

# Corporate Introduction

[www.h3c.com/en/](http://www.h3c.com/en/)





## H3C Overview



01



# H3C: The Leader in Digital Solutions



## Covers Whole Industrial Chain

The core enterprise of Tsinghua Unigroup, which covered “chip, cloud, networking, edge and terminal”

## Digital Infrastructure products

Offer a full portfolio of storage, networking, 5G, security, terminal and related domains

## One-stop Digital Solutions

Provide a comprehensive platform that includes cloud computing, big data, artificial intelligence(AI), industrial internet, information security, intelligent connectivity, AI vision, and edge computing, as well as end-to-end technical services

 **13,000+**  
Employees

 **13,000+**  
Patents (Up to March 2022)

 **CNY 44.3 Billion**  
Annual sales revenue (2021)

 **50%**  
R&D staff

 **14%**  
R&D investment

 **85,000,000+**  
Facilities operating online

# Vision and Mission

## Vision

Shaping the digital future for a better life

## Mission

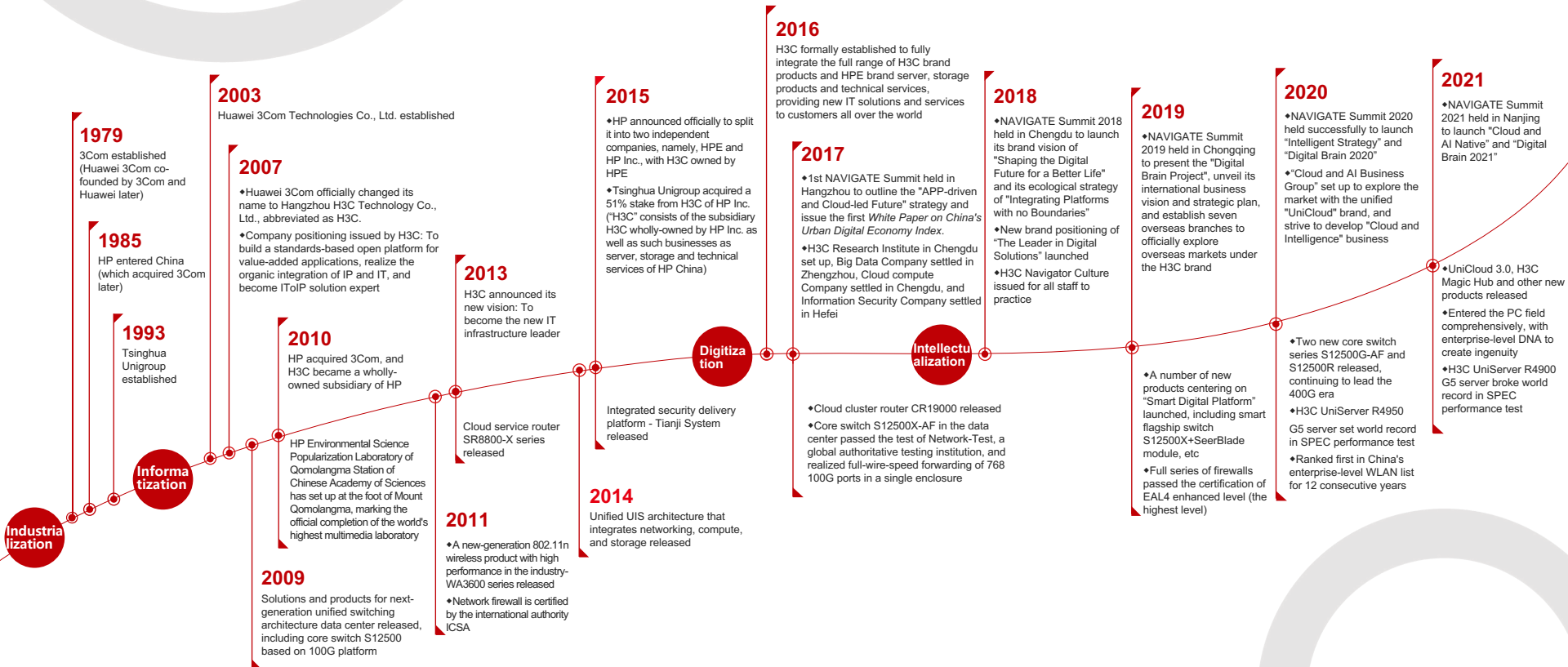
H3C is committed to becoming the most trusted partner of its customers in their quest for business innovation and digital transformation



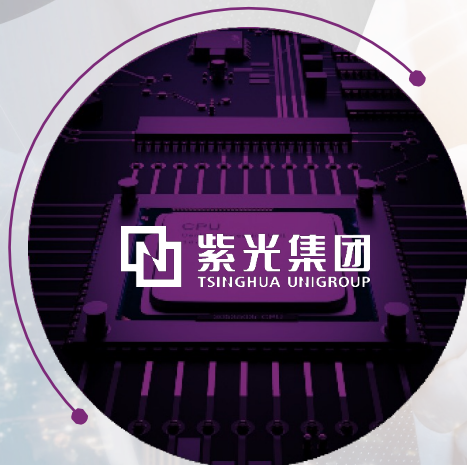


# H3C Development History

H3C



# Shareholders

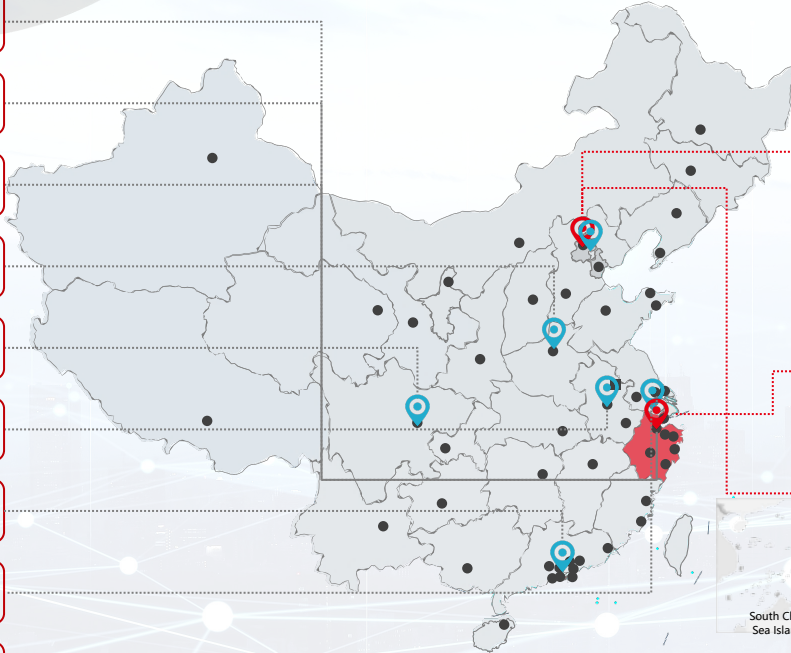


**Joint Venture of  
Tsinghua Unigroup and Hewlett Packard Enterprise (HPE)**

# Market in China



- H3C Technology • Hangzhou
- Artificial Intelligence • Hangzhou
- Manufacturing and Logistics • Haining
- Big Data • Zhengzhou
- Cloud Computing • Chengdu
- Information Security • Hefei
- Smart Terminal • Guangzhou
- Industrial Internet • Suzhou
- .....



Administrative Headquarters in Beijing



Operation Headquarters in Hangzhou



Business Group in Beijing

**Dual** headquarters

**9** bases

**9** industries

**50+** sales and service organizations

# Rapidly Growth in Overseas Business



- With representative office
- With project and service coverage



## International business

- **12 representative** offices (in Russia, Malaysia, Japan, Pakistan, Indonesia, Thailand, Kazakhstan, Turkey, Singapore, South Africa, Mexico and Philippines)
- **End-to-end capability** in market development, project delivery and service support



## Overseas business of Chinese enterprises

- Actively participates in the Belt and Road Initiative, adopts experiences of H3C's domestic successful cases, builds joint solutions, and empowers digital transformation overseas
- Participates in the overseas projects of Chinese enterprises, and has the branding influence and capability of project delivery



## Service capability coverage

- 174 overseas major cities and 106 countries or regions
- spare parts stores in 19 countries





# Sustained Innovation

12,800+

Patent applications

4

Average patent applications per working day

90%

Patent for invention Proportion

- ◆ National High-tech Enterprise
- ◆ National Technology Center
- ◆ Key Software Enterprise in National Planning

- ◆ National Award for Science and Technology Progress
- ◆ National Key New Product Award
- ◆ Zhejiang Science and Technology Progress Award

- ◆ Intellectual Property Rights Demonstration Enterprise
- ◆ CMMI5-certified Manufacturer
- ◆ AAA Enterprise in Knowledge Innovation Capability Evaluation

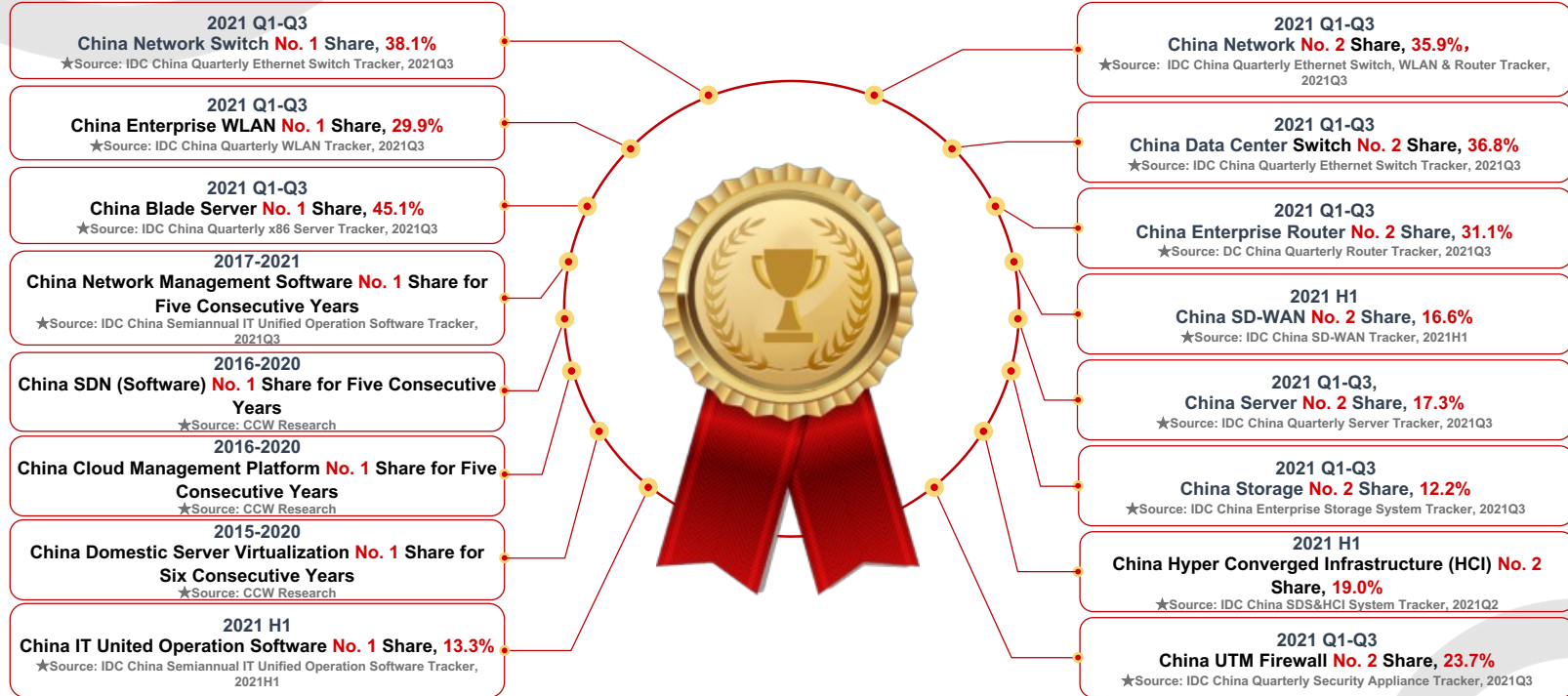


H3C has topped the list of top 100 high-tech enterprises in Zhejiang Province in innovation capacity for nine years.

The number of licensed invention patents of H3C ranked first in Zhejiang Province for ten years.

# Leading Market Share in China

H3C



## H3C 2021 Global Market Share



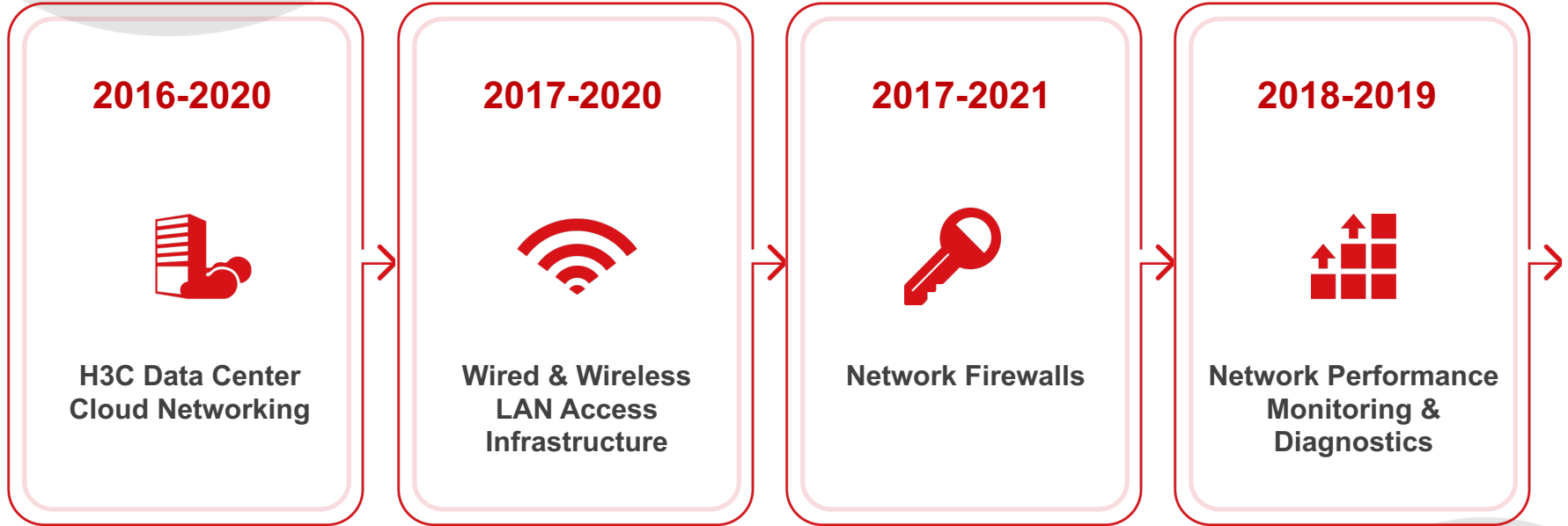
**Switch**  
**6.1%**

**WLAN**  
**4.8%**

**Router**  
**2.2%**

**One of the Fastest Growing Digital Infrastructure Providers**

# H3C in Gartner Magic Quadrant





# Members of International Standard & Open Source Organizations



## International organizations

- ◆ International Telecommunication Union Telecommunication Standardization Sector (ITU-T)
- ◆ Metro Ethernet Forum (MEF)
- ◆ Broadband Forum (BBF)
- ◆ Linux Foundation
- ◆ OpenStack
- ◆ Open Networking Foundation (ONF)



Up to now, H3C has led/participated in **46** national standards and **102** industrial standards, and nearly **1,000** standard projects under development.

# Enable Digital Transformation in All Industries

H3C

100%

China dual-first-class universities

90%

China Financial institutions

90%

Energy enterprises

80%

Central enterprises

80%+

Major state projects

70%

China grade-A class-3 hospitals

## Carriers

Headquarters of the three major carriers and more than 95% of provincial branches

Core high-end routing equipment has been deployed in the carrier-class IP networks of all the three major carriers, and products and solutions serve the headquarters of the three carriers and more than 95% of provincial branches

## Governments

1.4 billion people national wide

It serves 1.4 billion people, has undertaken nine golden projects, set up government cloud platforms for 18 ministries and commissions, 26 provincial-level governments and more than 300 prefectures, districts and counties, and facilitated the construction of many new smart cities

## Enterprises

10,000+ enterprises

It serves more than 280 fortune global 500 enterprises, 400 fortune China 500 enterprises and more than 80% of the central enterprises

## Finance

More than 90% of China financial institutions

It has been deeply engaged in the financial industry for 30 years, serving more than 90% of Chinese financial customers, implementing 100+ financial cloud innovation practices and carrying 1,000+ financial applications in all scenarios

## Healthcare

About 1,000 grade-A class-3 hospitals

It has been leading the medical and health ICT market for more than 10 years, serving 85% of the top 100 hospitals in China and assisting the digital transformation and upgrading of more than 1,000 grade-A class-3 hospitals in China

## Education

2,600+ educational institutions and research institutes

It has built more than 300 campus clouds, 900+ education MAN, and wireless MAN for the dual-first-class universities, and provided information campus for 80,000+ primary and secondary schools

## Transportation

Smart transportation to empower the country

It serves 275 subway lines in 46 cities across the country, ranking first in urban rail cloud market share, serving 18 railway administration group companies, assisting the digital transformation and upgrading of more than 100 airports and more than 20 large ports and terminals, and assisting the cancellation of major provincial boundary construction projects of expressways in all provinces in China

## Power energy

90% energy enterprises

It serves the State Grid, China Southern Power Grid, power generation groups, PetroChina, Sinopec, etc., and contributes to the informatization of power energy enterprises

## Internet

900 million netizens

It leads the revolution of the Internet era and provides Chinese Internet users with ICT infrastructure featuring super-large scale, super-high performance, stability and easy operation and maintenance, which has strongly supported the rapid development of the Internet in China over the past 20 years

## Radio and television

Providing smart radio and television solutions in 26 provinces

It provides convergence media cloud platform for 26 provincial and provincial capital stations, as well as bearer networks and government-enterprise ICT solutions for 25 provincial radio and television networks

## Construction

80% of major state projects

It serves 80% of national major projects in China, TOP 10 super high-rise buildings in China, more than 2,000 middle and high-end hotels, more than 1,000 commercial complexes, and dozens of domestic and international large-scale events and competition venues

On Cloud

By  
Digitalization

For  
Intelligence

# Technical Provider for Major Events



Beijing  
Olympic  
Games



China APEC Summit  
Nanjing Youth Olympic  
Games  
FIFA World Cup in Brazil



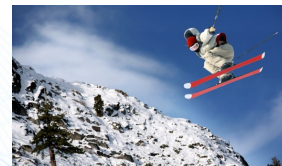
Hangzhou  
G20 Summit



SCO Summit  
Digital China Summit



Huoshenshan/Leishenshan  
Hospital



Beijing Winter  
Olympics

2008

2010

2014

2015

2016

2017

2018

2019

2020

2021

2022



Shanghai Expo



Wuzhen World  
Internet  
Conference



Belt and Road Forum for  
International Cooperation  
The fourth World Internet  
Conference  
Xiamen BRICS Summit

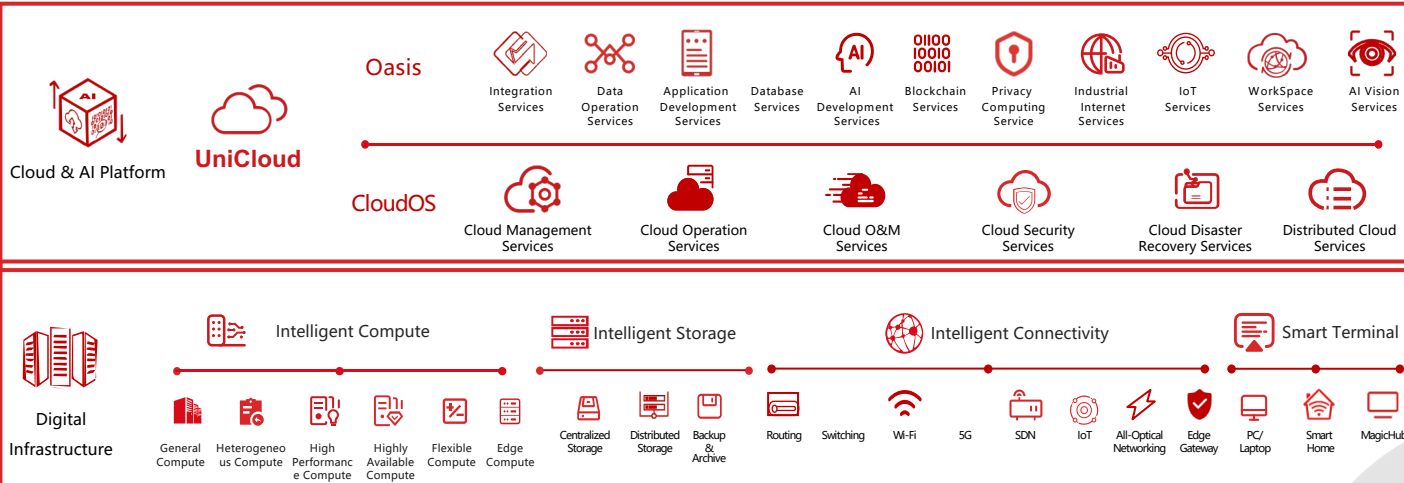


The 2nd China International  
Import Expo

# Digital Brain Serves All Industries



## Smart Applications



Active Security



Cloud Security



Security Situation Awareness



Security Operation Service



Intelligent Security Gateway



Unified O&M Services



Multidomain Management



Business Observability



Intelligent O&M



Cloud Management Services

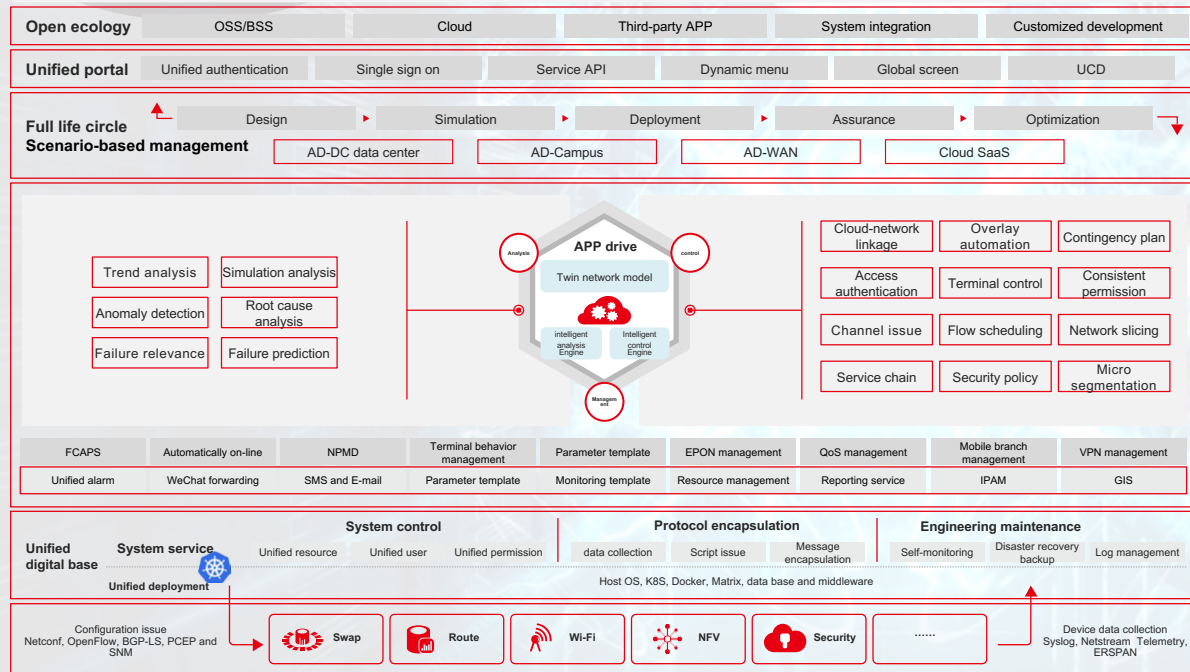
## Smart Digital Platforms





# Digital Infrastructure | Intelligent Connectivity

**AD-NET, the core hub of intelligent connectivity for sustainable evolution in the future**



- ♦ Full process automation for plug and play
- ♦ Automatic service deployment with consistent policy



- ♦ Intelligent engine, self-optimizing closed-loop architecture
- ♦ AI technology and big data technology introduced
- ♦ AI operation management in full life cycle



- ♦ Integration of management, control, analysis and multiple scenarios
- ♦ Integration of cloud, network and non-cloud applications



- ♦ Credible structure and independent compliance
- ♦ Integration of network and security with linked policy



- ♦ Layered decoupling and continuous evolution
- ♦ Open interface for jointly-built ecology



# H3C Switches

## Data Center Switches



S12500X-AF Series



S12500G-AF Series

Core



S9820 Series



S9850 Series



S6850 Series



S6800 Series



S6890 Series



S6800 Series



S6860 Series



S6805 Series

Core/Aggregation

Access

## Campus Switches



S10500X Series

Core



S7500X Series



S7500E Series



S6520X Series



S5560X Series



S5560S Series

Core/Aggregation



S5130S Series

S3100 Series

Access

## SOHO Switches



1200 Series



1850 Series



5000PV3 Series

## Industrial Switches



IE Series



# H3C Routers



## Enterprise

### Core



CR16000 Series

### Aggregation



SR6600 Series

### Branch



MSR810/830/2600/3600/5600 Series

## Carrier/Service Provider

### Backbone



P/PE

### MAN



SR/BRAS/5G IPRAN

### CPE



CPE

uCPE

vCPE

## ICT Convergence Gateway



MSR3610-I



MSR3610-IE



SR6602-I



SR6602-IE

## SOHO



MSR810/830 Series

## Virtual Gateway

vSR





# H3C WLAN Products

## Wireless Controller

### High-end Access Controller series



### AC Gateway and AC Card series



## Wireless Access Point

### High-end AP products

#### 802.11ax / 11ac wave2 series



### Mid-low end economical AP products

#### 802.11 wave2 series/Cloud AP/Wall-jack



### New Generation IoTAP

#### 3-radio indoor/outdoor series

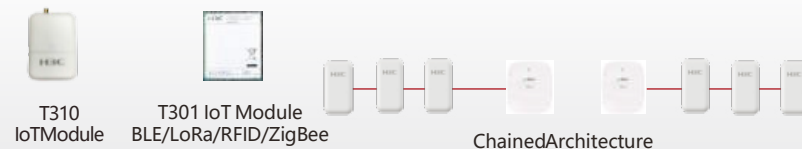


## Wireless Access Point

### New 11ax AP products



### IoT Products







# H3C Servers & Storage

## R2000 G3 Series

Growth Enterprise



R2900 G3



R2700 G3

## R6000 G3 Series

Large Enterprise



R6700 G3



reddot design award  
winner 2017



R6900 G3

## R8000 G3 Series

Large Enterprise



R8900 G3

## G5 Servers

Mid-Large Enterprise



R4700 G5



R4900 G5



R4950 G5(AMD)



R6900 G5



B5700 G5(Blade)



## X10000 Storage

Large Enterprise



X10516 G3



X10529 G3



X10536 G3



X10326 G3

## R2000 G3 Series

Mid-Large Enterprise  
Virtualization Distributed Computing  
Storage, AI



R4900 G3



reddot design award  
winner 2017



R4700 G3



R4300 G3

## R5000 Series

DL/ML/AI



R5300 G5



R5500 G5

## Blade G3 Servers

Mid-Large Enterprise



B5700 G3



B5800 G3



B7800 G3



B16000



# Digital Infrastructure | MagicHub



One-click  
Appointment



Automatic Reminder



File-sharing



Wireless Screen  
sharing



Real-time White-board  
Hand Writing



UHD Screen



AI Powered  
Meeting-Minutes



Follow-up Action  
Sync up



# H3C Cloud



**Industry solutions**



Government Cloud



Education Cloud



Financial Cloud



Industry Cloud



Health Cloud



Cloud solutions for all industries

## CMP Multi-Cloud Management

(Hybrid Cloud, Multi-cloud, Multi-DC)

### CloudOS 5.0 Cloud Operating System

Resource Service

Operation Service

Application Service

Data Service

DevOps

### Container Microservice HA Cluster

**CAS**

Computing Virtualization



**ONESTor**

Storage Virtualization



**AD-DC**

Network Virtualization



**HCI UIS**

UIS Cell 3000/6000/9000

**Cloud Security**

**Cloud O&M**



# H3C Security

H3C

## Situation Awareness



## Security Cloud Service



## Risk Management



Website/Database/ Terminal  
Vulnerability Scan



Bastion Host  
A2000 Series

## Security Management



Security Management  
Platform SMP



ACG Manager  
NFV Manager  
DLP Manager

## Data Security



Database Audit  
D2000



DLP

## Boundary Security



Integrated Security  
Gateway M9000  
Series



NGIPS T9000  
Series

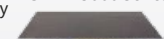
NEW



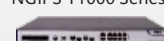
NGFW F1000-AI Series



NGFW F5000 Series



NGIPS T1000 Series



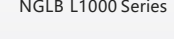
NGIPS T5000 Series



NGLB L5000 Series



NGLB L1000 Series



ADE/NGFW/VPN/  
NetStream Card Series



Application Gateway



Anti-DDoS AFC 2000



Web Firewall W2000 Series



Isolation Gatekeeper  
GAP2000 Series

## Cloud Security



Virtual Intrusion  
Prevention



Virtual Bastion Host



Virtual Web Firewall



Virtual Load Balancing



Virtual Firewall



Virtual Log Collector

## Cloud Security



Sandbox



Webpage  
Tamper-  
proofing



Linux  
Server  
Antivirus



Windows Server  
Antivirus



Terminal  
Management

# Security Service



# iMC (Intelligent Management Center)



**Dashboard**

**North-bound API**

**Service  
Layer**

## Network Mgt.

ACL Mgt.

QoS Mgt.

IPSec VPN (IVM)

MPLS VPN (MVM)

## Service Mgt.

Traffic analysis (NTA)

Application Mgt. (APM)

## Endpoint Mgt.

Endpoint Access (EIA)

Endpoint Profile (EIP)

Endpoint Admission (EAD)

## Wireless Mgt.

Wireless Service (WSM)

Spectrum Analysis

Quality Evaluation

Wireless Troubleshooting

**Plat Layer**

**Alarm**

**Report**

**Performance**

**Topology**

**Configuration**



Network



Server



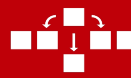
Storage



Virtualization



Database



Middleware



Application



OS



Computer Room



# Default warranty of Enterprise products



Product Category			Warranty Type	Warranty Period			
				90 Days	1 Year	3 Years	5 Years
Enterprise Networking	Networking Product	SOHO Switches (1200/1800/5000 Series)	H3Care CT Foundation Basic 9X5 NBD-Ship Service				√
		Router (SR6600/MSR5600/MSR3600/MSR2600/MSR830/MSR810 Series)			√		
		WLAN (WX58/38/18, IoT Series)			√		
		Switches (S12500X/S9820/9850/6850/6890/6861/6860/6800 Series; S10500X/S7500X/7500E/S6520 Series)			√		
	Security Product	Firewall (F5000/F1000 Series)			√		
Software	Networking Product	IMC/Director/ Controller		√			
	Cloud Product	Cloud(CloudOS/CAS/OneStor/ UIS related software )		√			
Enterprise Server	Server Product	Rack Servers (R4900/4700 G3)	H3Care IT Foundation NBD Onsite Service			√	
UIS Cell (Hardware)	Cloud Product	UIS Cell 3000				√	



# Special default warranty of Enterprise products



Product Category		Warranty Type	Warranty Period
Networking Product	WLAN AP WA5xx/WA5xxx/WA6xx/WA6xxx series	Limited Lifetime Warranty Basic 9x5 10BD-Ship service	5Years
	Campus Switches & SMB Switches 5560X/5560S/5130S/5120V2/ 3100V3 Series		



**Industry  
Leadership**



04



# People's Bank of China

## —Clearing Center Intelligent Clearing Cloud

PBOC is the central bank of the People's Republic of China and a department of the State Council.

### Clearing Cloud:

**10+**

Participating manufacturers

**50+**

Expert on site research

### • H3C offers

- Next-generation private cloud data center
- Development test container PaaS cloud management platform
- Development test IaaS cloud management platform



# Tencent

One of the largest social media (owner of WeChat) and gaming companies, most valuable technology conglomerates.

**1058M**

MAU of WeChat

**40%+YoY**

Daily transaction volume

**800M**

MAU of payment

**45 zones**

Operated for Tencent Cloud

## • H3C offers

- **50K** SDN switches
- **20K+** servers and virtualization into **800K+** VMs
- **Global Tier 1 partner** in overseas expansion
- Award of Best Supplier of Year in 3 consecutive years (2016,2017,2018)







# THANKS

[www.h3c.com](http://www.h3c.com)