virtualization layer

Infrastructure layer

















Application & Database server

OceanStor Hybrid Flash Storage

Device	Configuration
Recommended ISVs	Open Source ERP, Yonyou U8C, and Kingdee
Application server	1 x dual-socket rack server (6 cores, 32G, 4 x 600G SAS, RAID1, 4 x 10GE ports)
Database server	1 x dual-socket rack server (8 cores, 32G, 4 x 600G SAS, RAID1, 4 x 10GE ports)
Storage system	OceanStor 2220 (2U, Dual Controllers, 8 x 10 GB, 4 x 480G SSD, 8 x 1.2T SAS, SAN Basic Software License)

## **Solution Highlights**



Convergent services: As information is integrated and shared, information-based means are used to improve working efficiency. Data from multiple systems is stored in professional data storage devices to ensure data security and reliability and reduce device procurement costs.



Secure and reliable system: Redundant components of core storage devices, alongside 99.999% (increased from 99.9%) hardware reliability, improve data security. Value-added functions like volume mirroring and snapshots are deployed to ensure data security and service continuity, while also improving the reliability to 99.9999%.



Easy installation and O&M: Pre-integration with vendors ensures the optimal configuration of the ERP system. One unified O&M contact person reduces communication costs.

## **Customer Benefits**



#### Reliable data

Professional enterprise-level storage, data security protected by redundancy and software design of core storage devices



#### Fast recovery

Value-added functions like volume mirroring and snapshots deployed to ensure data security and service continuity, helping quickly restore data and services based on snapshots



### **Efficient O&M**

Deployment by scanning a QR code, wizard-based configuration, and remote O&M provided by HUAWEI eKit app, and centralized DME O&M

## **Success Story**

#### A trading company











#### · Professional storage ensuring data security

One set of storage devices provides professional enterprise-level storage for multiple applications.

#### · Rapid service recovery

Important service data is backed up using snapshots to quickly restore services.

#### Simplified O&M

The solution provides wizard-based, one-click, and remote O&M capabilities to help partners achieve efficient O&M.

50 | Data Storage Data Storage | 51



## Huawei Enterprise Storage IT Infrastructure Solution for Small- and Medium-sized Hospitals

## **Scenario Analysis**



- Core systems, such as HIS, should run 24/7 without interruptions to meet the demands of emergency and inpatient departments.
- Hospitals require a high-performance and low-latency solution considering huge pressure on the HIS during peak hours.







Long-term system stability

Scan the code to download the app for more details.

Smooth services during peak hours

Quick service recovery

### **Scenario-based Solution**



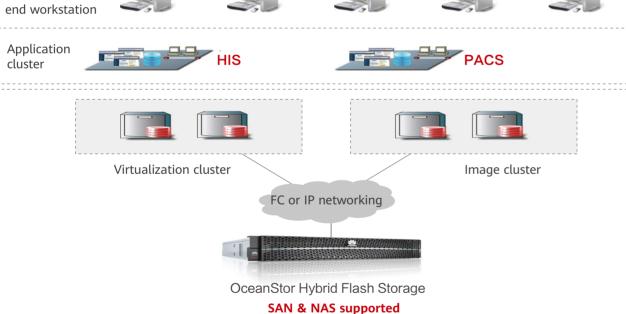












Device	Configuration
Recommended ISVs	HIS/PACS Software
Storage	2620 (2U, Dual Controllers, 64 GB cache, 8 x 1 GB ETH + 8 x 16 GB FC + 8 x 10 GB ETH, 4 x 480 GB SSD + 8 x 10T NLSAS, SAN&NAS Basic Software License)
Server	2 x dual-socket rack servers (8 cores, 32G, 4 x 600G SAS, RAID1, 4 x 10GE ports, 4 x 16 GB FC)
Switch	2 x SNS3664, 2 x CE6850

## **Solution Highlights**



Simplified architecture: A single storage device supports the convergence of SAN and NAS. The former is used for databases and the latter for images. In addition, the unique NAS intelligent data tiering function greatly accelerates browse and access of hotspot PACS image files while shortening the response time. The convergence of SAN and NAS reduces the TCO by nearly 30%.



Always-on services: A single storage device uses a fully redundant architecture to ensure 24/7 service continuity and prevent data loss. In addition, an active-active storage solution can also be provided as needed.



Flash memory acceleration: SmartQoS and SmartCache help accelerate flash memory, ensuring a high speed of accessing data of core systems such as HIS and PACS. For example, the solution increases the speed of extracting PACS data by 60%.

## **Customer Benefits**



#### 24/7 services

The high-reliability architecture of OceanStor hybrid flash supports 24/7 service continuity of core systems such as HIS.



#### Smooth services during peak hours

OceanStor hybrid flash acceleration ensures a high data read/write speed of core systems such as HIS and PACS during peak hours.



#### Converged deployment

One device allows converged deployment of SAN and NAS. SAN storage is used for databases, and NAS storage for images.

## **Success Story**

#### A town hospital







- · Stable data storage
  - Meets the requirements of customer's service planning, eliminates single hardware faults of the system, ensures 24/7 always-on services, and prevents data losses and service interruptions.
- 30% faster response of HIS, images retrieved within 5 seconds

The intelligent algorithm of SmartAcceleration makes for prefetch of hotspot image files and accelerates flash memory. A 512 KB image file can be retrieved on a single client within 5 seconds.

Multi-functional device

One device supports both SAN and NAS, meeting the data storage requirements of both the HIS and PACS.

52 | Data Storage Data Storage | 53 HUAWEI eKit The HUAWEI eKit digital platform consists of the HUAWEI eKit website and HUAWEI eKit App. It is a digital distribution platform that integrates marketing, transaction, service, enablement, and partner operations for numerous distribution partners and enterprise-level users in the enterprise market.



**Hot News** 

Select cutting-edge industry information for you to better understand the market and customers.

**Online Mall** 

Learn about launched and hot-selling products, query prices and specifications, obtain product documents, and quickly select models.

Product Selection

Select product models through the product library and share your selection list with customers in one click.

(Only on the HUAWEI eKit app)

Online Transaction

Gold DPs can place orders online and view the progress in real time.

(Only on the UAE/Hong Kong/South Africa/France site)

Self-service Tools

Spare parts query and intelligent customer service help you get a better idea of products and projects.







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