

2011-11-16

Security Level:

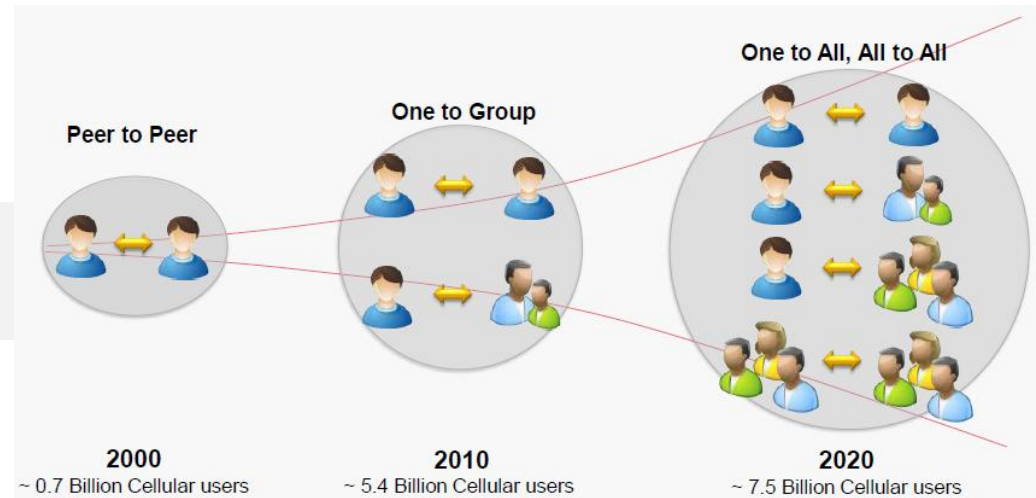
Leadership beyond the Cloud

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The past, now and the future

Telephony usage increases tenfold in 20 years



Mobile data usage increases by a factor 25000 in 20 years



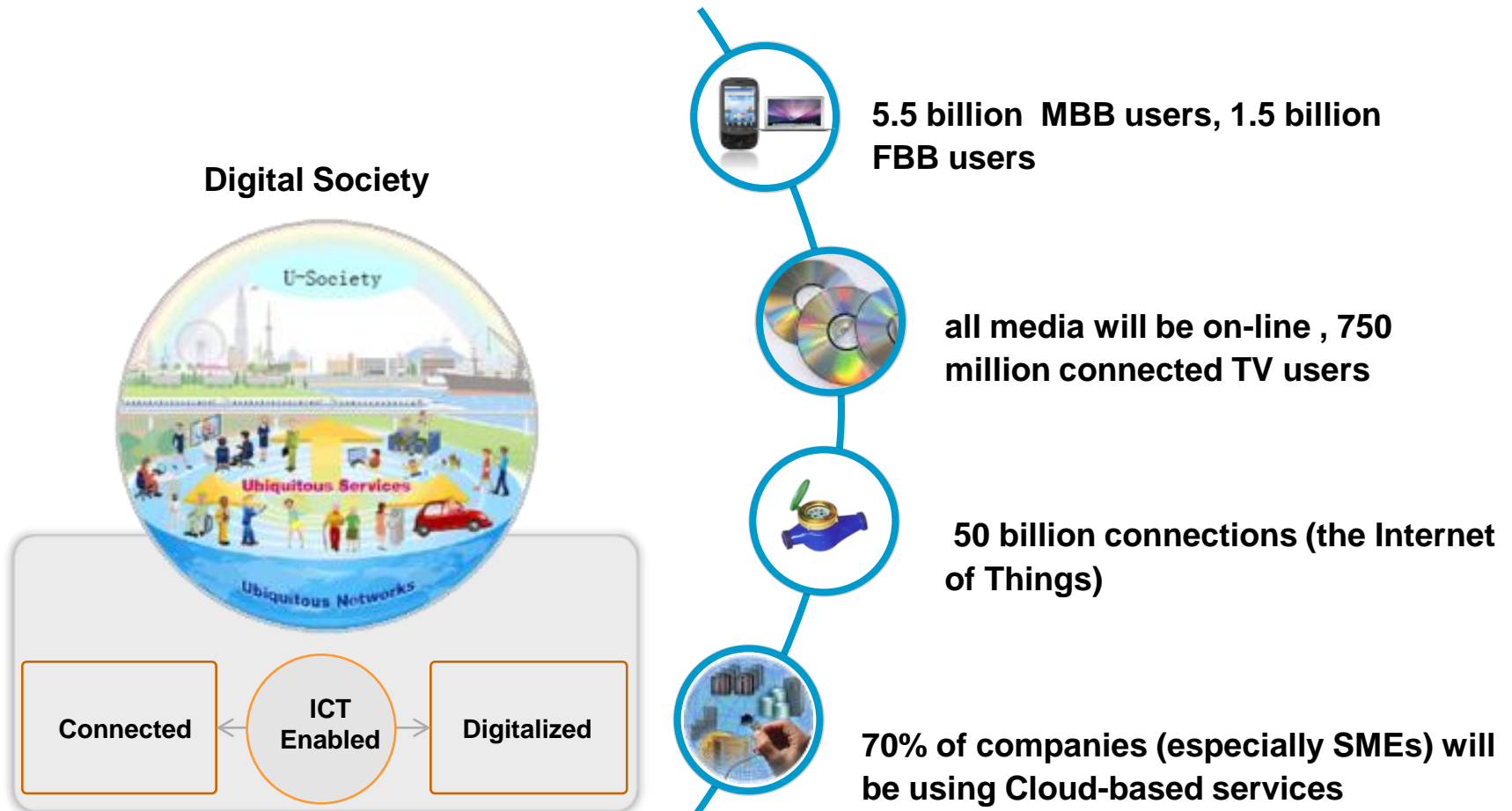
Telecom Trend: converging with IT

- Convergence of IT (Information Technology) and CT (Communication Technology) in Telecoms is a clear trend.
- Traditional IT companies are getting into the telecom area, including telecoms services

- Hardware based (e.g. PSTN)
- Owned (e.g. operator owned and operated network)
- Physical (e.g. operator run data center)
- Network-based services (e.g. Voice and SMS)
- Telco controlled devices (e.g. 2G phones)

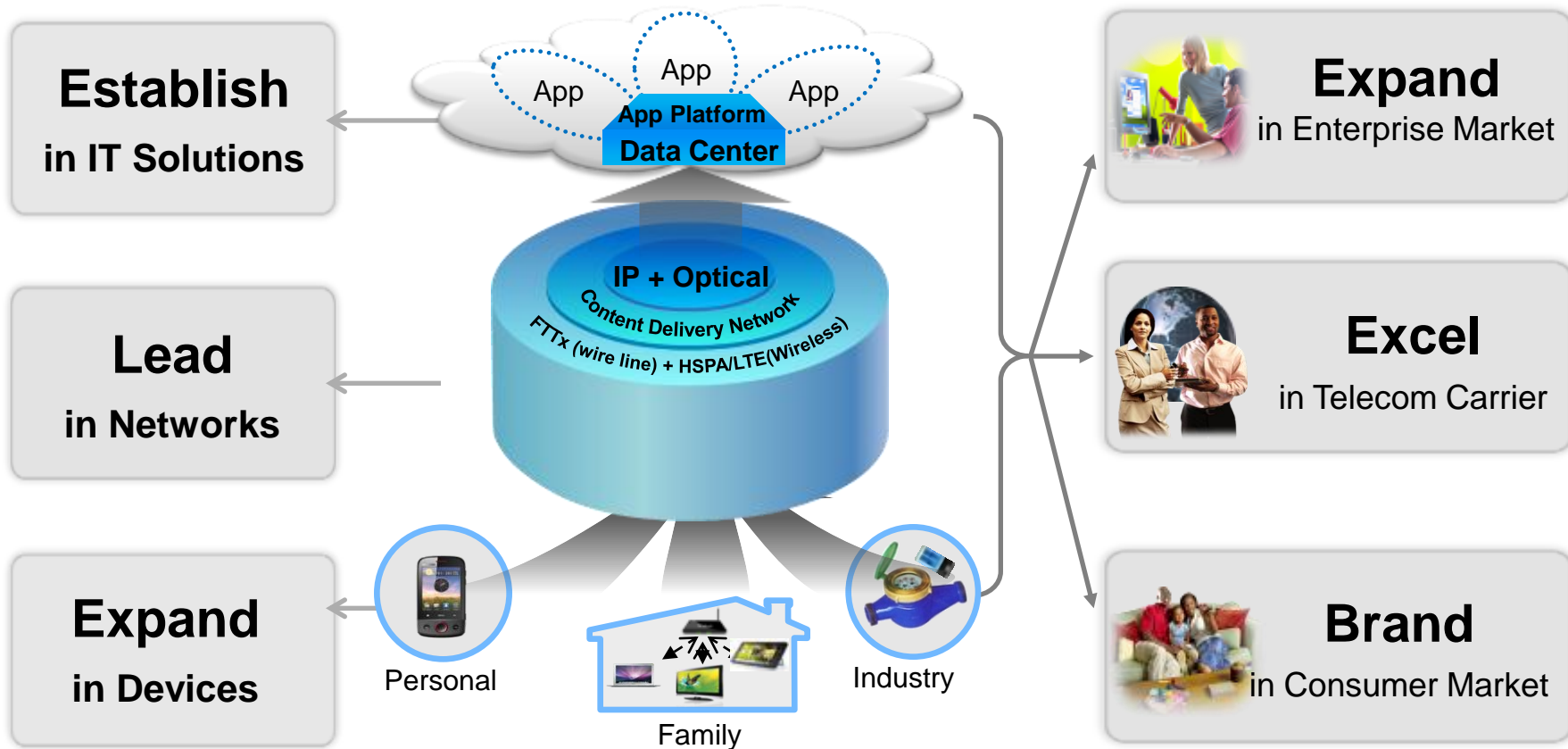
- Software based (e.g. IMS and SIP)
- Managed (e.g. network managed by vendor)
- Virtual (e.g. cloud based data center)
- IP-based services (e.g. social networking and IM, Skype, Google Voice)
- IT / CE controlled devices (e.g. iPhone, netbooks)

Beyond: new telecom services in the next 10 years



SME: small and medium enterprise

Huawei's E2E ICT strategy and customer strategy



Huawei vision on Clouds

Technology

- Major investments in **R&D** and **Innovation** needed
- To maximise the use of the Cloud, **standardisation** is key

Unified Business Principles

- Promote **open** and **fair** access to cloud services
- Lay out a proper foundation, fostering **security** and **privacy**
- Prevent silos, the Cloud is **global**

Thank you

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