



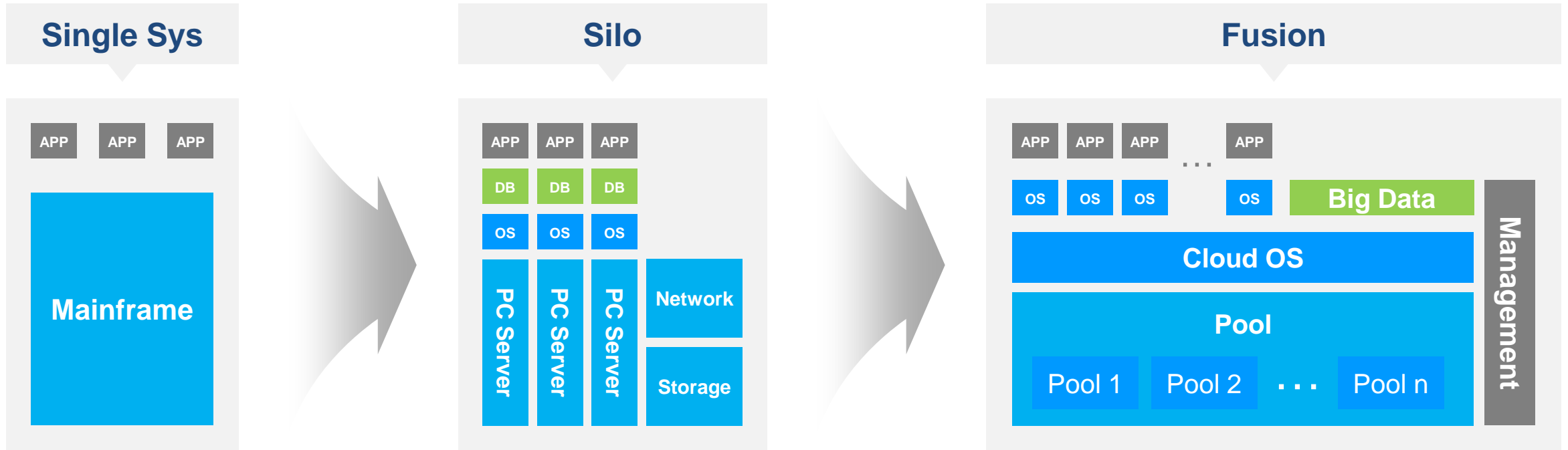
Transforming to Cloud Data Center with

Lin Zhigang

Director of HUAWEI DC solution Dept.

LEADING NEW ICT

Data Center Trend – Single, Closed -> Distributed, Open Architecture



1955 - 1980

Single system
HW, SW tightly coupled
Closed architecture

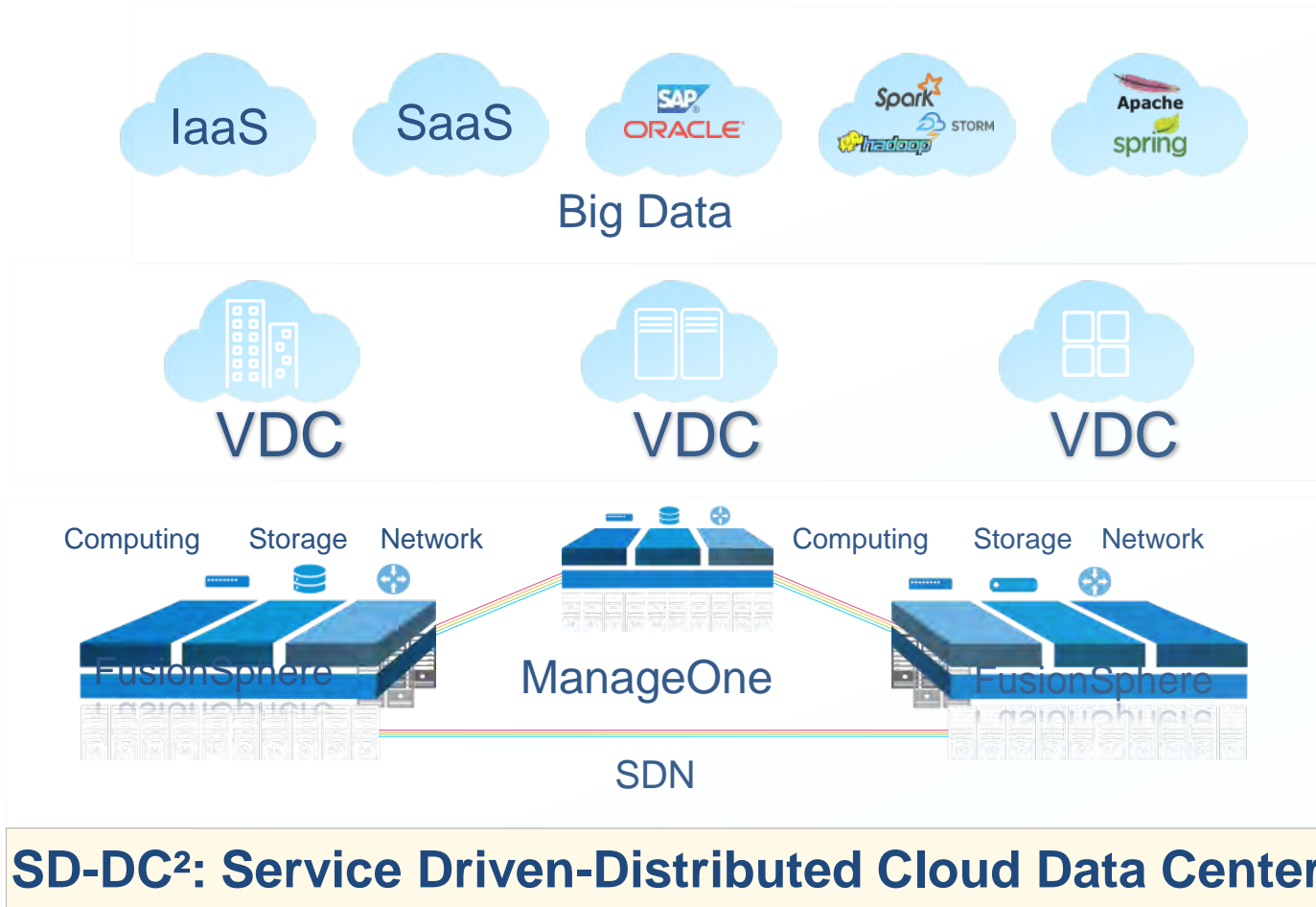
1980 - 2010

Silo system
HW, SW decoupled
Semi-open architecture

2010 & Beyond

Physically distributed,
Logically managed,
Open architecture

Cloud DC — SD-DC²: Future - Ready IT Architecture



- Agile**
 - Efficient**
 - Open**
- Service-driven**
 - Virtual DC
 - Service quality
 - Data innovation**
 - Full analysis
 - Industry modeling
 - Security and reliability
 - Software-defined**
Software-defined computing, storage, network
 - Hardware reconstruction**
 - High reliability
 - High density
 - High performance

DC² Solution Serves all Types of Industries



Governments and public utilities



Carriers



Large-sized enterprises



Energy&Electricity



Transportation



Finance

National data center/Smart city

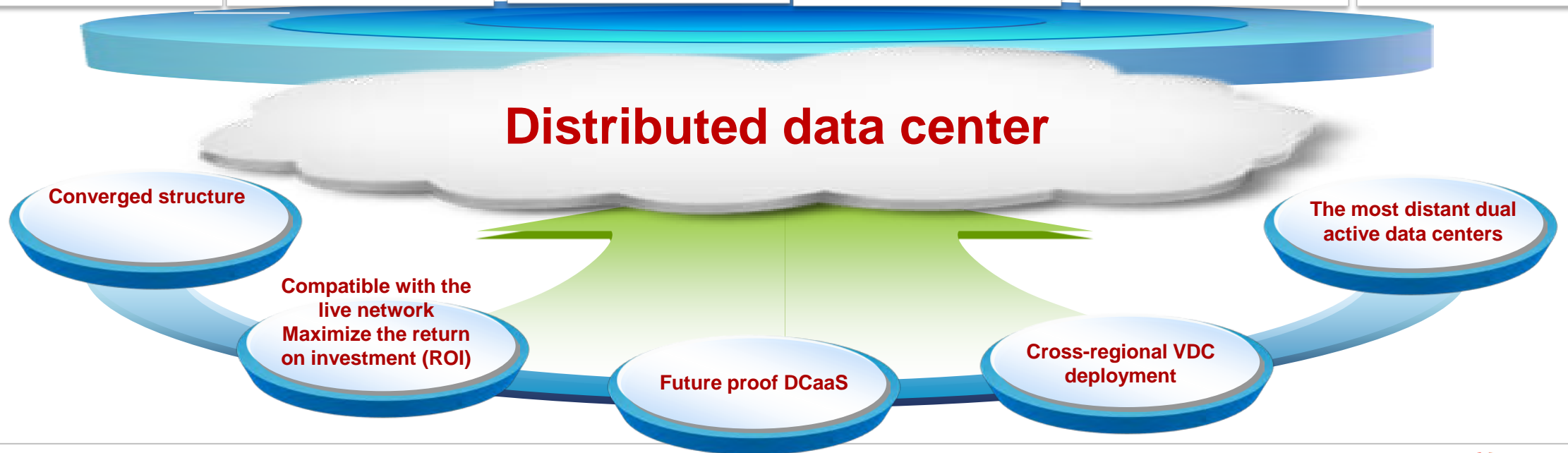
Private cloud data center solution

Service continuity Disaster recovery solution

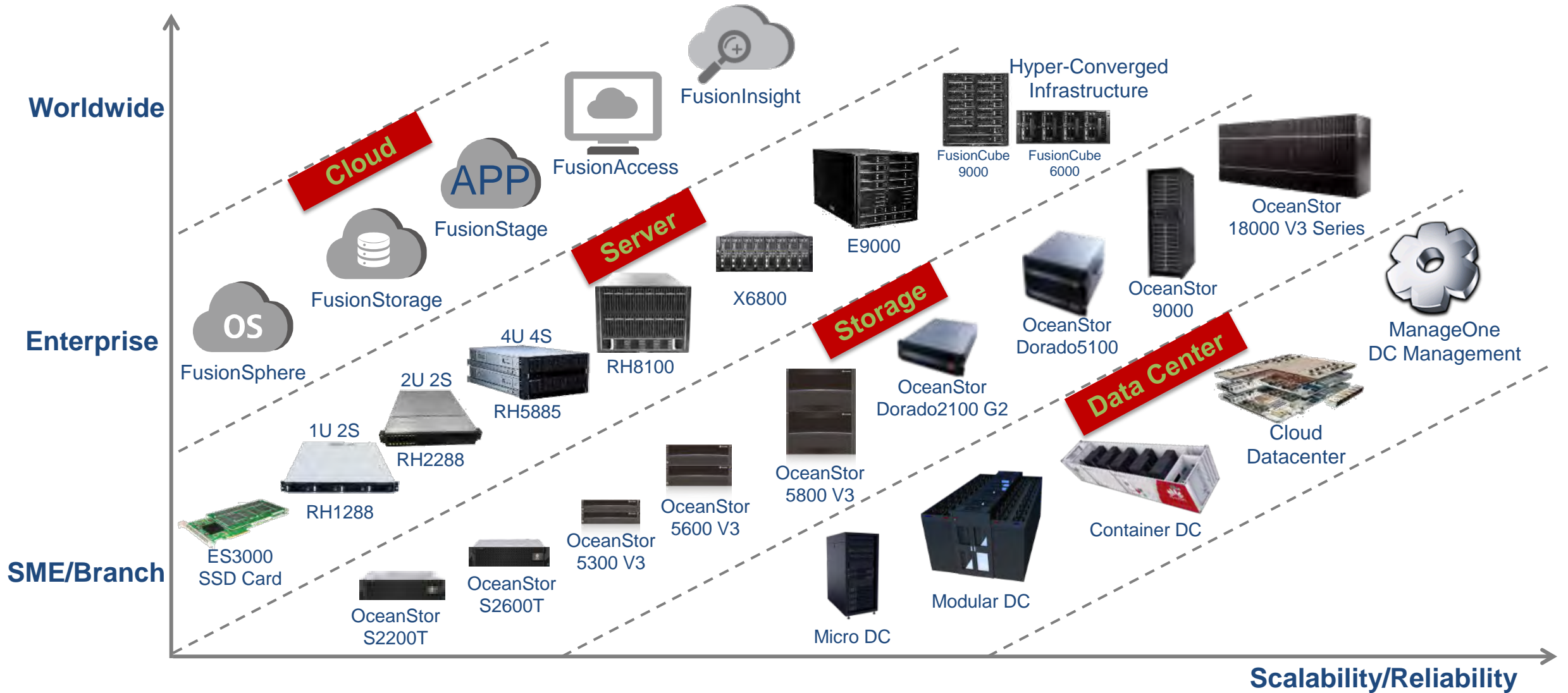
Public cloud solution

Data center integration migration solution

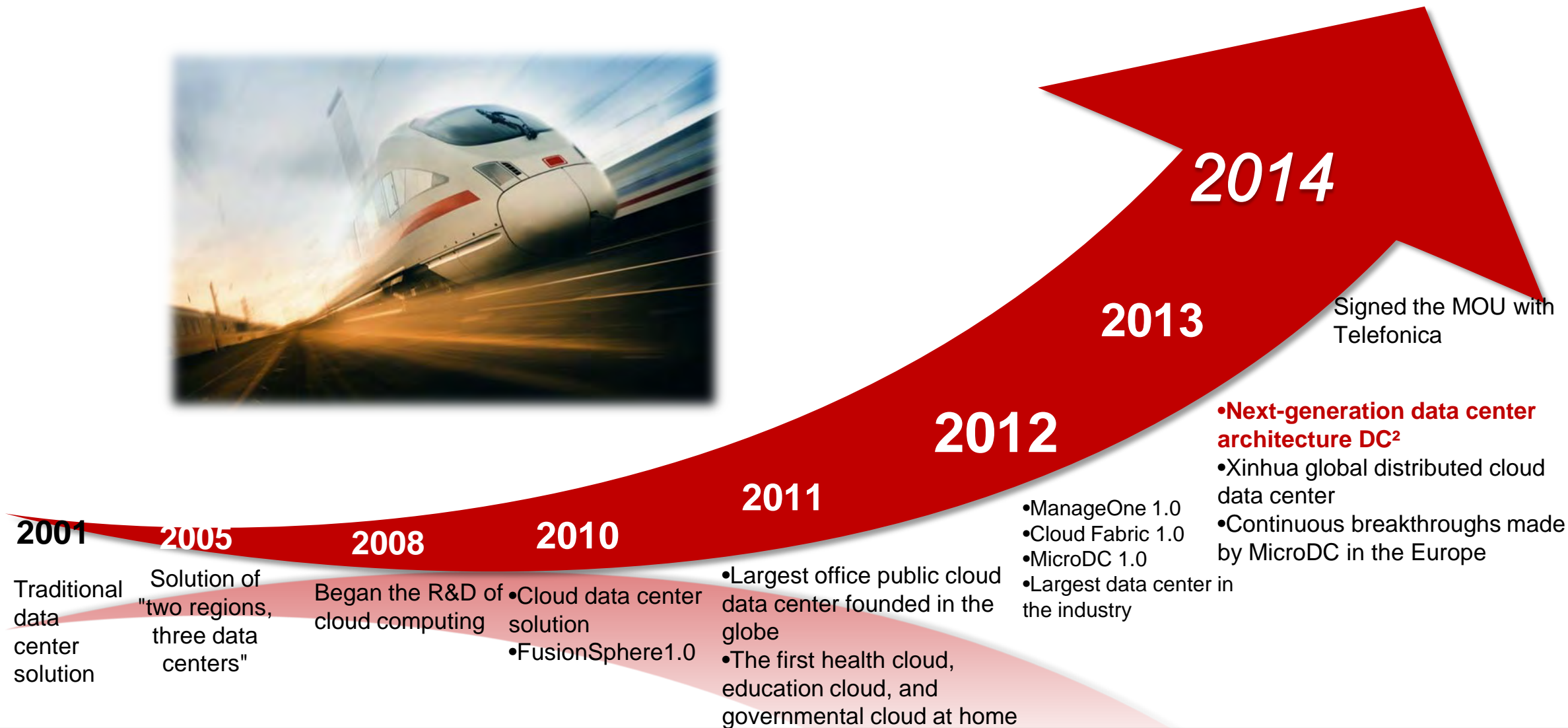
Branch offices solution



Huawei Scalable and Reliable IT Product Portfolio



Huawei Cloud Data Center Development - Accumulated Expertise



Continuous Innovation and Investments - Driving Force of the Stable Development

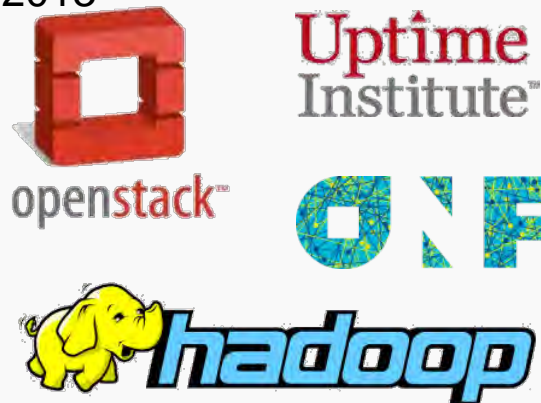
R&D investments

- **10,000** R&D engineers
- **Seven** R&D centers across the world



Standard organizations

- **150+** international standard organizations
- **180+** international standard organization posts
- **5000+** proposals submitted in 2013



Patents

- **4800+ patents licensed**
- In cloud computing field, 685 patents are licensed in China, 226 in Europe, and 107 in the USA.
- **3000+ server patents**



Recognition from the Industry to Huawei's Solution Capacity



TBR

No.1 Overall competence of data centers
Revenue increase rate of data centers



Hong Kong ICT Awards

2014
Best Green ICT Award



Frost & Sullivan

2013
Cloud Infrastructure Product Innovation Award



Current Analysis

SDN
Top supplier



Gartner

The only Chinese manufacturer Entered the Gartner Magic Quadrant for two consecutive years



DCD Award

Oscar in DC industry

- DC Blueprint Award
- "Green" Data Center
- Innovation in the Medium-Data Center

Huawei in Kazakhstan



300+ Local employee
80% of them local staff
Additionally created

Office in **Almaty, Astana**

Service and Training Center in **Almaty, Astana**

Technical Assistance Center in **Almaty, Astana**

Spare parts Center in **Almaty**



- Serving 2/3 of the Kazakhstan's population

Business Areas

- Carrier
- Enterprise
- Mobile devices



Rich Experience in Constructing Cloud Data Centers



480+ data centers constructed across the globe, including **160+** cloud data centers

TTC Container DC in Kazakhstan



“Transtelecom” JSC, which is one of the largest communications providers in the Republic of Kazakhstan, specializes in the provision of a wide range of telecommunications services, as well as information and communication services.

Demands & challenges

- High availability and scalability
- High temperature adaptability
- Easy to move
- Customized requirement

Huawei solution

- Intelligent management platform-NetEco, access control and video subsystems
- N+1 redundancy design and modular design UPS
- Wide temperature range:-40°C~+55°C
- High power density and stacked solution, save **50%** space

Benefit to customer

- High Security
- High availability and smooth expansion
- Fast deployment, flexible mobility



Huawei IT Products Help Halykbank Build IT Platform



Halyk bank is one of main and large bank in Kazakhstan, It is the world's top 500 banks. Mainly provides investment for national big projects. IT has the very strong domestic influence in the international and Kazakhstan.

Requirement

- Existing equipments are old and low performance, low utilization rate and can not satisfy the requirements of new business.
- Customer wants to build a IT resource pool including computing and storage resource with high reliability.
- The data is increasing rapidly and requires good scalability of server.

Huawei Solution

- The Huawei FusionServer RH1288 V3 is a new-generation 1U dual-socket rack server. It achieves optimal balance of performance and density owing to optimal design. provide a elastic and high performance computing pool.
- RH1288 V3 provides reliable and high performance server resource.
- Fusionserver RH1288 V3 provide integrated device management solution and flexiible network configuration.

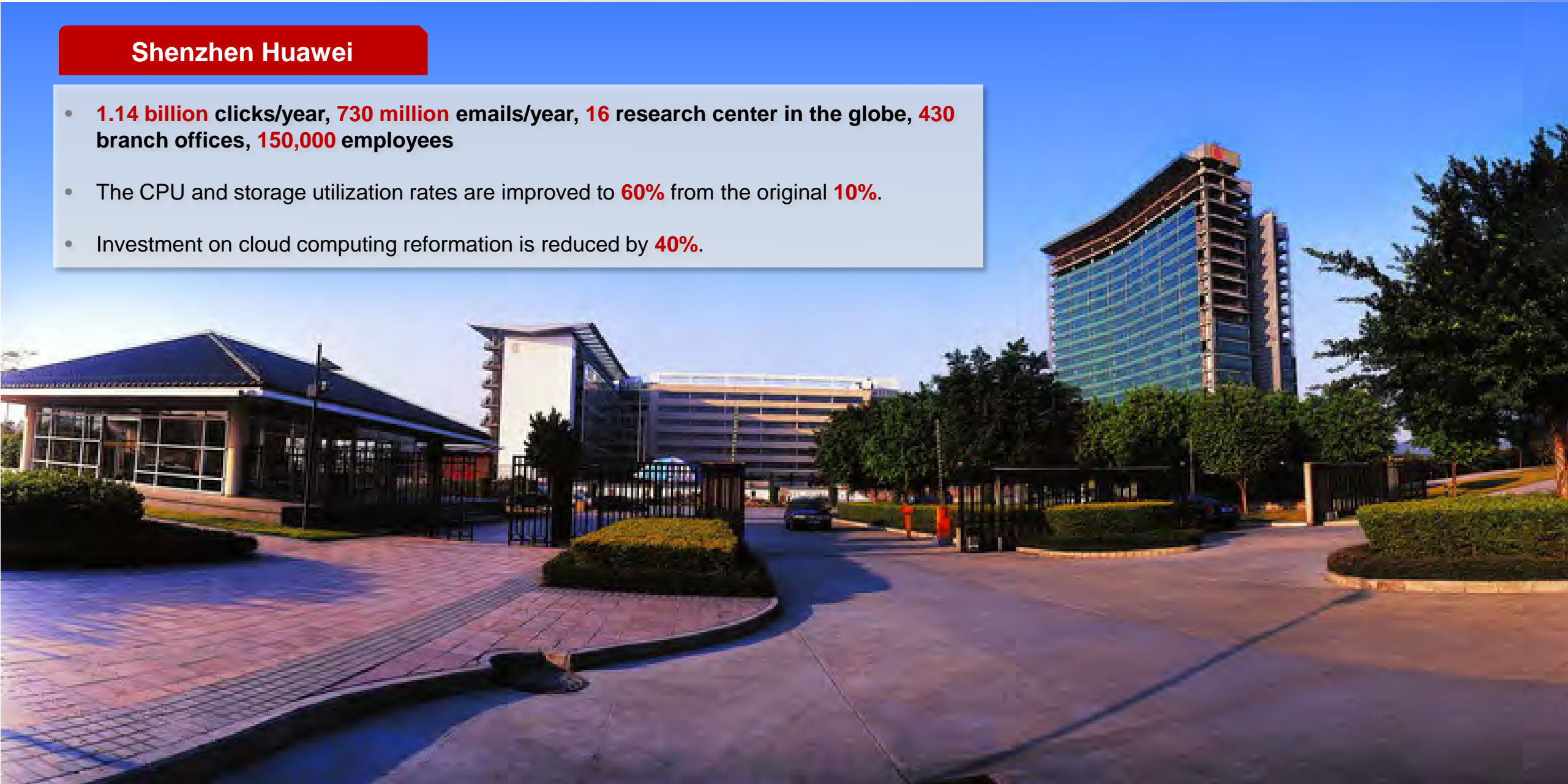
Customer Benefits

- Huawei Fusionserver RH1288 v3 provide efficient computing resource and can support next generation network.
- Professional management module provides comprehensive management.
- Accurate .fault locating facilitates efficient O&M

DC² Accelerates Business Development across the Globe

Shenzhen Huawei

- **1.14 billion** clicks/year, **730 million** emails/year, **16** research center in the globe, **430** branch offices, **150,000** employees
- The CPU and storage utilization rates are improved to **60%** from the original **10%**.
- Investment on cloud computing reformation is reduced by **40%**.



Huawei Cloud Data Center Paves the Way for State E-government Development

Beijing State information center

- Government affair cloud platform service can be released within **one day**.
- Building **an E-government project innovation center**, exploring the direction of E-government development
- Promoting the making of **E-government cloud computing standards**, and preparing the state strategies of E-government development

The Oil Industry Optimizes IT Platforms with Huawei Integration Migration Solutions

Mexico Pemex

- The comprehensive integration migration methodology reduces service interruption time by **80%**.
- Customized migration strategies reduce the migration fee by **30%** in general.



PEMEX



THANK YOU

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