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# HUAWEI eKit


## Scenario-based Products Manual

October 2024

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# SME Network



Scan the code to download the app for more details.

# Smart SME Office Network

## A Premium Office Network Is Key to Productivity.

### Scenario Analysis



A stable and speedy office network is a must-have.

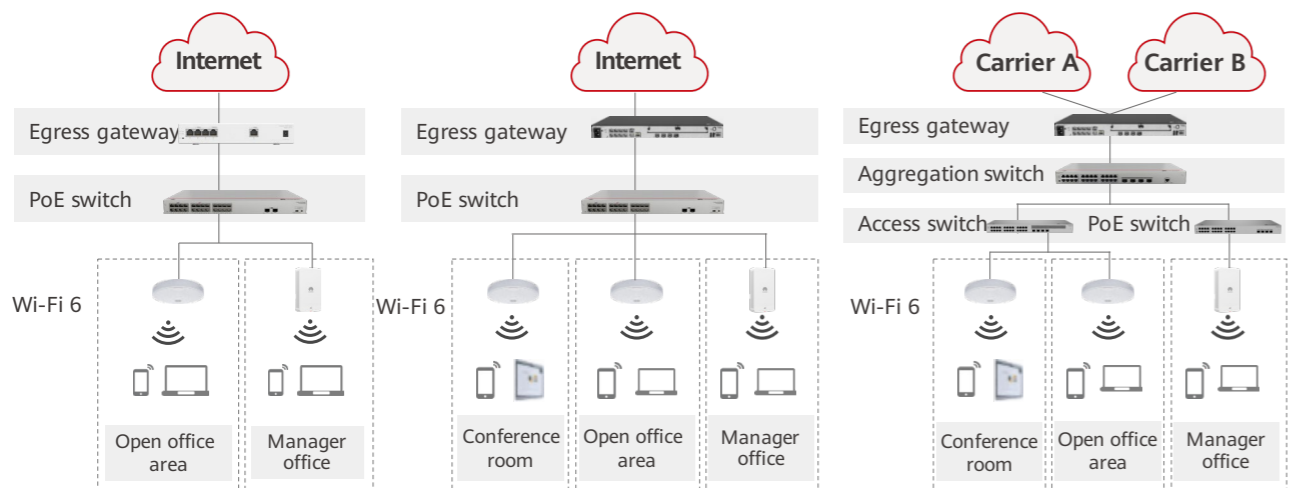


Internet access must be secure and well-regulated.



Simple deployment and O&M are required, due to a lack of dedicated IT staff.

### Scenario-based Product Portfolio



Small and micro enterprise office network (< 20 users)

Small enterprise office network (20-100 users)

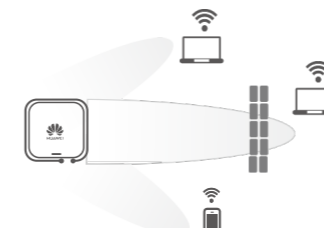
Midsize enterprise office network (100-300 users)

Scenario-based typical configuration

|                    | Small and Micro Enterprise Office Network (< 20 Users) |          | Small Enterprise Office Network (20-100 Users) |          | Midsize Enterprise Office Network (100-300 Users) |          |
|--------------------|--|----------|--|----------|---|----------|
|                    | Device Model   | Quantity | Device Model                                   | Quantity | Device Model                                      | Quantity |
| Egress gateway     | S380-L4T1T   | 1        | S380-S8T2T                                     | 1        | AR720   | 1        |
| Security           | /  | /        | /  | /        | USG6000E-S13                                      | 1        |
| Aggregation switch | /  | /        | S310-24ST4X                                    | 1        | S310-24ST4X/<br>S530-24ST4XE                      | 1 or 2   |
| Access switch      | /  | /        | S220S-24T4JX                                   | 1        | S220-48T4S/<br>S310S-24T4JX                       | 3-6      |
| PoE switch         | S220S-24P4JX/<br>S110-24LP2SR                          | 1        | S220S-24P4JX                                   | 2        | S220-48P4S/<br>S310S-24P4JX                       | 3        |
| High-density AP    | /  | /        | /  | /        | AP661   | 1        |
| Settled AP         | AP361  | 2        | AP362E   | 8        | AP371   | 10-30    |
| Wall plate AP      | AP265E   | 1        | AP265E   | 2        | AP265E  | 5-10     |

### Product Portfolio Highlights

#### Unique technology for high-quality wireless networks



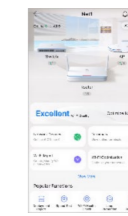
- Smart antennas: one more wall penetrated
- OFDMA and MU-MIMO joint scheduling: 20%+ higher bandwidth

#### Perpetual PoE for always-on power supply



- The switch supports perpetual PoE, which provides uninterrupted power to connected cameras even when the switch is rebooting. This ensures always-on cameras.

#### Simplified deployment and O&M with the HUAWEI eKit app



- Network-wide deployment in minutes by scanning one device code
- Wi-Fi auto-optimization for always-optimal performance

### User Benefits

#### High-quality Wi-Fi 6/Wi-Fi 7 network

- Wi-Fi 6/Wi-Fi 7 APs have smart antennas inside, providing always-on signals for users and offering a 20% greater coverage range.
- OFDMA and MU-MIMO joint scheduling enables 20% higher bandwidth in multi-user scenarios than the industry average.

#### Always-optimal wireless network

- The Wi-Fi network is auto-optimized at scheduled time every day to keep Wi-Fi in its best state.

#### Internet access management

- The AR converged gateway integrates Internet access management, making sure that employees focus on their work during on-duty time.

#### Always-on video security

- The switch supports perpetual PoE, providing uninterrupted power to connected cameras even when the switch is rebooting.
- This ensures always-on cameras for campus security around the clock.

#### Data security

- WPA3 with the 192-bit security mode greatly enhances encryption and ensures user data security.

### Success Story

#### Network transformation and upgrade at 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 Type  | Converged gateway | Core switch | Access switch | PoE switch | Wall plate AP | Ceiling-mounted AP |
|--------------|-------------------|-------------|---------------|------------|---------------|--------------------|
| Device Model | S380              | S310-24T4S  | S110-24T2SR   | S220-48P4S | AP263         | AP362              |



Scan the code to download the app for more details.

# Ultra-Stable Commercial Store Network

## A Stable Store Network Is a Competitive Edge.

### Scenario Analysis



A stable network is required to ensure payment success every time and at a low latency.



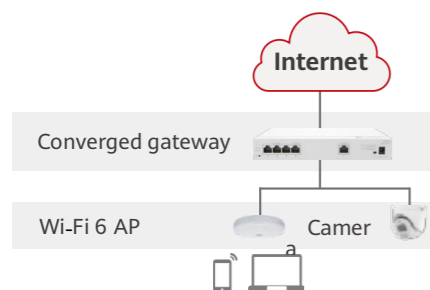
The network must centrally support and isolate multiple services (e.g., cashiering, video security, and guest Wi-Fi).



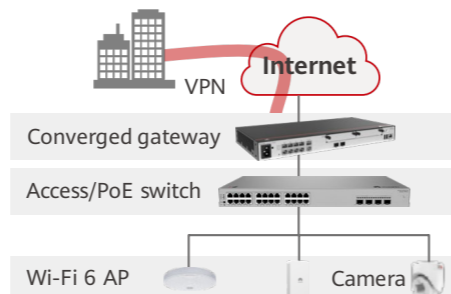
Network configuration and O&M must be simple.

### Scenario-based Product Portfolio

Small store network



Midsize/Large store network



| Device Type    | Device Model          | Quantity |
|----------------|-----------------------|----------|
| Egress gateway | S380-L4P1T/S380-S8P2T | 1        |
| Wi-Fi 6 AP     | AP361                 | 1        |

| Device Type    | Device Model                  | Quantity |
|----------------|-------------------------------|----------|
| Egress gateway | AR720                         | 1        |
| Access switch  | S220S-24T4J/<br>S310S-24T4J   | 1        |
| PoE switch     | S220S-24P4JX/<br>S310S-24P4JX | 1 or 2   |
| Wi-Fi 6 AP     | AP661/362E/361                | 10-30    |
| Wi-Fi 6 AP     | AP265E/266                    | 2 to 4   |

### Product Portfolio Highlights



The S380 high-performance multi-service gateway offers a 2-time faster forwarding speed and ensures smooth HD videos on 100 channels.



Enhanced PoE capabilities: Fast PoE with second-level power supply; Permanent PoE for always-on power supply; supports non-standard PD terminals.



Wi-Fi 6 APs have smart antennas inside, providing always-on signals for users and offering a 20% greater coverage range.

### User Benefits



#### High-quality wireless network

The superfast Wi-Fi 6 network features zero packet loss during roaming, provides always-on signals for users, and offers a 20% greater coverage range.



#### Multi-network convergence

Multiple networks are converged into one for easier deployment and lower costs.



#### Easy O&M

The HUAWEI eKit app supports barcode scanning-based deployment and remote O&M, achieving hassle-free store network rollout.

### Success Story

**Bandwidth limiting and Internet access control:** Internet access bandwidth of terminals is managed for key service experience assurance.

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

**Simplified O&M:** Network visibility on the cloud enables network management anytime, anywhere.

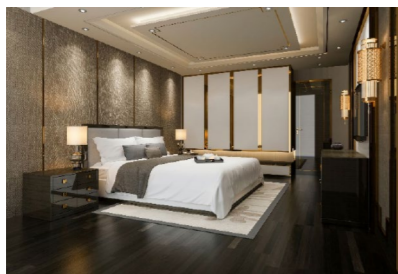
| A supermarket | Device Type  | Converged gateway | Core switch | Access switch | PoE switch | Wall plate AP | Ceiling-mounted AP |
|---------------|--------------|-------------------|-------------|---------------|------------|---------------|--------------------|
|               | Device Model | AR720             | S310-24T4S  | S220-48T4S    | S220-48P4S | AP263         | AP362              |



Scan the code to download the app for more details.

# Ultra-High-Speed Hotel Network

## Scenario Analysis



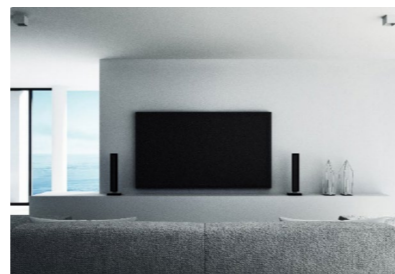
**Requirement 1: smooth Internet access experience at guest rooms**

Good Wi-Fi experience, no awareness of handover



**Requirement 2: always-on video security**

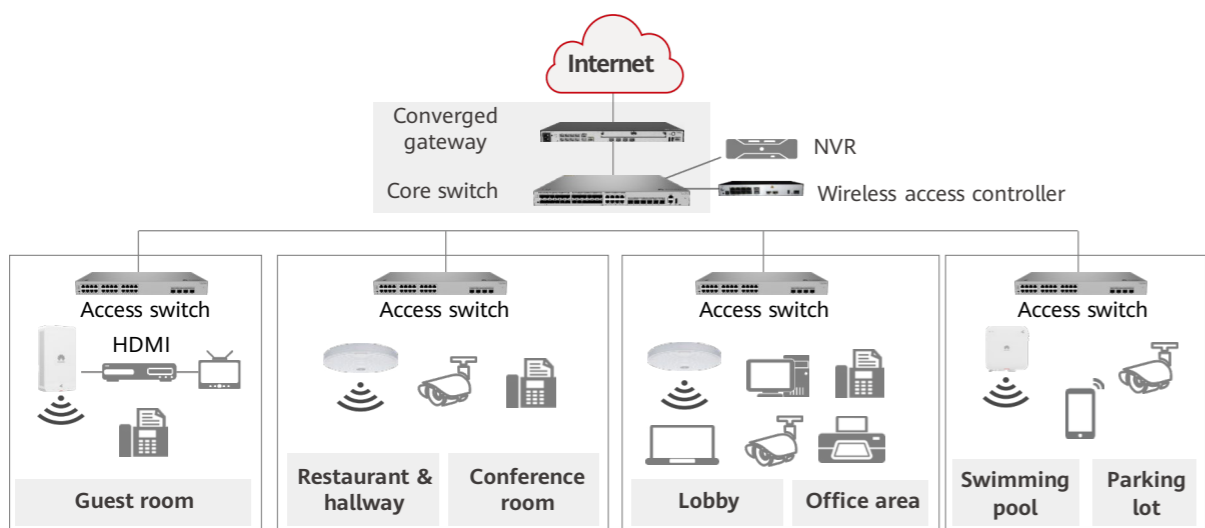
Interruption-free security terminals (e.g., cameras)



**Requirement 3: flexible user authentication & management**

Portal authentication for guest access

## Scenario-based Product Portfolio



Bed and breakfast (B&B) network (< 30 rooms)

| Device Type        | Device Model             | Quantity  |
|--------------------|--------------------------|-----------|
| Converged gateway  | S380-H8T3ST              | 1         |
| Aggregation switch | \                        | \         |
| Access switch      | S110-24T2SR/S220S-24T4J  | 1         |
| PoE switch         | S110-24LP2SR/S220S-24P4J | 3         |
| Settled AP         | AP361                    | 4         |
| Wall plate AP      | AP160/AP265E             | 30        |
| Outdoor AP         | AP761                    | On demand |

Non-star-rated hotel network (< 100 rooms)

| Device Type                | Device Model | Quantity  |
|----------------------------|--------------|-----------|
| Converged gateway          | AR720        | 1         |
| Wireless access controller | AC650-256AP  | 1         |
| Aggregation switch         | S310-24ST4X  | 1         |
| Access switch              | S220-48T4S   | 2         |
| PoE switch                 | S220-48P4S   | 4         |
| Settled AP                 | AP361        | 6         |
| Wall plate AP              | AP160/AP265E | 100       |
| Outdoor AP                 | AP761        | On demand |

Star-rated hotel network (> 100 rooms)

| Device Type                | Device Model  | Quantity  |
|----------------------------|---------------|-----------|
| Converged gateway          | AR730         | 1         |
| Wireless access controller | AC650-512AP   | 1 or 2    |
| Aggregation switch         | S530-24ST4XE  | 1         |
| Access switch              | S310S-24T4JX  | 6         |
| PoE switch                 | S310S-24P4JX  | 8~10      |
| High-density AP            | AP661         | 3         |
| Settled AP                 | AP362E        | > 10      |
| Wall plate AP              | AP162E/AP265E | > 100     |
| Outdoor AP                 | AP761         | On demand |

## Product Portfolio Highlights

### High bandwidth

- **Scenarios:** hotels requiring bandwidth of higher than 500 Mbps
- **Advantage:** Typically, Wi-Fi 5 APs cannot offer 500 Mbps, which is a waste of resources. However, Wi-Fi 6 APs can normally provide 800 Mbps to 900 Mbps.

### High concurrency

- **Scenarios:** high-density areas such as the hotel lobby, hotel conference room, restaurant, bar, and karaoke box
- **Advantage:** In these scenarios, many guests use Wi-Fi at the same time. Due to limited performance and small user capacity, Wi-Fi 5 affects the cashiering service and user experience.

### Low latency

- **Scenarios:** Guests require low network latency to play online games or have video conferences.
- **Advantage:** Wi-Fi 6 ensures smooth gaming and video conferencing experience.

## User Benefits

### High-quality Wi-Fi 6 network

- Wi-Fi 6 APs have smart antennas inside, providing always-on signals for users and offering a 20% greater coverage range.
- OFDMA and MU-MIMO joint scheduling enables 20% higher bandwidth in multi-user scenarios than the industry average.

### Always-optimal wireless network

- The Wi-Fi network is auto-optimized at scheduled time every day to keep Wi-Fi in its best state.

### Bandwidth limiting and Internet access management

- Internet access bandwidth management is performed on terminals for key service experience assurance, thereby ensuring guests' Internet access experience is not affected.

### Always-on video security

- The switch supports perpetual PoE, providing uninterrupted power to connected cameras even when the switch is rebooting.
- This ensures always-on cameras for campus security around the clock.

### Intelligent O&M

- HUAWEI eKit app can perform remote and visualized O&M on network devices and supports one-click wireless network optimization.

## 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 Type  | Converged gateway | Core switch | Access switch | PoE switch | Wall plate AP | Ceiling-mounted AP |
|--------------|-------------------|-------------|---------------|------------|---------------|--------------------|
| Device Model | AR730             | S310-24T4X  | S220-48T4S    | S220-48P4S | AP263         | AP362              |

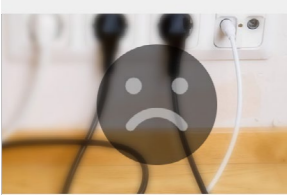
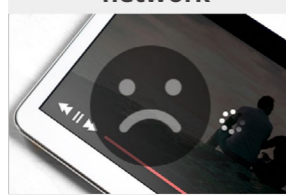

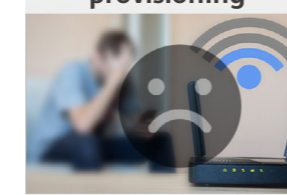


Scan the code to download the app for more details.

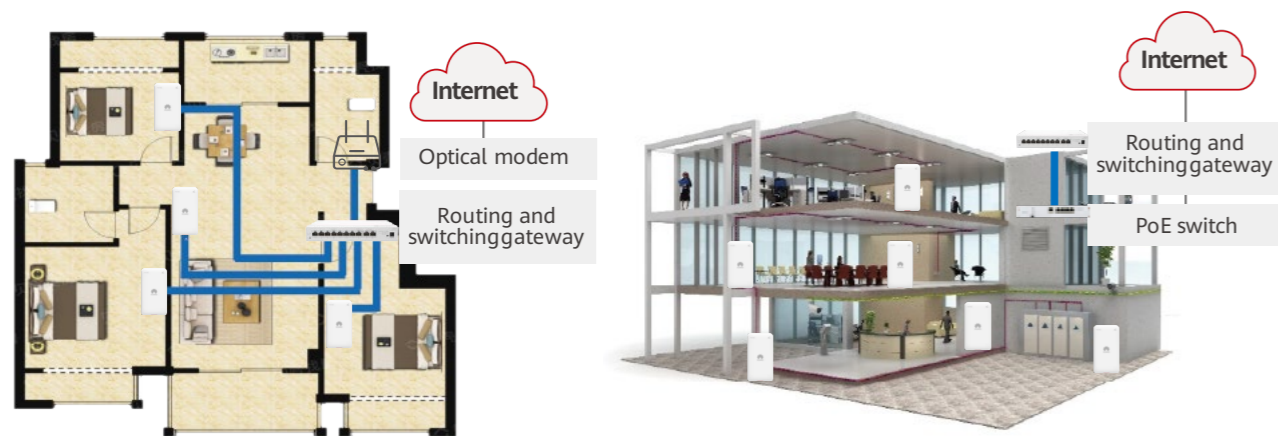
# Ultra-Simplified Commercial Real Estate Network

## Scenario Analysis

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

|   |   |  |   |
|---|---|--|---|
| <p><b>Lack of aesthetics</b></p>  <ul style="list-style-type: none"> <li>• Difficult to match the decoration style</li> <li>• Disordered cabling, poor aesthetics</li> </ul> | <p><b>Slow wireless network</b></p>  <ul style="list-style-type: none"> <li>• Weak signals at corners</li> <li>• Poor video and gaming experience</li> </ul> | <p><b>Frequent disconnection during roaming</b></p>  <ul style="list-style-type: none"> <li>• Unstable STA roaming</li> <li>• Frequent disconnection upon roaming</li> </ul> | <p><b>Complex provisioning</b></p>  <ul style="list-style-type: none"> <li>• Difficult installation, damage to decoration</li> <li>• Complex commissioning, heavy reliance on product manuals</li> </ul> |
|---|---|--|---|

## Scenario-based Product Portfolio



**Single-story house network**

| Device Type                   | Device Model | Quantity |
|-------------------------------|--------------|----------|
| Routing and switching gateway | S380-S8P2T   | 1        |
| Wi-Fi 6 AP                    | AP160/AP265E | 6        |




200 m2, 4 bedrooms and 2 living rooms

**Multi-story house (villa) network**



| Device Type                   | Device Model        | Quantity |
|-------------------------------|---------------------|----------|
| Routing and switching gateway | S380-S8T2T          | 1        |
| PoE switch                    | S110-24LP2SR        | 1        |
| Wi-Fi 6 AP                    | AP362E              | 4        |
| Wi-Fi 6 AP                    | AP162E/AP265E/AP266 | 8        |
| Wi-Fi 6 AP                    | AP761               | 1        |

4-story villa: 6 bedrooms, 3 living rooms, 1 exercise room, 1 garage

## Product Portfolio Highlights

|  |   |  |
|--|---|--|
| <p><b>Ultra-thin wall plate AP: a perfect mix of technology and aesthetics</b></p>  <ul style="list-style-type: none"> <li>• Only 8 mm thick, crafted edges, sleek and aesthetic design</li> <li>• 360° omnidirectional heat dissipation, never-overheated comfortable shell, never color change</li> </ul> | <p><b>Smart antenna for full coverage without blind spots</b></p>  <ul style="list-style-type: none"> <li>• Dual-polarized high-performance smart antennas</li> <li>• Always-on signals for users, 20% wider coverage range</li> <li>• More focused signals, one more wall penetrated</li> </ul> | <p><b>Converged gateway for fast, secure Internet access</b></p>  <ul style="list-style-type: none"> <li>• Up to 2 Gbps bandwidth, zero-wait fast Internet access</li> <li>• All-in-one device (routing + switching + PoE + wireless AC)</li> </ul> |
|--|---|--|

## User Benefits

|   |  |  |
|---|--|--|
|  <p><b>Multi-color selection, ultra-thin body, and impressive aesthetics</b></p> |  <p><b>Ubiquitous wireless coverage, strong signals, and one more wall penetrated</b></p> |  <p><b>All-in-one high-performance gateway for fast Internet access</b></p> |
|---|--|--|

## Success Story

### Wireless coverage in a villa (Jinan, China)



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

- 3000 Mbps bandwidth for fast network speed, good experience, and video download in seconds
- Built-in smart antennas for always-on signals for users
- AI roaming for uninterrupted network connections or videos
- 3-network integration (Internet access + video security + IPTV)

| Device Type  | Converged gateway | Access switch | PoE switch   | Wall plate AP | Ceiling-mounted AP |
|--------------|-------------------|---------------|--------------|---------------|--------------------|
| Device Model | S380-S8T2T        | S110-24T2SR   | S110-24LP2SR | AP263         | AP362              |



Scan the code to download the app for more details.

# Smart Factory/Warehouse Network

## Scenario Analysis



### Large-sized common warehouse

- High storage racks with many goods, severe signal shielding between aisles
- Always-on handheld terminals during user mobility, seamless roaming



### Cold storage warehouse for fresh products

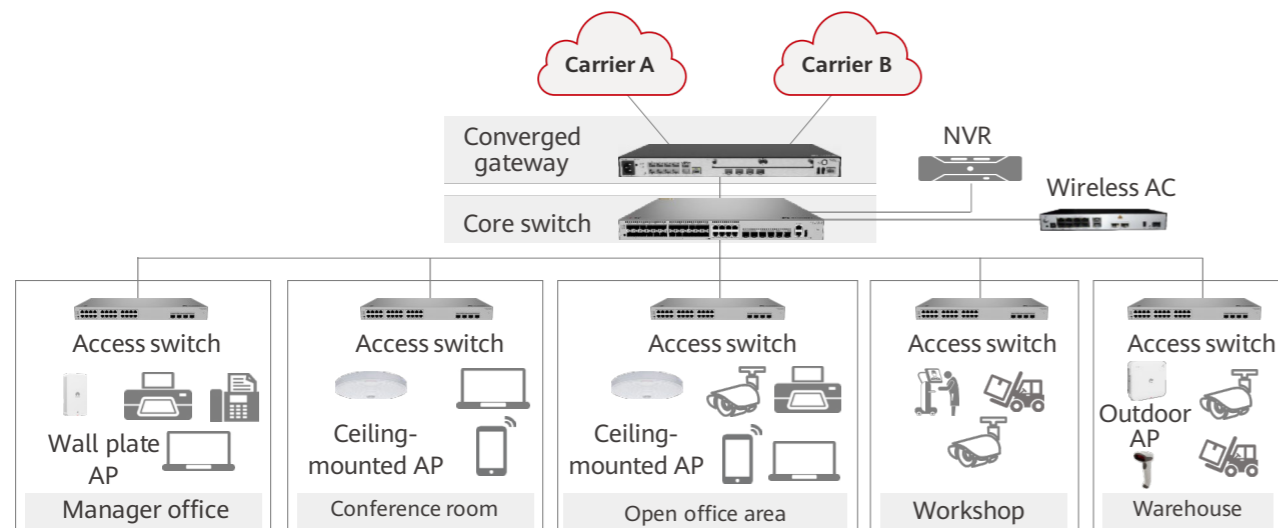
- Adaptation to harsh operating temperature and humidity
- Normal working at low temperatures, IP68 protection



### Smart warehousing

- Fast-moving AGVs
- Seamless roaming, zero packet loss
- RFID IoT asset management

## Scenario-based Product Portfolio



Scenario-based typical configuration

| Deployment Location | Device Type                | Device Model | Quantity |
|---------------------|----------------------------|--------------|----------|
| Internet egress     | Converged gateway          | AR720        | 2        |
| Core layer          | Switch                     | S530-24ST4XE | 1 or 2   |
|                     | Wireless access controller | AC650-128AP  | 1        |
| Access layer        | Switch                     | S220-48T4S   | 2        |
|                     | Switch                     | S220-48P4S   | 2 or 3   |
|                     | Switch                     | S220S-24P4JX | 2 or 3   |
|                     | Switch                     | S310-24PN4X  | 1        |
| AP                  | Settled AP                 | AP362E       | 10-15    |
|                     | Wall plate AP              | AP265E/AP266 | 5        |
|                     | High-density AP            | AP661        | 3-5      |
|                     | Outdoor AP                 | AP761        | 4-6      |

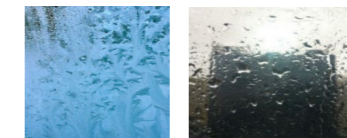
## Product Portfolio Highlights

### Smart roaming for zero disconnections during mobility



Each terminal accesses the network from the AP with the best signal and enjoys the best throughput.

### Long-term stability in harsh environments due to extended temperature range, waterproof, and dustproof design



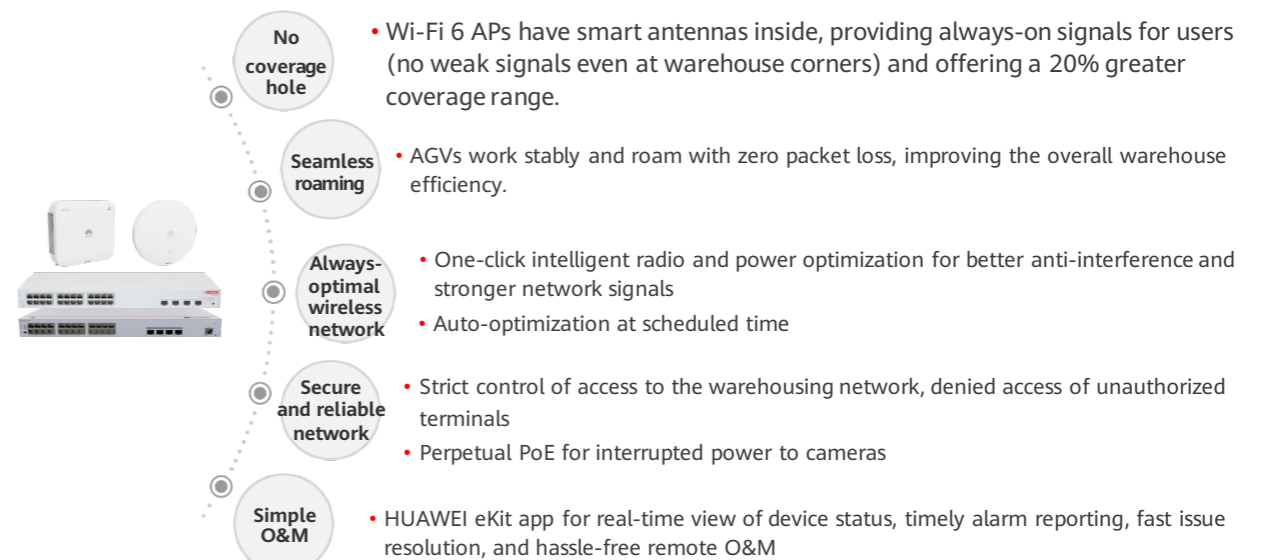
- Normal working at -40°C to +65°C
- IP68 dustproof and waterproof

### Network security and reliability



Blocklists/Trustlists and isolation policies are set to prevent unauthorized access to the warehouse and production network for robust security and reliability.

## User Benefits



## Success Story



### A motor R&D and production base

- Easy to use, fast deployment, and simplified O&M
- High quality, high performance, and significant energy savings
- Wi-Fi 6 smart antenna technology for high bandwidth and low latency; soft handover algorithm, intelligent application acceleration, and AP load sharing for wireless experience assurance

| Device Type  | Converged gateway | Core switch | Aggregation switch | Access switch    | Wireless AC | Wall plate AP | Ceiling-mounted AP |
|--------------|-------------------|-------------|--------------------|------------------|-------------|---------------|--------------------|
| Device Model | AR720             | S310-24T4X  | S310-24T4S         | S220-48T4S/48P4S | AC650-128AP | AP263         | AP362              |



Scan the code to download the app for more details.

# Green and Secure Primary and Secondary Education Network

## Scenario Analysis



Kindergarten



Primary school



Secondary school

### Office scenario

The network must be smooth and secure, fending off virus infection during the download of course resources from the Internet or USB flash.

### Public areas such as auditoriums and entrance halls

Wireless coverage must be ubiquitous without blind spots in public areas such as auditoriums and entrance halls.

### Teaching scenario

High-density access must be smooth and secure in any scenario, including ordinary classrooms (secure Internet access for teachers and unified wireless access of multimedia devices), e-schoolbag scenarios (wireless access for 50-60 concurrent users), and digital reading rooms (denied access to illegal websites).

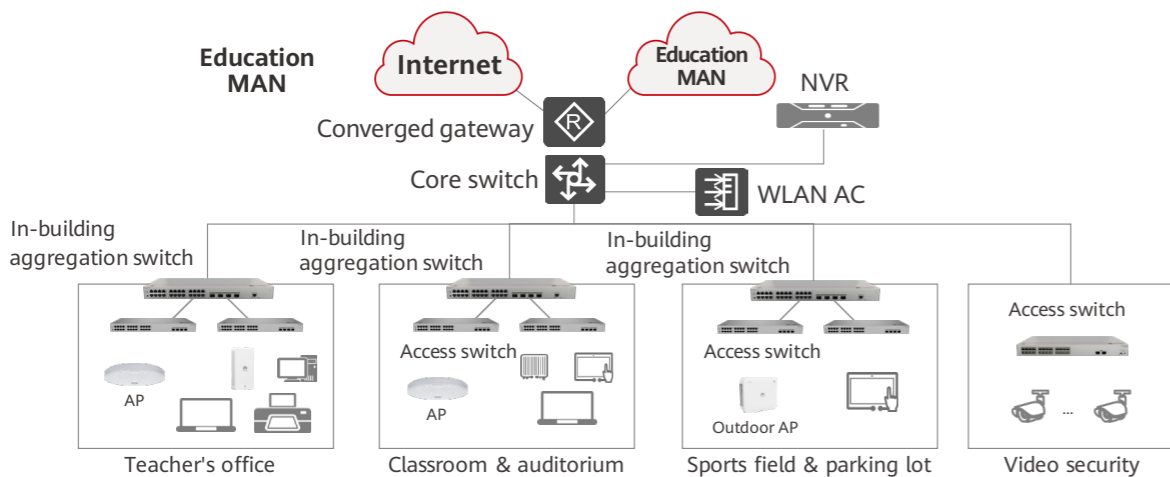
### Video security scenario

The network needs to be stable to ensure always-on video security with a large number of cameras. Doing so can effectively trace campus-wide security incidents if any.

### Outdoor sports field and parking lot

The network must work stable for a long time in outdoor harsh environments (with strong sunlight and heavy rain) like the sports field, outside the teaching buildings, and parking lots.

## Scenario-based Product Portfolio



Secondary school campus network

Primary school campus network

Kindergarten network

| Device Type                    | Device Model | Quantity |
|--------------------------------|--------------|----------|
| Converged gateway              | AR720        | 1        |
| Core switch                    | S530-24ST4XE | 1 or 2   |
| Wireless AC                    | AC650-256AP  | 1        |
| Aggregation switch             | S310-24ST4X  | 2        |
| Access switch                  | S310S-24T4J  | 6        |
| Video security-tailored switch | S220S-24P4J  | 4        |
| PoE switch                     | S310S-24P4J  | 4        |
| Settled AP                     | AP362E       | 50       |
| High-density AP                | AP661        | 8        |
| Wall plate AP                  | AP265E/AP266 | 6        |
| Outdoor AP                     | AP761        | 4        |

| Device Type                    | Device Model | Quantity |
|--------------------------------|--------------|----------|
| Converged gateway              | AR720        | 1        |
| Core switch                    | S310-24ST4X  | 1        |
| Wireless AC                    | AC650-128AP  | 1        |
| Aggregation switch             | S310S-24T4JX | 2        |
| Access switch                  | S220-48T4S   | 4        |
| Video security-tailored switch | S220S-24P4J  | 4        |
| PoE switch                     | S220-48P4S   | 4        |
| Settled AP                     | AP362E       | 50       |
| Settled AP                     | AP361        | 8        |
| Wall plate AP                  | AP265E/AP266 | 6        |
| Outdoor AP                     | AP761        | 4        |

| Device Type                    | Device Model | Quantity |
|--------------------------------|--------------|----------|
| Converged gateway              | AR720        | 1        |
| Core switch                    | S310-24T4X   | 1        |
| Access switch                  | S220S-24T4J  | 1 or 2   |
| Video security-tailored switch | S110-16LP2SR | 2        |
| PoE switch                     | S220S-24P4J  | 2        |
| Settled AP                     | AP361        | 15       |
| Wall plate AP                  | AP265E/AP160 | 3        |

\*The actual device quantity is determined according to the actual project.

Scenario-based typical configuration

## Product Portfolio Highlights

### Wi-Fi auto-optimization for always-optimal wireless coverage



Go to the service page, tap a project, and select Wi-Fi Optimization.

Scheduled optimization

### Perpetual PoE for always-on power supply



The switch supports perpetual PoE, which provides uninterrupted power to connected cameras even when the switch is rebooting. This ensures always-on cameras.

### Well-regulated Internet access



The converged gateway supports over 6000 protocols and applications and enables application access control (e.g., prohibiting game playing or VoD in a specific period of time).

## User Benefits

### High-quality Wi-Fi 6 network

Wi-Fi 6 APs have smart antennas inside, providing always-on signals for users and ensuring no weak signals even at corners of classrooms and offices.

### Always-optimal wireless network

The Wi-Fi network is auto-optimized at scheduled time every day to keep Wi-Fi in its best state.

### Secure and reliable network

The gateway integrates IPS, antivirus, and other security functions to ensure campus-wide Internet access security. If more advanced security functions are required, a firewall can be deployed.

### Always-on video security

The switch supports perpetual PoE, providing uninterrupted power to connected cameras even when the switch is rebooting. This ensures always-on cameras for campus security around the clock.

### Energy saving

The switch supports port hibernation in idle hours and dynamic fan speed adjustments, conserving more than 30% energy.

## Success Story

### A primary school in Tai'an



Egress security protection: The gateway integrates IPS, antivirus, and other security functions to ensure campus-wide Internet access security.

Perpetual PoE: When the switch is rebooting, the power to connected cameras is uninterrupted for always-on video security.

Port hibernation and intelligent fan speed adjustment on the switch: 30%+ lower energy consumption

| Device Type  | Converged gateway | Aggregation switch | Access switch    | Wireless AC | Wall plate AP | Ceiling-mounted AP |
|--------------|-------------------|--------------------|------------------|-------------|---------------|--------------------|
| Device Model | AR720             | S310-48T4X         | S220-48T4S/48P4S | AC650-128AP | AP263         | AP362              |



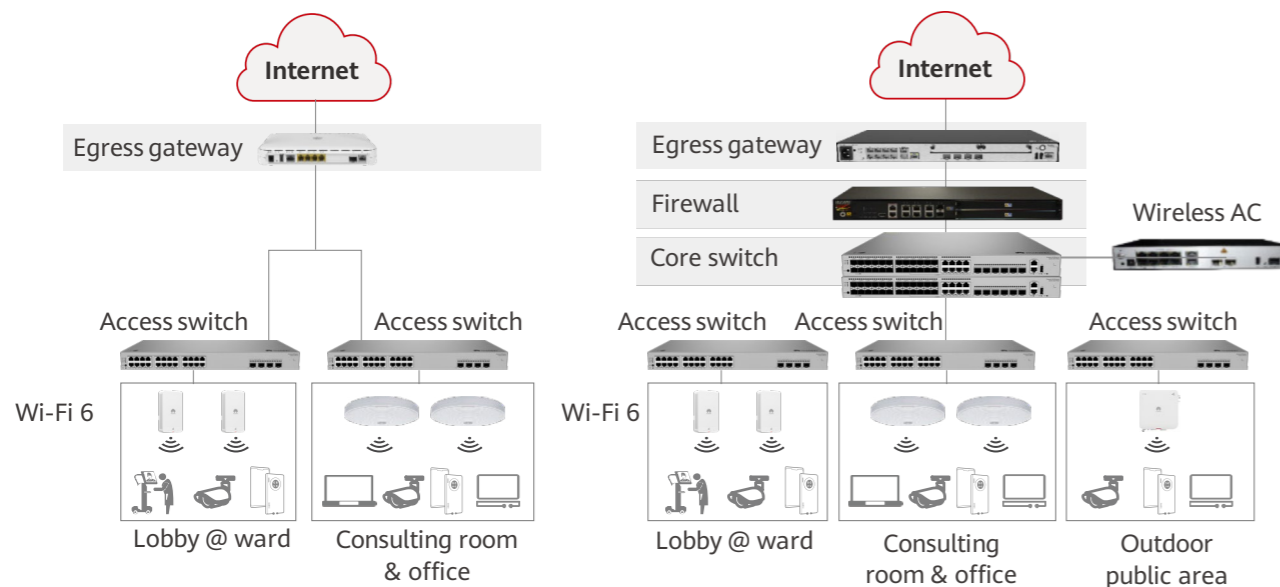
Scan the code to download the app for more details.

# High-Reliability Community Hospital and Clinic Network

## Scenario Analysis

| Lobby & nurse station  | Consulting room & ward  | Office & conference room  |
|--|---|---|
|  |   |   |
| <ul style="list-style-type: none"> <li>Difficult to match the decoration style</li> <li>Disordered cabling, poor aesthetics</li> </ul> | <ul style="list-style-type: none"> <li>Unstable roaming during ward rounds with PDAs</li> <li>Frequent disconnection during mobility</li> </ul> | <ul style="list-style-type: none"> <li>Weak signals in corners</li> <li>Poor video conference experience</li> </ul> |

## Scenario-based Product Portfolio



Clinic network

Community hospital network

| Deployment Location | Device Type       | Device Model | Quantity |
|---------------------|-------------------|--------------|----------|
| Internet egress     | Converged gateway | S380-S8T2T   | 1        |
| Access layer        | Access switch     | S220S-24T4J  | 1        |
|                     | PoE access switch | S220S-24P4J  | 1        |
| Wireless            | Settled AP        | AP361        | 3-5      |
|                     | Wall plate AP     | AP265E/AP160 | 5-10     |

| Deployment Location | Device Type       | Device Model             | Quantity  |
|---------------------|-------------------|--------------------------|-----------|
| Internet egress     | Converged gateway | AR730                    | 1         |
| Security            | Firewall          | USG6000E-S03             | 1         |
| Core layer          | Switch            | S530-24ST4XE/S310-24ST4X | 2         |
|                     | Wireless AC       | AC650-256AP              | 1         |
| Access layer        | Access switch     | S220-48T4S               | On demand |
|                     | PoE access switch | S220-24P4X               | On demand |
| Wireless            | Settled AP        | AP362E                   | On demand |
|                     | Wall plate AP     | AP162E/AP265E/AP266      | On demand |
|                     | Outdoor AP        | AP761                    | On Demand |

## Product Portfolio Highlights



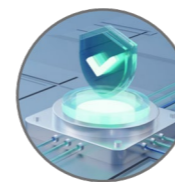
**How to ensure secure data transmission when healthcare institutions are fully interconnected? IPsec VPN, achieving secure communication between sites**

1. IPsec VPN: securely connects the hospital HQ, branch hospitals, and community hospitals.
2. Huawei-unique DSVPN: enables sites to directly communicate with each other.



**How to protect personnel privacy, such as diagnosis and treatment information? Intrusion Prevention System (IPS), protecting your network**

1. Prevention of Trojan horses, worms, and viruses in real time to protect network security.
2. The AR integrates the intrusion prevention function, saving the need to deploy related devices, reducing investment costs.
3. The IPS signature database supports real-time local and online update.



**What can I do if a virus spreads through emails or file downloads? Antivirus, protecting your network**

1. Antivirus: identifies and processes virus files to protect network security.
2. The AV function is free of charge. You can also access the security center platform for real-time update.
3. Fast content detection supported for files, which is fast and with low performance consumption.



**How to ensure the quality of video invoking for consultation and video security? WAN optimization, ensuring key services**

1. Multi-feed and selective receiving: ensures reliability of key services.
2. Load balancing: helps to properly utilize the bandwidth of multiple links.
3. The multi-feed and selective receiving, and load balancing functions are free of charge.

## User Benefits

|  |   |  |
|--|---|--|
| <p><b>High quality wireless network</b></p> <ul style="list-style-type: none"> <li>Superfast Wi-Fi 6 with 3000 Mbps</li> <li>Smart antennas: one more wall penetrated with no blind spots</li> </ul> | <p><b>Online behavior management</b></p> <ul style="list-style-type: none"> <li>Converged online behavior management</li> <li>Network access bandwidth guarantee for VIP users</li> </ul> | <p><b>Security protection</b></p> <ul style="list-style-type: none"> <li>Integrates security functions (such as intrusion prevention detection and antivirus), providing proactive and real-time protection</li> </ul> |
|--|---|--|

## Success Story

### A hospital in Jinan



**Experience:** Guest terminals can access the network anytime, and online registration payment is efficient and stable.

**Management:** Multi-network convergence ensures stable and worry-free running of hospital services. The network is scalable with reduced TCO.

**Security:** End-to-end network-wide security protection, refined management and control of users and services, implementing network-wide security and complying with related security standards.






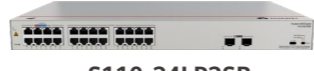
| Device Type  | Converged gateway | Aggregation switch | Access switch    | Wireless AC | Wall plate AP | Ceiling-mounted AP |
|--------------|-------------------|--------------------|------------------|-------------|---------------|--------------------|
| Device Model | AR730             | S310-24T4X         | S220-48T4S/48P4S | AC650-128AP | AP263         | AP362              |








Scan the code to download the app for more details.







# SME Network Portfolio — Switch

## eKitEngine S110 Series Unmanaged Switches

|   |   |   |
|---|---|---|
|  <p><b>S110-8P2ST</b></p> <ul style="list-style-type: none"> <li>8 * GE Copper + 1 * GE optical port + 1 * GE Copper</li> <li>PoE Power: 124 W</li> <li>Switching capacity: 20 Gbps</li> <li>Forwarding Performance: 14.88 Mpps</li> </ul> |  <p><b>S110-8T2ST</b></p> <ul style="list-style-type: none"> <li>8 * GE Copper + 1 * GE optical port + 1 * GE Copper</li> <li>Switching capacity: 20 Gbps</li> <li>Forwarding Performance: 14.88 Mpps</li> </ul> |  <p><b>S110-16LP2SR</b></p> <ul style="list-style-type: none"> <li>16 * GE Copper + 2 * GE SFP</li> <li>PoE Power: 124 W</li> <li>Switching capacity: 36 Gbps</li> <li>Forwarding Performance: 26.78 Mpps</li> </ul> |
|  <p><b>S110-16T2S</b></p> <ul style="list-style-type: none"> <li>16 * GE Copper + 2 * GE optical port</li> <li>Switching capacity: 36 Gbps</li> <li>Forwarding Performance: 26.78 Mpps</li> </ul>  |  <p><b>S110-24T2SR</b></p> <ul style="list-style-type: none"> <li>24 * GE Copper + 2 * GE SFP</li> <li>Switching capacity: 52 Gbps</li> <li>Forwarding Performance: 38.69 Mpps</li> </ul>                        |  <p><b>S110-24LP2SR</b></p> <ul style="list-style-type: none"> <li>24 * GE Copper + 2 * GE SFP</li> <li>PoE Power: 247 W</li> <li>Switching capacity: 52 Gbps</li> <li>Forwarding Performance: 38.69 Mpps</li> </ul> |

## eKitEngine S220S Series Layer 2 Switches

|  |  |  |
|--|--|--|
|  <p><b>S220S-8T2J</b></p> <ul style="list-style-type: none"> <li>8*GE Copper; 2*2.5GE SFP</li> <li>Switching Capacity: 26 Gbps</li> <li>Forwarding performance: 20 Mpps</li> </ul>                          |  <p><b>S220S-8T2X</b></p> <ul style="list-style-type: none"> <li>8*GE Copper; 2*10GE SFP+</li> <li>Switching Capacity: 56 Gbps</li> <li>Forwarding performance: 42 Mpps</li> </ul>                                       |  |
|  <p><b>S220S-8P4J</b></p> <ul style="list-style-type: none"> <li>8*GE Copper; 4*2.5GE SFP</li> <li>Switching Capacity: 36 Gbps</li> <li>Forwarding performance: 27 Mpps</li> <li>PoE Power: 128W</li> </ul> |  <p><b>S220S-8P4JX</b></p> <ul style="list-style-type: none"> <li>8*GE Copper; 2*2.5GE SFP; 2*10GE SFP+</li> <li>Switching Capacity: 66 Gbps</li> <li>Forwarding performance: 49 Mpps</li> <li>PoE Power: 128W</li> </ul> |  <p><b>S220S-10PN4JX</b></p> <ul style="list-style-type: none"> <li>8*GE Copper (6*GE PoE+); 2*2.5GE PoE+; 2*2.5GE SFP; 2*10GE SFP+</li> <li>Switching Capacity: 76 Gbps</li> <li>Forwarding performance: 57 Mpps</li> <li>PoE Power: 128W</li> </ul> |

|  |   |   |
|--|---|---|
|  <p><b>S220S-24T4J</b></p> <ul style="list-style-type: none"> <li>24*GE Copper; 4*2.5GE SFP</li> <li>Switching Capacity: 68 Gbps</li> <li>Forwarding performance: 51 Mpps</li> </ul>  |  <p><b>S220S-24T4JX</b></p> <ul style="list-style-type: none"> <li>24*GE Copper; 2*2.5GE SFP; 2*10GE SFP+</li> <li>Switching Capacity: 98 Gbps</li> <li>Forwarding performance: 73 Mpps</li> </ul>                           |  <p><b>S220S-24P4J</b></p> <ul style="list-style-type: none"> <li>24*GE Copper; 4*2.5GE SFP</li> <li>Switching Capacity: 68 Gbps</li> <li>Forwarding performance: 51 Mpps</li> <li>PoE Power: 400W</li> </ul>                                      |
|  <p><b>S220S-24P4JX</b></p> <ul style="list-style-type: none"> <li>24*GE Copper; 2*2.5GE SFP; 2*10GE SFP+</li> <li>Switching Capacity: 98 Gbps</li> <li>Forwarding performance: 73 Mpps</li> <li>PoE Power: 400W</li> </ul> |  <p><b>S220S-24LP4JX</b></p> <ul style="list-style-type: none"> <li>24*GE Copper; 2*2.5GE SFP; 2*10GE SFP+</li> <li>Switching Capacity: 98 Gbps</li> <li>Forwarding performance: 73 Mpps</li> <li>PoE Power: 195W</li> </ul> |  <p><b>S220S-26PN4JX</b></p> <ul style="list-style-type: none"> <li>24*GE Copper (22*GE PoE+); 2*2.5GE Combo (PoE+); 2*10GE SFP+</li> <li>Switching Capacity: 98 Gbps</li> <li>Forwarding performance: 73 Mpps</li> <li>PoE Power: 400W</li> </ul> |









## eKitEngine S220 Series Layer 2 Switches

|   |   |   |
|---|---|---|
|  <p><b>S220-8T4S</b></p> <ul style="list-style-type: none"> <li>8 * GE Copper; 4 * GE SFP</li> <li>Switching Capacity: 24 Gbps</li> <li>Forwarding performance: 18 Mpps</li> </ul>                                 |  <p><b>S220-8P4S</b></p> <ul style="list-style-type: none"> <li>8 * GE Copper; 4 * GE SFP</li> <li>Switching Capacity: 24 Gbps</li> <li>Forwarding performance: 18 Mpps</li> <li>PoE Power: 125W</li> </ul>          |   |
|  <p><b>S220-24T4X</b></p> <ul style="list-style-type: none"> <li>24 * GE Copper + 4 * 10GE SFP+</li> <li>Switching capacity: 128 Gbps</li> <li>Forwarding Performance: 95 Mpps</li> </ul>                        |  <p><b>S220-24P4X</b></p> <ul style="list-style-type: none"> <li>24 * GE Copper + 4 * 10GE SFP+</li> <li>PoE Power: 400W</li> <li>Switching capacity: 128 Gbps</li> <li>Forwarding Performance: 95 Mpps</li> </ul> |  <p><b>S220-48T4S</b></p> <ul style="list-style-type: none"> <li>48 * GE Copper + 4 * GE SFP</li> <li>Switching capacity: 104 Gbps</li> <li>Forwarding Performance: 77 Mpps</li> </ul>                               |
|  <p><b>S220-48P4S</b></p> <ul style="list-style-type: none"> <li>48 * GE Copper + 4 * GE SFP</li> <li>PoE Power: 380 W</li> <li>Switching capacity: 104 Gbps</li> <li>Forwarding Performance: 77 Mpps</li> </ul> |  <p><b>S220-48T4X</b></p> <ul style="list-style-type: none"> <li>48 * GE Copper + 4 * 10GE SFP+</li> <li>Switching capacity: 176 Gbps</li> <li>Forwarding Performance: 131 Mpps</li> </ul>                         |  <p><b>S220-48P4X</b></p> <ul style="list-style-type: none"> <li>48 * GE Copper + 4 * 10GE SFP+</li> <li>PoE Power: 380 W</li> <li>Switching capacity: 176 Gbps</li> <li>Forwarding Performance: 131 Mpps</li> </ul> |













Scan the code to download the app for more details.

### eKitEngine S310S Series Layer 2+ Switches




|   |  |  |   |
|---|--|--|---|
|  <p><b>S310S-8T2X</b></p> <ul style="list-style-type: none"> <li>8*GE Copper; 2*10GE SFP+</li> <li>Switching Capacity: 56 Gbps</li> <li>Forwarding performance: 42 Mpps</li> </ul>   |  <p><b>S310S-8P4JX</b></p> <ul style="list-style-type: none"> <li>8*GE Copper; 2*2.5GE SFP; 2*10GE SFP+</li> <li>Switching Capacity: 66 Gbps</li> <li>Forwarding performance: 49 Mpps</li> <li>PoE Power: 128W</li> </ul> |  <p><b>S310S-10PN4JX</b></p> <ul style="list-style-type: none"> <li>8*GE Copper (6*GE PoE+); 2*2.5GE PoE+; 2*2.5GE SFP; 2*10GE SFP+</li> <li>Switching Capacity: 76 Gbps</li> <li>Forwarding performance: 57 Mpps</li> <li>PoE Power: 128W</li> </ul> |  <p><b>S310S-26PN4JX</b></p> <ul style="list-style-type: none"> <li>24*GE Copper (22*GE PoE+); 2*2.5GE Combo (PoE+); 2*10GE SFP+</li> <li>Switching Capacity: 98 Gbps</li> <li>Forwarding performance: 73 Mpps</li> <li>PoE Power: 400W</li> </ul> |
|  <p><b>S310S-24T4J</b></p> <ul style="list-style-type: none"> <li>24*GE Copper; 4*2.5GE SFP</li> <li>Switching Capacity: 68 Gbps</li> <li>Forwarding performance: 51 Mpps</li> </ul> |  <p><b>S310S-24T4JX</b></p> <ul style="list-style-type: none"> <li>24*GE Copper; 2*2.5GE SFP; 2*10GE SFP+</li> <li>Switching Capacity: 98 Gbps</li> <li>Forwarding performance: 73 Mpps</li> </ul>                        |  <p><b>S310S-24P4J</b></p> <ul style="list-style-type: none"> <li>24*GE Copper; 4*2.5GE SFP</li> <li>Switching Capacity: 68 Gbps</li> <li>Forwarding performance: 51 Mpps</li> <li>PoE Power: 400W</li> </ul>   |  <p><b>S310S-24P4JX</b></p> <ul style="list-style-type: none"> <li>24*GE Copper; 2*2.5GE SFP; 2*10GE SFP+</li> <li>Switching Capacity: 98 Gbps</li> <li>Forwarding performance: 73 Mpps</li> <li>PoE Power: 400W</li> </ul>                        |

### eKitEngine S310 Series Layer 2+ Switches


|  |   |  |   |
|--|---|--|---|
|  <p><b>S310-24T4S</b></p> <ul style="list-style-type: none"> <li>24 * GE Copper + 4*GE SFP</li> <li>Switching capacity: 56 Gbps</li> <li>Forwarding Performance: 42 Mpps</li> </ul> |  <p><b>S310-24P4S</b></p> <ul style="list-style-type: none"> <li>24 * GE Copper + 4*GE SFP</li> <li>PoE Power: 400W</li> <li>Switching capacity: 56 Gbps</li> <li>Forwarding Performance: 42 Mpps</li> </ul> |  <p><b>S310-24T4X</b></p> <ul style="list-style-type: none"> <li>24 * GE Copper + 4*10GE SFP+</li> <li>Switching capacity: 128 Gbps</li> <li>Forwarding Performance: 95 Mpps</li> </ul> |  <p><b>S310-24P4X</b></p> <ul style="list-style-type: none"> <li>24 * GE Copper + 4*10GE SFP+</li> <li>PoE Power: 400W</li> <li>Switching capacity: 128 Gbps</li> <li>Forwarding Performance: 95 Mpps</li> </ul> |
|--|---|--|---|

|   |  |  |   |
|---|--|--|---|
|  <p><b>S310-48T4S</b></p> <ul style="list-style-type: none"> <li>48 * GE Copper + 4 * GE SFP</li> <li>Switching capacity: 104 Gbps</li> <li>Forwarding Performance: 77 Mpps</li> </ul>                             |  <p><b>S310-48P4S</b></p> <ul style="list-style-type: none"> <li>48 * GE Copper + 4 * GE SFP</li> <li>PoE Power: 380W</li> <li>Switching capacity: 104 Gbps</li> <li>Forwarding Performance: 77 Mpps</li> </ul> |  <p><b>S310-48T4X</b></p> <ul style="list-style-type: none"> <li>48 * GE Copper + 4 * 10GE optical ports</li> <li>Switching capacity: 176 Gbps</li> <li>Forwarding Performance: 131 Mpps</li> </ul> |  <p><b>S310-48P4X</b></p> <ul style="list-style-type: none"> <li>48 * GE Copper + 4*10GE optical ports</li> <li>PoE Power: 380W</li> <li>Switching capacity: 176 Gbps</li> <li>Forwarding Performance: 131 Mpps</li> </ul> |
|  <p><b>S310-24PN4X</b></p> <ul style="list-style-type: none"> <li>24*2.5GE Copper; 4*10GE SFP+</li> <li>Switching Capacity: 200 Gbps</li> <li>Forwarding performance: 144 Mpps</li> <li>PoE Power: 400W</li> </ul> |  <p><b>S310-24ST4X</b></p> <ul style="list-style-type: none"> <li>16*GE SFP; 8*GE Combo; 4*10GE SFP+</li> <li>Switching Capacity: 128 Gbps</li> <li>Forwarding performance: 95 Mpps</li> </ul>                  |  |   |

### eKitEngine S500 Series Layer 3 Switches

|   |   |  |
|---|---|--|
|  <p><b>S530-24T4XE</b></p> <ul style="list-style-type: none"> <li>24*GE SFP; 4*10GE SFP+;</li> <li>2*12GE stack ports</li> <li>Switching Capacity: 176 Gbps</li> <li>Forwarding performance: 132 Mpps</li> </ul> |  <p><b>S530-24ST4XE</b></p> <ul style="list-style-type: none"> <li>24*GE SFP (8 of which are GE Combo ports); 4*10GE SFP+; 2x12GE stack ports</li> <li>Switching Capacity: 176 Gbps</li> <li>Forwarding performance: 132 Mpps</li> </ul> |  <p><b>S530-48S4XE</b></p> <ul style="list-style-type: none"> <li>48 * GE SFP; 4 * 10GE SFP+; 2x12GE stack ports</li> <li>Switching Capacity: 224 Gbps</li> <li>Forwarding performance: 168 Mpps</li> </ul> |
|---|---|--|

### eKitEngine S600 Series Enhanced Layer 3 Switches

|   |
|---|
|  <p><b>S620-24T16X8Y2CZ</b></p> <ul style="list-style-type: none"> <li>24*GE Copper; 16*10GE SFP+; 8*25GE SFP28; 2*100/40GE QSFP28</li> <li>Switching Capacity: 1168 Gbps</li> <li>Forwarding performance: 800 Mpps</li> <li>Dual power supplies, dual fans</li> </ul> |
|---|



Scan the code to download the app for more details.

# SME Network Portfolio — WLAN

## Wi-Fi 6 Wall Plate AP



AP160

- Dimension: 86\*86mm
- Data Rate: 1.775 Gbps
- Maximum transmit power: 20 dBm
- 2 \* GE Copper
- Maximum power consumption: 9.1 W



AP162E

- Dimension: 86\*86mm
- Data Rate: 2.975 Gbps
- Maximum transmit power: 20 dBm
- 2 \* GE Copper
- Maximum power consumption: 9.1 W



AP263

- Dimension: 160\*86mm
- Data Rate: 2.975 Gbps
- Maximum transmit power: 23 dBm
- 2 \* GE Copper
- Maximum power consumption: 12 W



AP265E

- Dimension: 160\*86mm
- Data Rate: 2.975 Gbps
- Maximum transmit power: 23 dBm
- 5 \* GE Copper
- Maximum power consumption: 9.4 W



AP266

- Dimension: 160\*86mm
- Data Rate: 2.975 Gbps
- Maximum transmit power: 23 dBm
- 5 \* GE Copper (1 \* GE PoE Out)
- Maximum power consumption: 9.4 W

## Wi-Fi 6 Series Outdoor AP



AP761

- Dimension (Width\*Depth\*Height): 200\*200\*69 mm
- Data Rate: 1.775 Gbps
- Maximum transmit power: 28 dBm
- 1 \* GE Copper; 1 \* GE SFP
- IP68
- Operating temperature: -40°C to 65°C

## Wi-Fi 6 Series Settled AP



AP361

- Dimension: 180\*35mm
- Data Rate: 1.775 Gbps
- Maximum transmit power: 20 dBm
- 1 \* GE Copper
- Maximum power consumption: 8.8 W



AP362

- Dimension: 180\*35mm
- Data Rate: 2.975 Gbps
- Maximum transmit power: 20 dBm
- 1 \* GE Copper
- Maximum power consumption: 11.2 W



AP362E

- Dimension: 180\*35mm
- Data Rate: 2.975 Gbps
- Maximum transmit power: 23 dBm
- 1 \* GE Copper
- Maximum power consumption: 9.4 W



AP661

- Dimension: 180\*35mm
- Data Rate: 6.575 Gbps
- Maximum transmit power: 26 dBm
- 1 \* 2.5GE Copper + 1 \* GE Copper
- Maximum power consumption: 21.2 W



Scan the code to download the app for more details.

### Wi-Fi 7 Series Settled APs



AP371

- Dimension: 180 \* 35mm
- Data Rate: 3.57 Gbps
- Maximum transmit power: 23 dBm
- 1 \* 2.5GE Copper
- Maximum power consumption: 13.6 W



AP673

- Dimension: 180 \* 35mm
- Data Rate: 13.66 Gbps
- Maximum transmit power: 26 dBm
- 1 \* 5GE Copper, 1 \* GE Copper
- Maximum power consumption: 21.1 W

### AC600 Series WAC



AC650-128AP

- 10 \* GE Copper + 2 \* 10GE SFP+
- Forwarding capability: 10 Gbps
- Maximum number of manageable APs: 128
- Number of clients: 1024



AC650-256AP

- 10 \* GE Copper + 2 \* 10GE SFP+
- Forwarding capability: 10 Gbps
- Maximum number of manageable APs: 256
- Number of clients: 2048



AC650-512AP

- 10 \* GE Copper, 2 \* 10 GE SFP+
- Forwarding Capacity: 10 Gbps
- Maximum Number of Managed APs: 512
- Number of Clients: 4096

## SME Network Portfolio — Gateway

### AR700/300 Series Multi-service Gateways



AR720

- 2 \* GE Combo WAN + 8\*GE Copper LAN
- Forwarding performance (64-byte): 9 Mpps to 25 Mpps
- Number of Clients: 700



AR730

- 1 \* 10GE SFP+ + 2 \* GE Combo WAN + 1 \* GE Combo port + 8 \* GE Copper LAN
- Forwarding performance (64-byte): 9 Mpps to 25 Mpps
- Number of Clients: 1200



AR303

- 1\*GE Combo; 4\*GE Copper
- Forwarding performance (64 byte): 300 Kpps
- Number of Clients: 200



AR303W

- 1\*GE Combo; 4\*GE Copper
- Wi-Fi 5: 866 Mbps
- Forwarding performance (64 byte): 300 Kpps
- Number of Clients: 200

### S380 Series Multi-service Gateways



S380-L4T1T

- 1 \* GE Copper WAN + 4 \* GE Copper LAN
- Number of Clients: 200
- Switching Capacity: 8 Gbps
- Forwarding Performance: 420 Kpps
- Number of managed APs: 32



S380-L4P1T

- 1 \* GE Copper WAN + 4 \* GE Copper LAN
- Number of Clients: 200
- Switching Capacity: 8 Gbps
- Forwarding Performance: 420 Kpps
- Number of managed APs: 32; PoE Power: 50W



S380-S8T2T

- 2 \* GE Copper WAN + 8 \* GE Copper LAN
- Number of Clients: 300
- Switching Capacity: 16 Gbps
- Forwarding Performance: 420 Kpps
- Number of managed APs: 64



S380-S8P2T

- 2 \* GE Copper WAN + 8 \* GE Copper LAN
- Number of Clients: 300
- Switching Capacity: 16 Gbps
- Forwarding Performance: 420 Kpps
- Number of managed APs: 64
- PoE Power: 124W



S380-H8T3ST

- 1 \* GE SFP + 2 \* GE Copper WAN + 8 \* GE Copper LAN
- Number of Clients: 500
- Switching Capacity: 16 Gbps
- Forwarding Performance: 420 Kpps
- Number of managed APs: 128

## SME Network Portfolio — Firewall

### USG6000E-S Series AI Firewalls



USG6000E-S03

- 2\*10GE (SFP+) +10\*GE
- Desktop model
- Number of clients: 400



USG6000E-S13

- 2\*10GE (SFP+) +8\*GE Combo+2\*GE
- 1U Rack-mounted model
- Number of clients: 700



# Intelligent Collaboration



Scan the code to download the app for more details.

# Smart Office

Smart choice for enterprise digital office.

## Scenario Analysis

Unified experience is required in various meeting scenarios.



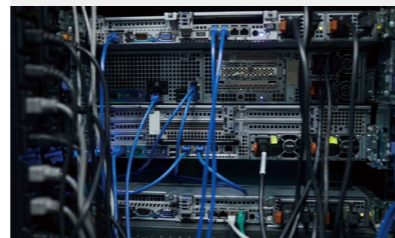
- There are many branches across the country, and there is a large demand for remote communication.
- Multiple scenarios such as internal meetings, external meetings, and workshops are involved.

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.

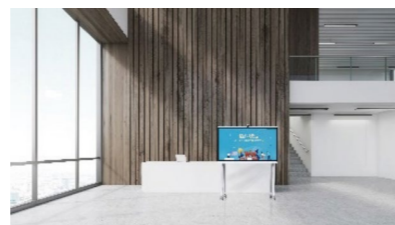
## Scenario-based Product Portfolio



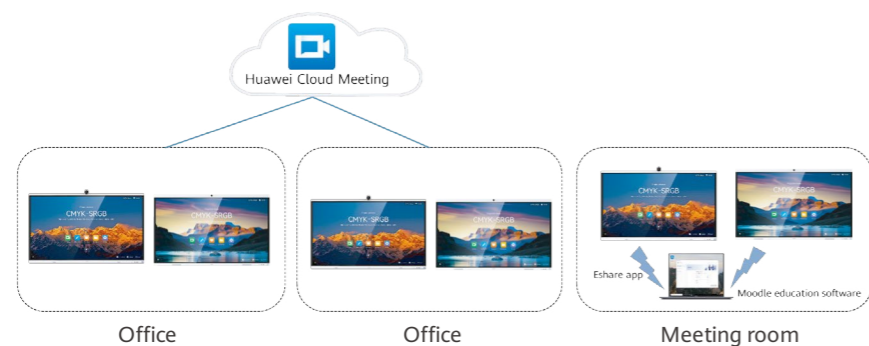
Executive office



Remote training for employees



Office bulletin board



IdeaShare I Cast+ | DLNA | IdeaShare Key

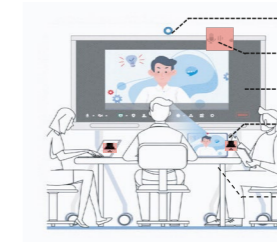


## Product Portfolio Highlights



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.

## User 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-in-one and unified management and brand culture communication between the HQ and subsidiaries help the enterprise accelerate digital office transformation.



Scan the code to download the app for more details.

# Smart Classroom

Enable digital education transformation.

## Scenario Analysis

### Cooperative teacher-student relationship



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

### Interactive teaching method



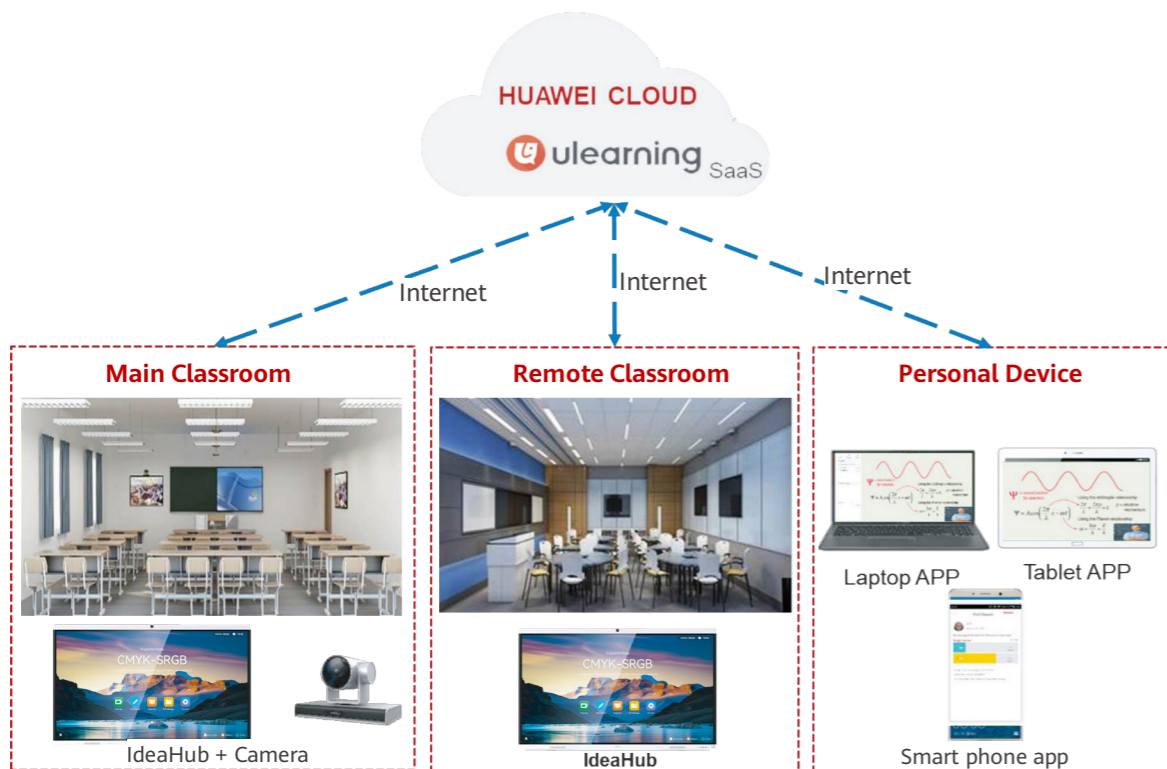
- Shift from passive, teacher-centered learning to interactive, heuristic teaching featuring guidance, discussion, and sharing.

### Hybrid learning



- Online + offline hybrid interactive teaching

## Scenario-based Product Portfolio

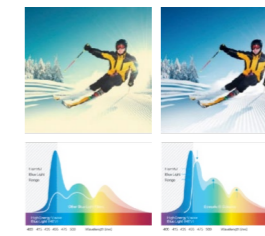


## Product Portfolio Highlights



### Highly integrated learning environment

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



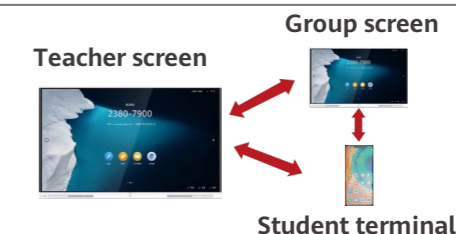
### 4K soft light screen for eye comfort and protection

- 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



### 3-tier Inter-screen Interaction

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

## User 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.



Scan the code to download the app for more details.

# Smart Retail store

Prestige experience of store digitalization.

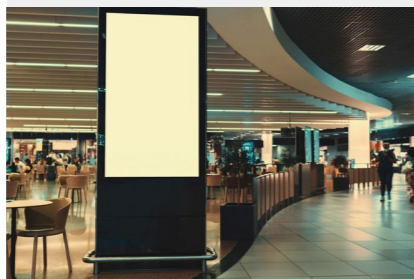
## Scenario Analysis

**Low publicity efficiency in stores**



Costly offline materials and low reuse rate

**Demonstration limited by space**



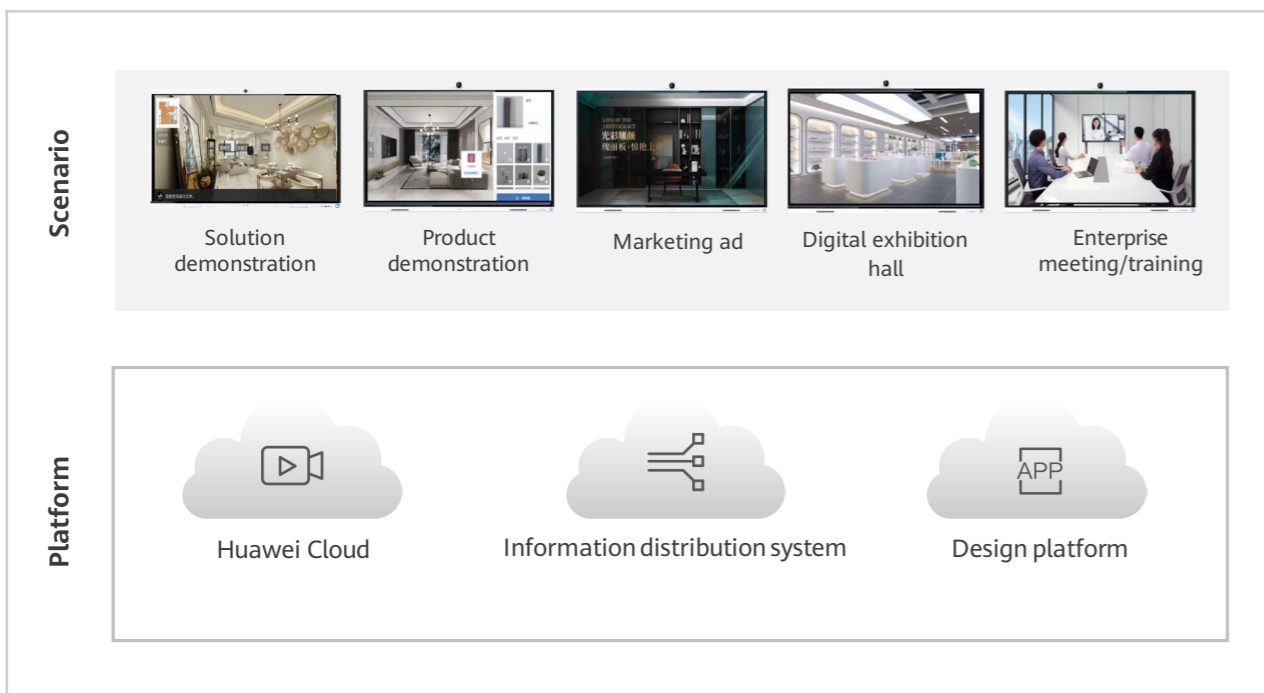
Lack of interactive experience and single demonstration mode

**High cost of remote communication**

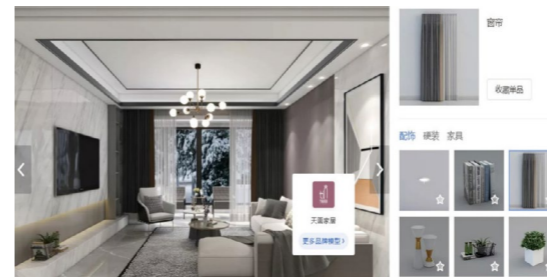


Repeated communication and inconsistent information

## Scenario-based Product Portfolio

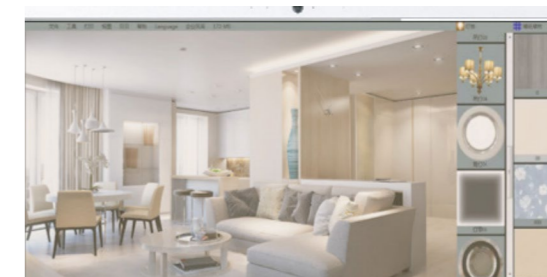


## Product Portfolio Highlights



**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 desire
- 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

## User 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.





Scan the code to download the app for more details.

# Smart Business Hotel

Make hotel meetings smarter and efficiency.

## Scenario Analysis

| Subcontractor  | Hotel owner   |
|--|---|
|  <ul style="list-style-type: none"> <li>Simple and efficient deployment solution</li> <li>Remote O&amp;M support</li> </ul> |  <ul style="list-style-type: none"> <li>Use modern and interactive electronic products to present materials or play videos during the activities of customer circles.</li> <li>A unified marketing platform is required.</li> </ul> |



Simple installation and deployment



Unified store marketing platform



Easy to learn and easy to use

## Product Portfolio 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.

## User Benefits



Unified marketing base

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



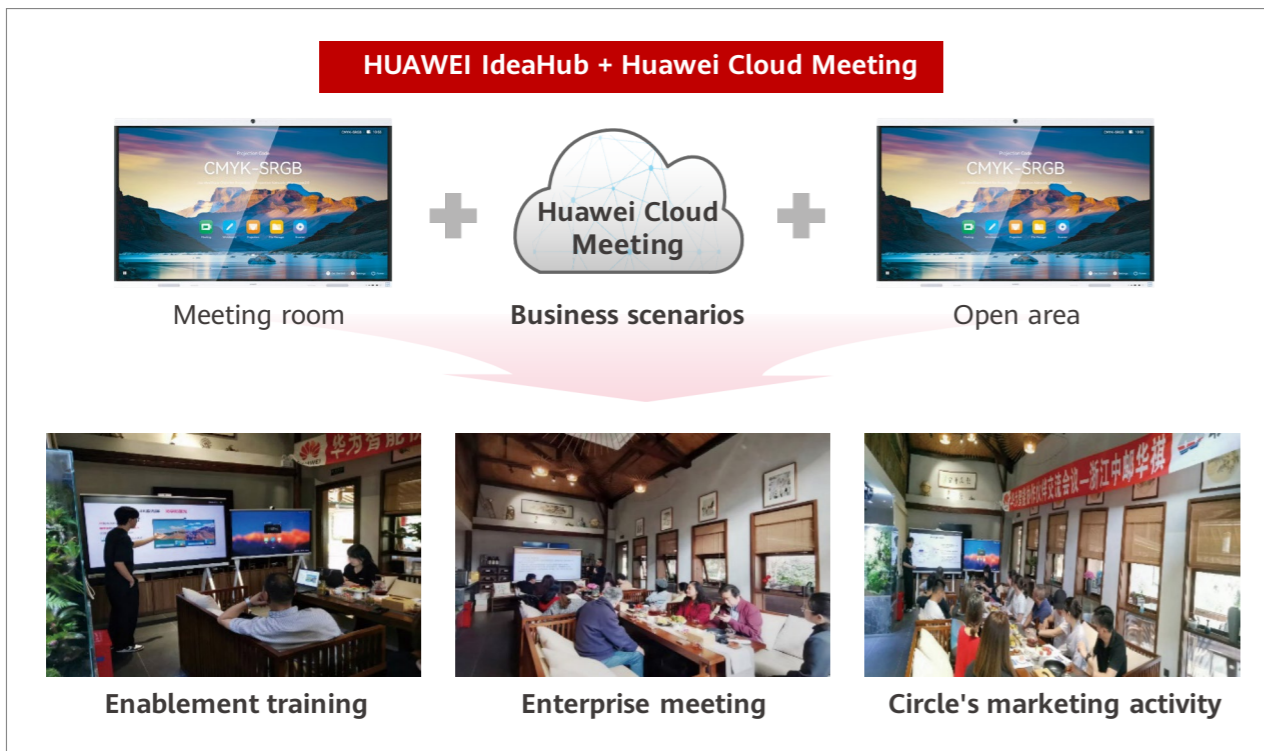
Value of packages and portfolios

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.

## Scenario-based Product Portfolio





Scan the code to download the app for more details.

# Smart Healthcare

Provide professional care with smart healthcare.

## Scenario Analysis

### Healthcare efficiency



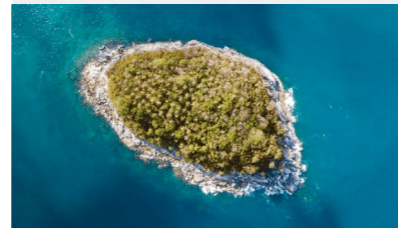
- Break down and sort out nursing tasks manually.
- Transcribe the information of nursing services manually.
- Write handover reports every day.

### Quality & security



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

### Information center



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

## Product Portfolio 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.

## User 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.



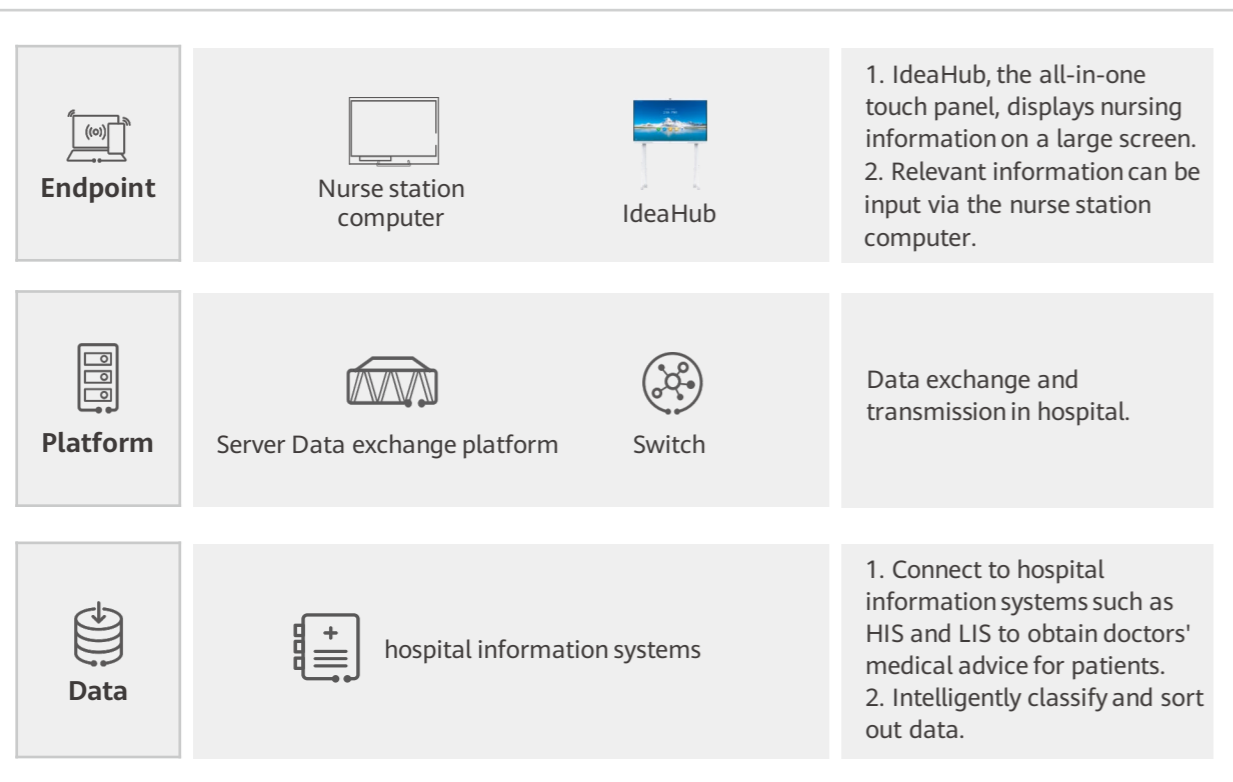
### Information section

- 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.

## Scenario-based Product Portfolio







Scan the code to download the app for more details.

# Digital Bank Branch

Bring digital experience to every customer.

## Scenario Analysis

| Subcontractor  | Customer  |
|--|---|
|  <ul style="list-style-type: none"> <li>Simple installation</li> <li>Issues can be remotely located, simplifying O&amp;M</li> </ul> |  <ul style="list-style-type: none"> <li>Data security and reliability</li> <li>HQ information, such as remote training, can be efficiently transferred</li> </ul> |



Assistance for outlets' digital transformation



Secure and reliable data

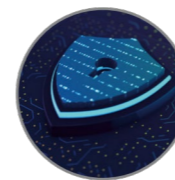


Easy deployment and O&M

## Scenario-based Product Portfolio

| User group           | Bank customer       | Account manager       | Operations personnel   | Governor/Manager |
|----------------------|---------------------|-----------------------|------------------------|------------------|
|                      |                     |                       |                        |                  |
| Application endpoint |                     |                       |                        |                  |
| Application scenario | Intelligent service | Intelligent marketing | Intelligent operations |                  |

## Product Portfolio Highlights



**Are there any potential risks for the security of service information and data? There is ccEA L5+ 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 room.**

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.

## User 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**

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



**Smooth communication within the organization**

Invest once to acquire multiple application scenarios, such as internal morning meetings, inter-department 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.



Scan the code to download the app for more details.

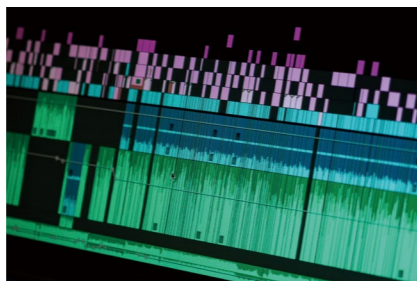
# Digital Community

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 Product Portfolio



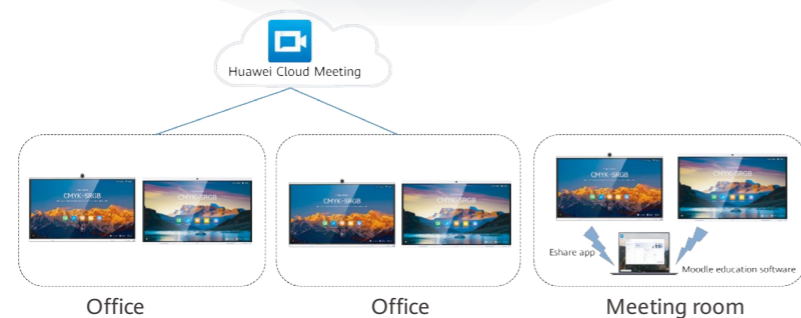
Administrative meeting



Community service



Training



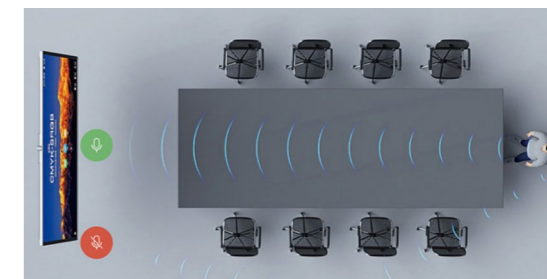
IdeaShare | Cast+ | DLNA | IdeaShare Key

## Product Portfolio Highlights



Professional-grade 4k camera

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



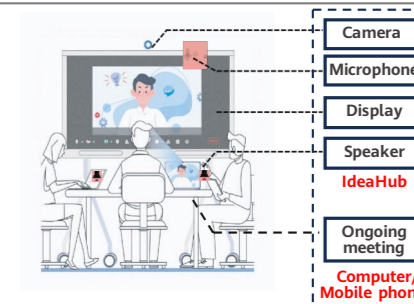
Clear sound pickup within 12 meters

- 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

## User 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.



Scan the code to download the app for more details.

# HUAWEI IdeaHub portfolio for the distribution market

## IdeaHub S2

More intelligence IdeaHub for High quality meeting

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

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



65"/75"/86"



## IdeaHub B3

New generation IdeaHub for HD cloud conferencing

- BYOM (bring your own meeting)
- AI-powered communication
- Smart office collaboration

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

65"/75"/86"



## IdeaHub B2

IdeaHub designed for HD cloud conferencing

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

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



Scan the code to download the app for more details.

65"/75"/86"



## IdeaHub Board 2

**Bring Digital to Every Classroom for Interactive Teaching and Immersive Learning**

- 4K soft light screen for better eye care
- Convenient projection, easy to use
- 25 ms low latency for smooth writing

Scenarios: digital classroom, hybrid learning, collaborative classroom

138"



## IdeaPresence

**Immerse Yourself in Infinity**

- Stunning minimalist design
- Cool-running COB display
- Rock-solid security protection

Scenarios: Midsized and large meeting rooms, High-level consultation room, Lecture hall, Command center, Exhibition hall, IOC

# 2024 IdeaHub eKit Product

## Main Specification Overview

| Product Name               | IdeaHub Board 2                | IdeaHub B2                     |
|----------------------------|--------------------------------|--------------------------------|
| <b>Product positioning</b> | <b>Entry-level (education)</b> | <b>Basic-level</b>             |
| <b>Highlights</b>          | /                              | /                              |
|                            | Low-latency writing            | Native cloud meeting           |
|                            | Dual-band Wi-Fi for projection | Low-latency writing            |
|                            | /                              | Dual-band Wi-Fi for projection |
|                            | /                              | /                              |
| <b>Size</b>                | 65"/75"/86"                    | 65"/75"/86"                    |
| <b>Color</b>               | Jade white                     | Jade white                     |
| <b>OS</b>                  | Android                        | Android                        |
|                            | Windows (OPS required)         | Windows (OPS required)         |
| <b>Memory/Hard disk</b>    | 4 GB + 32 GB                   | 4 GB + 32 GB                   |
| <b>Camera</b>              | /                              | 4K professional                |
| <b>Microphone/Speaker</b>  | None/30 W                      | 10 m sound pickup/30 W         |
| <b>Meeting specs</b>       | /                              | /                              |
|                            | /                              | 1080p cloud meeting            |
| <b>Interface</b>           | /                              | /                              |
|                            | ...                            | ...                            |

| Product Name               | IdeaHub B3                    | IdeaHub S2                    |
|----------------------------|-------------------------------|-------------------------------|
| <b>Product positioning</b> | <b>Middle-end</b>             | <b>High-end</b>               |
| <b>Highlights</b>          | /                             | /                             |
|                            | 1080p HD cloud meeting        | 1080p on-premises Meeting     |
|                            | BYOM                          | 1080p HD cloud meeting        |
|                            | Wi-Fi 6 for direct projection | BYOM                          |
|                            | Intelligent tracking          | Wi-Fi 6 for direct projection |
|                            | /                             | Intelligent tracking          |
|                            | /                             | Acoustic baffle               |
| <b>Size</b>                | 65"/75"/86"                   | 65"/75"/86"                   |
| <b>Color</b>               | Jade white                    | Jade white                    |
| <b>OS</b>                  | HarmonyOS                     | HarmonyOS                     |
|                            | Windows (OPS required)        | Windows (OPS required)        |
| <b>Memory/Hard disk</b>    | 8 GB + 64 GB                  | 8 GB + 64 GB                  |
| <b>Camera</b>              | 4K professional               | 4K professional               |
| <b>Microphone/Speaker</b>  | 10 m sound pickup/30 W        | 12 m sound pickup/40 W        |
| <b>Meeting specs</b>       | /                             | /                             |
|                            | 1080p cloud meeting           | 1080p on-premises meeting     |
|                            | /                             | /1080p cloud meeting          |
| <b>Interface</b>           | /                             | Touch                         |
|                            | ...                           | ...                           |



# MiniFTTO



Scan the code to download the app for more details.

# All-Optical Office Network for Small and Medium Business

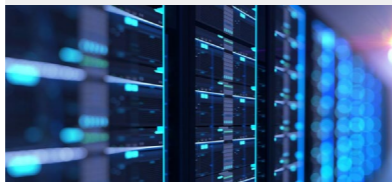
## Scenario Analysis

### 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

## Product Portfolio 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.

## User Benefits



### Extraordinary experience

- Innovative optical gateway: a high rate of 2.5 Gbit/s, ultra-large 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 space
- Next-gen PoF cables: plug-and-play terminals, zero-touch provisioning



### Easy O&M

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

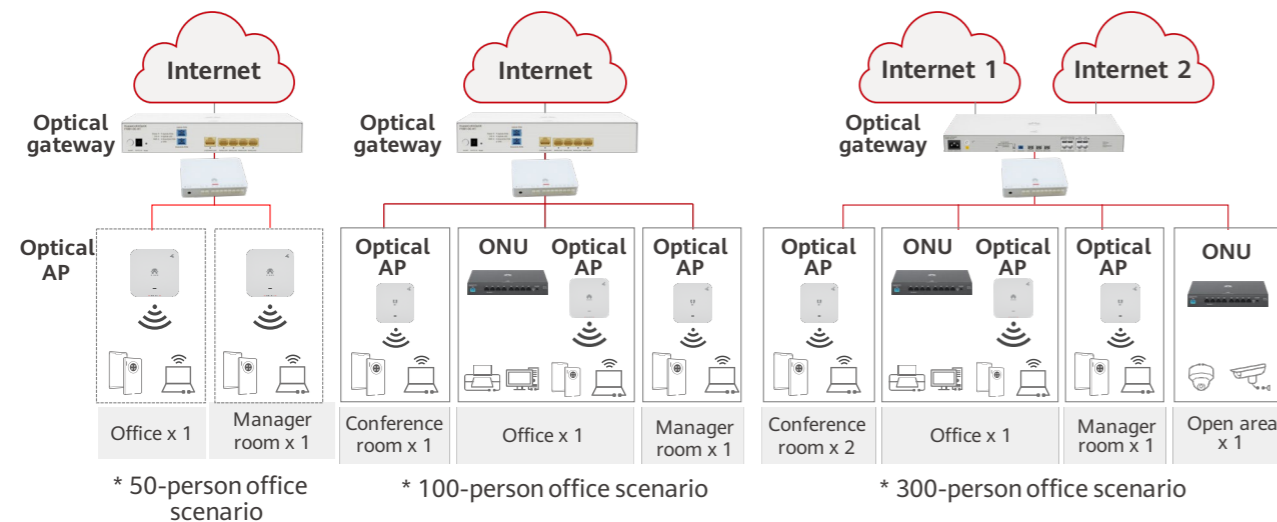
## Success Story

### 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        |

## Scenario-based Product Portfolio



Typical configuration

| Device             | 50-Person Office |          | 100-Person Office |          | 300-Person Office |          |
|--------------------|------------------|----------|-------------------|----------|-------------------|----------|
|                    | Model            | Quantity | Model             | Quantity | Model             | Quantity |
| Optical gateway    | F1001-DC-H1      | 1        | F1001-DC-H1       | 1        | F1002-AC-H1       | 1        |
| Ceiling optical AP | F600C-30-1GH     | 4        | F600C-30-1GH      | 8        | F600C-30-1GH      | 32       |
| PoE ONU            | F200D-8P         | 1        | F200D-8P          | 2        | F200D-8P          | 6        |
| Optical socket     | ATB3120-S-8      | 1        | ATB3120-S-8       | 2        | ATB3120-S-8       | 5        |



Scan the code to download the app for more details.

# 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-and-play 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**

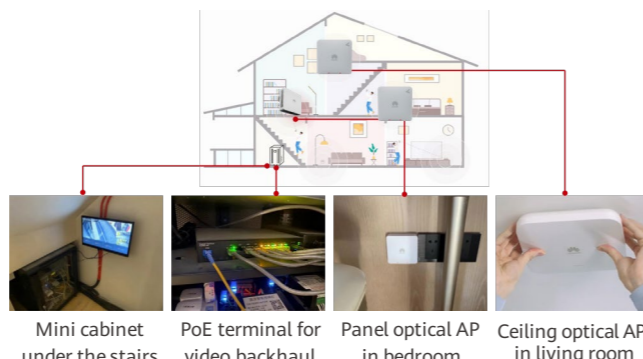


Refined parental control (by person/time/terminal)  
Stable connection at 2.4 GHz  
Ultra-gigabit at 5 GHz

## Scenario-based Product Portfolio



One-story flat

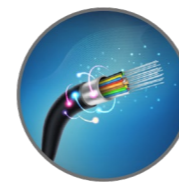


Multi-story house

Typical configuration

| Device             | One-Story    |          | Multi-Story  |          |
|--------------------|--------------|----------|--------------|----------|
|                    | Model        | Quantity | Model        | Quantity |
| Optical gateway    | F1001-DC-H1  | 1        | F1001-DC-H1  | 1        |
| Ceiling Optical AP | F600C-30-1GH | 5        | F600C-30-1GH | 8        |
| PoE ONU            | /            | /        | F200D-8P     | 2        |
| Optical socket     | ATB3120-S-8  | 1        | ATB3120-S-8  | 2        |

## Product Portfolio Highlights



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

- PoF cables and Optical APs give full play to the advantages of Wi-Fi 6.
- 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

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



### Application identification and control

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

## User 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, short-form 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        |

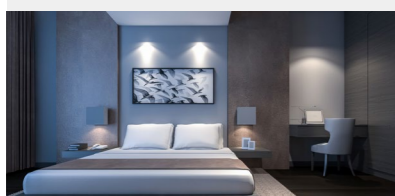


Scan the code to download the app for more details.

# All-Optical Network for Business Hotel Network

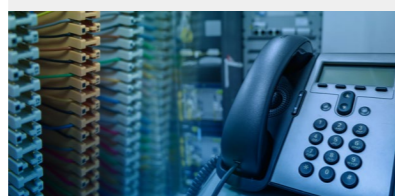
## Scenario Analysis

### Fast Internet access and good experience



Good network experience, zero frame freezing for Wi-Fi and IPTV  
No network complaints during peak hours

### Simple construction



Simple construction and cabling, reducing overall costs

### Easy O&M



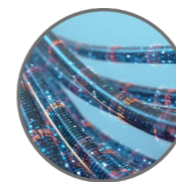
Easy O&M, fast fault locating and recovery

## Product Portfolio Highlights



### All-in-one multi-function Optical gateway

Integrated optical gateway, simplified Layer-2 network architecture, and 2.5 Gbit/s bandwidth to APs



### One-fiber multi-service Optical AP

One device supports phone, guest control, Wi-Fi, and wired, simplifying deployment.



### One-click smart O&M HUAWEI eKit app

HUAWEI eKit app scans the code for deployment and remote one-click O&M

## User Benefits



### Deliver a premium service experience

10GE egress and 2.5 Gbit/s high rate.  
HD IPTV, wireless projection, and low latency



### Simplified O&M

HUAWEI eKit app one-click remote O&M, simple and easy

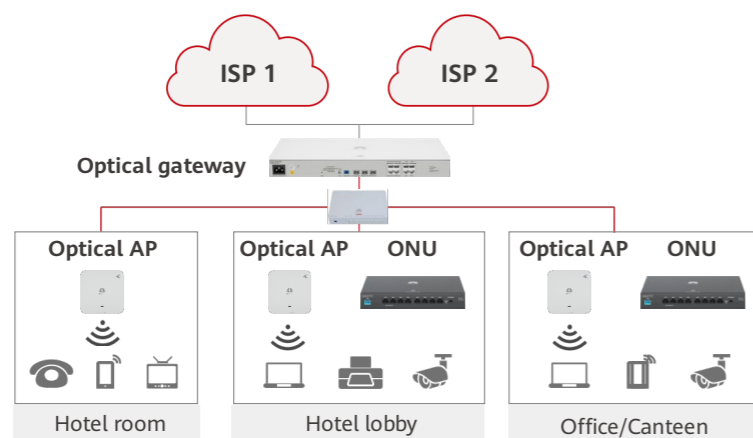
## Success Story

### An express hotel in Shenzhen

All-Optical premium experience hotel: One fiber for one room. One fiber to carry multiple hotel services, reducing costs;  
2.5 Gbit/s to the room, high bandwidth, and zero frame freezing during peak hours;  
Remote intelligent O&M of the HUAWEI eKit app reduces the fault recovery time by 50%.

| Device             | Model         | Quantity |
|--------------------|---------------|----------|
| Optical Gateway    | F1001-AC      | 1        |
| Desk Optical AP    | F600D-12-4G1V | 20       |
| Ceiling Optical AP | F600C-30-1GH  | 2        |
| POE ONU            | F200D-8P      | 1        |

## Scenario-based Product Portfolio



Typical configuration

| Device             | Model         | Quantity |
|--------------------|---------------|----------|
| Optical Gateway    | F1002-AC-H1   | 1        |
| Desk Optical AP    | F600D-12-4G1V | 20       |
| Ceiling Optical AP | F600C-30-1GH  | 1        |
| POE ONU            | F200D-8P      | 1        |
| Optical socket     | ATB3120-S-8   | 3        |



Scan the code to download the app for more details.

# All-Optical Network for Stores

## Scenario Analysis



**Superior experience**  
Gigabit Wi-Fi everywhere

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

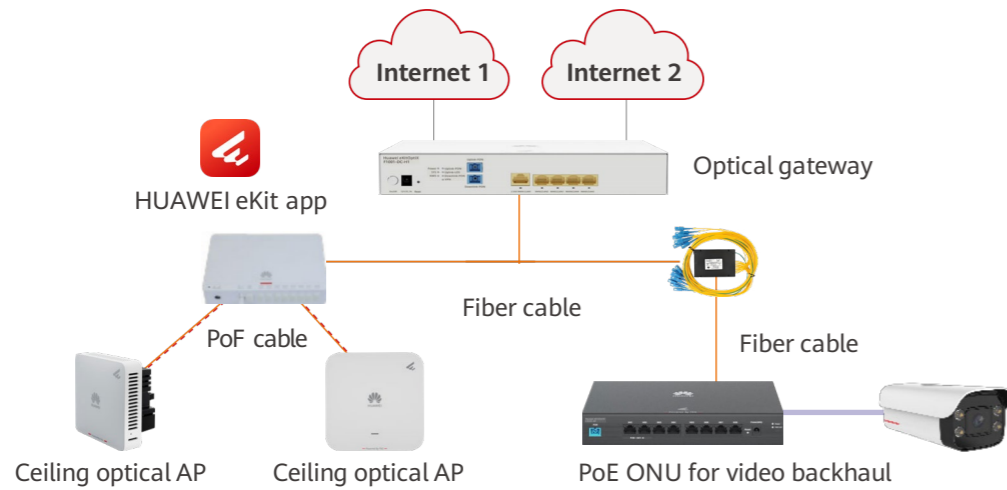


### Requirements

**Easy to maintain**  
Troubleshooting **within 1 min**  
Visible and manageable



## Scenario-based Product Portfolio



Typical configuration

| Device                   | ≤200m <sup>2</sup> |          | >200m <sup>2</sup> |          |
|--------------------------|--------------------|----------|--------------------|----------|
|                          | Model              | Quantity | Model              | Quantity |
| Optical gateway          | F1001-DC-H1        | 1        | F1002-AC-H1        | 1        |
| Ceiling Optical AP       | F600C-30-1GH       | 3        | F600C-30-1GH       | 5        |
| PoE ONU                  | /                  | /        | F200D-8P           | 2        |
| Optical socket           | ATB3120-S-8        | 1        | ATB3120-S-8        | 1        |
| Passive optical splitter | 1:8 Splitter       | 1        | 1:8 Splitter       | 1        |

## Product Portfolio 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.

## User 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.

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



Scan the code to download the app for more details.

# MiniFTTO Portfolio

## Optical gateway

**F1001-AC**



NNI: 4 x GE (WAN/LAN multiplexing)/1 x XG-PON  
UNI: 4 x GE (WAN/LAN multiplexing) + 8 x GPON (XC/UPC, PoF) + 16 x GPON (SC/UPC)  
Device connection capacity: 300  
Number of access terminals: 24

**F1001-DC-H1**



NNI: 1\*BOB (XGS-PON/XG-PON)+1\*2.5GE (WAN/LAN)  
UNI: 1\*GPON + 1\*2.5GE (WAN/LAN) + 4\*GE  
Device connection capacity: 300  
Number of access terminals: 32

**F1002-AC-H1**



NNI: 1\*BOB (XGS-PON/XG-PON)+1\*XGE + 4\*GE (WAN/LAN)  
UNI: 2\*GPON + 4\*GE + 4\*GE (WAN/LAN)  
Device connection capacity: 1000  
Number of access terminals: 256

## ONU

**F100D-4G**



Box-shaped ONU  
NNI: GPON  
UNI: 4 x GE

**F200D-8G**



Box-shaped ONU  
NNI: GPON  
UNI: 8 x GE

**F200D-8P**



Box-shaped ONU  
NNI: GPON  
UNI: 8 x GE, PoE/PoE+

**F100P-2G**



Panel ONU  
NNI: GPON  
UNI: 2 x GE

## Optical AP

**F600C-30-1GH**



Ceiling Optical AP  
NNI: GPON  
UNI: 1 x GE + 2.4 GHz & 5 GHz Wi-Fi 6

**F600D-30-4G1V**



Desktop Optical AP  
NNI: GPON  
UNI: 4 x GE + 1 x POTS + 1 x USB + 2.4 GHz & 5 GHz Wi-Fi 6

**F500D-12-4G1V**



Wall-mounted Optical AP  
NNI: GPON  
UNI: 4 x GE + 1 x POTS + 1 x USB + 2.4 GHz & 5 GHz Wi-Fi 5

## Optical component

**Prefabricated dual-ended PoF cable**



Ports: prefabricated XC/UPC small and micro connectors at both ends  
Length: 20/30/50/60/80 m

**ATB3120-S-8**



Optical socket (including the power adapter)  
Port: XC/UPC  
Split ratio: unequal 1:9





Scan the code to download the app for more details.

# ERP Data Storage for Small and Medium-Sized 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

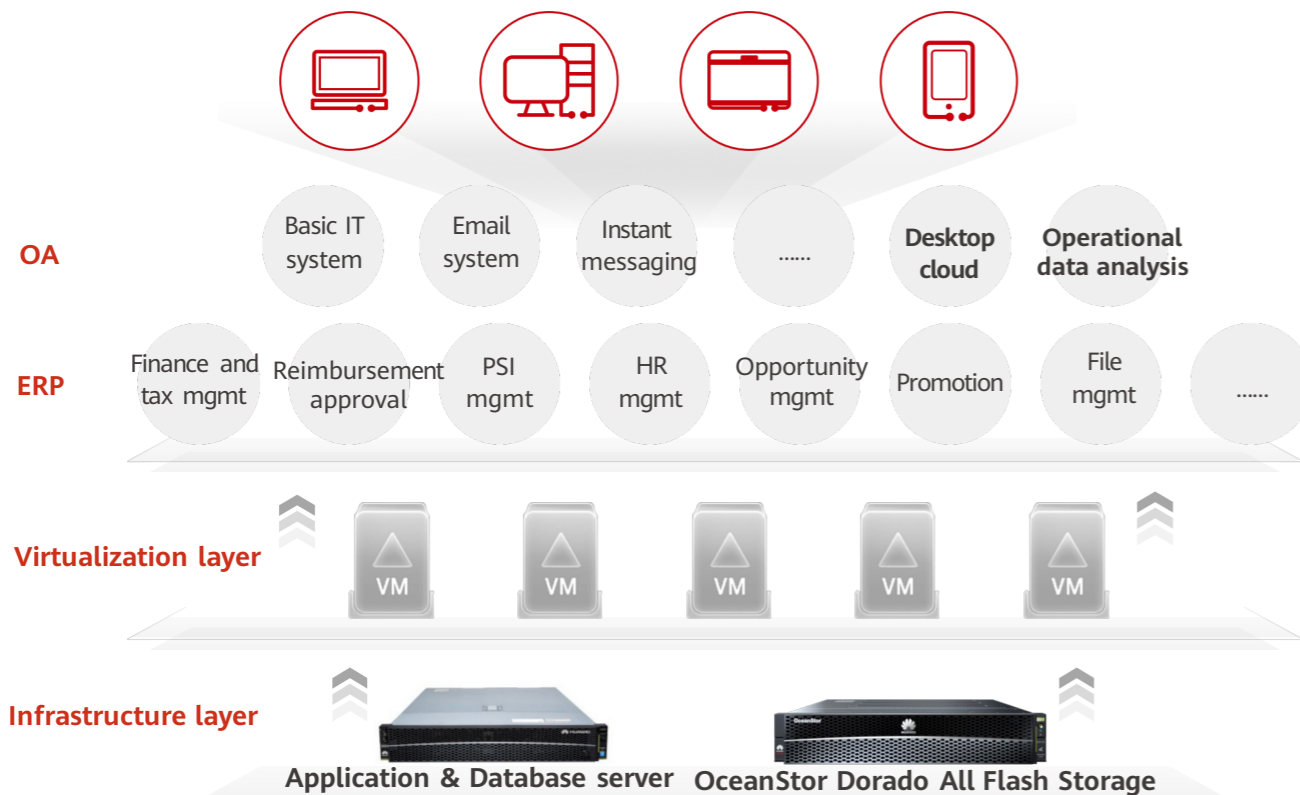


Secure data with low risks



Efficient system O&M

## Scenario-based Product Portfolio



| 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 Dorado 2020 (2U, Dual Controllers, 4 x 10GB, 6 x 1.92TB SAS, SAN Basic Software License) |

## Product Portfolio 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.

## User 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.



Scan the code to download the app for more details.

# IT Infrastructure of 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



Smooth services during peak hours



Quick service recovery

## Scenario-based Product Portfolio

Doctor front-end workstation



Application cluster



OceanStor Hybrid Flash storage  
SAN & NAS supported

| Device           | Configuration   |
|------------------|---|
| Recommended ISVs | HIS/PACS Software   |
| Storage          | OceanStor 5220 (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   |

## Product Portfolio 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%.

## User 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.

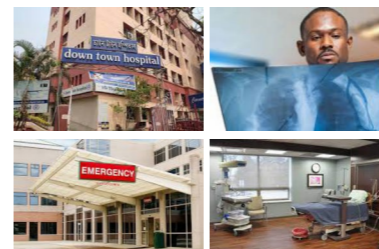


Converged deployment

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.



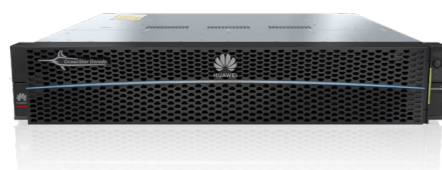
Scan the code to download the app for more details.

# HUAWEI eKitStor SSD series portfolio for the distribution market

## All-Flash Storage

### OceanStor Dorado 2020 All-Flash Storage

Cost-effective all-flash storage system



OceanStor Dorado 2020 is a cost-effective all-flash storage system. It features an innovative hardware platform and FlashLink intelligent software algorithms, which combine to deliver a 50% higher performance. OceanStor Dorado 2020's active-active architecture ensures high reliability, and its simplified graphical user interface (GUI) design helps simplify operations and maintenance (O&M). It provides superb performance to meet the needs of structured data applications such as databases and virtualization of small and medium enterprises.

- 2 U enclosure with integrated disks, dual controllers, and 64 GB cache
- Standard configuration: 8 x GE + 4 x 10G (fully configured with optical modules) host ports.
- Each controller can be configured with two interface modules. Energy savings: 30% lower power consumption than competing products, effectively reducing OPEX
- Designed for structured data with 20+ professional storage features for significantly higher performance than hybrid flash storage products

## HUAWEI eKitStor SSD

### eKitStor Xtreme 300P Standard U.2 SSD for Servers

Widely compatible standard U.2 SSD for servers



A standard SSD for servers offers multiple capacity options, delivering much better performance and optimized power consumption than HDD. It is compatible with mainstream servers.

- Fast: U.2 interface with support for PCIe protocols, delivering ultra-high random read/write IOPs and ultra-low write latency
- Intelligent: intelligent multi-stream to implement fine-grained service I/O adaptation and quality of service (QoS)
- Multiple options: 3.2/3.84/6.4/7.68/15.36TB

## Hybrid Flash Storage

### OceanStor 5120/5220 Hybrid Flash Storage

New-gen hybrid flash storage systems



The OceanStor 5120/5220 new-gen hybrid flash storage systems boast powerful convergence capabilities in SAN and NAS integration and intergenerational data. The systems provide excellent data services for customer applications including databases, virtualization, file sharing, and document management.

- SAN and NAS integration and the gateway-free active-active solution
- System cache: 32 GB/64 GB (OceanStor 5120); 64 GB/96 GB (OceanStor 5220)
- Front-end channel port types: Fiber Channel (FC), iSCSI, NFS, and CIFS
- Ease of use and maintenance: DME IQ enables deployment by scanning barcodes and remote O&M

## HUAWEI eKitStor SSD

### eKitStor Xtreme 200E M.2 NVMe SSD

High-performance SSD to unleash PC performance



An industry-leading M.2 NVMe SSD with high performance, high reliability, and low power consumption is designed to unleash powerful computer performance for a wide array of application scenarios such as PCs, laptops, and DIY.

- Superb performance: Sequential read speeds of up to 7,000 MB/s and random write speeds of up to 1.000K Iops
- Multiple options: 512 GB/1 TB
- Energy saving: power consumption < 6W

# 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.



## For Distribution Partner

Build e-commerce-like capabilities of transaction and digital operation

## For Subcontractors

provide all-scenario operations and one-stop service experience

## For End Users

Connect ICT products and digitalized requirements

ekit.huawei.com

HUAWEI eKit website



HUAWEI eKit app



## Online Store

Gold DPs place orders for the stock, promotion and demo products online and view the progress in real time.

*(Only on HUAWEI eKit Website)*

Subcontractors and users submit procurement intents to the nearby DP.

## Product Selection

Quickly select needed products and generate selection lists with one click.

Product specifications and parameters are compared one by one so as to aim at product differences directly.

*(Only on the HUAWEI eKit app)*

## Marketing Mgmt.

Materials for multiple marketing scenarios to support partners in developing customers.

One-click activity creation, automatic generation of invitation letters, online registration & on-site sign-in, clear and visible activity data.

*(Only on the HUAWEI eKit app)*

## Self-service

Support SME network, data storage, and miniFTTO deployment, and devices can go online in minutes.

One-click routine O&M covering device configuration, upgrade, restart, and network optimization, live-network troubleshooting online.

## Partner Operation

Manage lower-level partner information.

Online performance confirmation, rich performance dashboard information. Incentives for self-reconciling and convenient delegation

Self-reporting for PSI Data.



# DIGITALIZATION FOR SUCCESS