CORPORATE PROFILE
H3C is an industry leader in the provision of Digital Solutions, and is committed to becoming the most trusted partner of its customers in their quest for business innovation and digital transformation. We offer a full portfolio of Digital Infrastructure products, spanning across chip, compute, networking, 5G, security, terminal and related domains, and provide a comprehensive one-stop digital platform that includes cloud computing, big data, artificial intelligence (AI), industrial internet, information security, intelligent connectivity, AI vision, and edge computing, as well as end-to-end technical services. We are also the exclusive provider of HPE® servers, storage and associated technical services in China.

- We have firmly oriented ourselves towards the needs of our customers, supported by a deep foundation with more than 30 years of operation. We provide scenario-based and customized solutions to our customers, enabling digital transformation in various industries that include, but not limited to carrier, government, finance, healthcare, education, transportation, manufacturing, utilities, energy, Internet, and building etc., products are widely used in over 100 countries and regions.

- We take technical innovation as the engine for growth. Currently, more than 50% of our employees are R&D personnel. We have filed over 12,000 patents, of which more than 90% are invention patents. In the era when digital technologies define the world and software defines the future, we launched “Digital Brain 2021” based on the new Cloud & AI Native strategy, further accelerating the extraction of value from data. The newly upgraded “Digital Brain 2021” will continue to help customers realize smarter business decision-making (Smart), faster response to business needs (Timely), more agile business deployment (Agile), more reliable support to business development (Reliable), safer business environment (Safe), empowering the development and transformation of various industries.

- “Shaping the Digital Future for a Better Life” is the corporate vision of H3C. We are aiming to drive the development of the digital economy, and together with customers and partners, to create a better life for all to enjoy.
A NEW ERA OF DIGITAL ECONOMY

With the maturity and popularity of technologies such as AI, Big Data, Cloud, 5G, and IoT etc., digital technologies have been involved in every industry.

They have also accelerated the integration of all industries, offering unprecedented opportunity for all.

In the new era of digital economy, digital transformation cannot be accomplished overnight. It is a long-term journey involving corporate culture, organizational processes, business models, and personnel capabilities. It is a series of operations that focus on the future of digital economy, involve latest digital technologies and empower businesses.
In the era when digital technologies define the world and software defines the future, "digital native" has become the trend of digital transformation. To accelerate the transformation to "digital native organization", H3C launches the Cloud & AI Native strategy, enabling the business to cover "chip, cloud, network, edge and terminal". Products are inherently smart and fully cloud-based, solutions are integrated with intelligence and thoroughly empowered.

Through the digital technologies of Cloud & AI Native, H3C launches “Digital Brain 2021”. On the basis of Smart Digital Platforms that are composed of Digital Infrastructure, Cloud and Intelligence Platforms, Active Security, and Unified O&M Services, and via the cooperation with our partners in the fields of Smart Applications, we endeavor to help our customers from various industries to build their Digital Brains. The newly upgraded Cloud and Intelligence Platforms will provide the public cloud, private cloud, hybrid cloud, edge cloud and other forms of cloud delivery models. We will build the essential capacity of basic cloud management and operation through the CloudOS Platform, and advance data operation, application development and integration through the Oasis Platform, to accelerate the extraction of value from data.
AD-NET solution has great benefits in the following aspects. The first is perception. The network will collect the intention of the front-end application or the intention of the machine. The second is analysis. AI-based analysis platform will correlate the data collected by the front-end through a series of algorithms with the controller to form a complete solution for analysis and decision-making, then automatically deliver and optimize the network.

Based on the Cloud Native Platform, H3C AD-NET solution provide container-based deployment, which can greatly reduce customer cost and more flexible. Micro-service achieved service & function rapid iteration.

In the field of network intelligence, we released SeerEngine to realize intelligent control, operation, and maintenance of the network, reducing the costs for customers.

Products and Solutions

H3C products and solutions market leading position also verified by lot of 3rd party marketing research company and facilities. For examples, in Gartner’s Magic Quadrant reports, H3C unified wired and wireless in campus, H3C data center cloud networking, Network Firewalls, Network Performance, Monitoring and Diagnostics, Hyper convergence infrastructure, all are include in the reports. H3C also work with Tolly group, provide verified performance reports on Data Center core switch S12500X, backbone core router CR19000, MSR branch routers and Campus S7500 etc. Industry’s first ever large-scale 400G test with SRv6 (Segment Routing over IPv6 dataplane) capabilities successfully completed by H3C and Spirent on with 72 ports of 400GE on S12500 series Data center switches. H3C computing virtualization platform gets record score in Specvirt testing. All H3C SecPathFirewall Family retained certification following rigorous and thorough testing in the ICSA Labs Firewall Certification Testing Program.

Digital Technology Practice, Application-Driven Networking

With the aim of "Application-Driven, Intent-Based", H3C Application-Driven Networking Solution (AD-NET) provides a proactive, adaptive and versatile network. It has two capabilities: an intent-based autonomous network (IBN), and more flexible container as well as micro-service based on cloud native platform (Cloud Native Platform). It creates a sustainable and massively-connected ecosystem to support the traditional industrial chain for digital transformation, and provides a reliable and agile network infrastructure for digital transformation of society.

- Openness
- Cloud Platform
- 3rd Party Application

Unified Portal

- Automation
- Certification
- Service Chain
- Micro Segmentation
- SeerEngine
- Control
- Application
- Analysis
- SeerAnalyzer
- Trend Analysis
- Fault Prediction
- Abnormal Detection
- Fault Repair

Unified Platform

- Fault
- Accounting
- Performance
- Security

Network

- Campus
- Data Center
- WAN
Digital Products to Promote Industrial Development

H3C Switches

Data Center Switches

Core

- S12500X-AF Series
- S12500G-AF Series

Access

- S6850 Series
- S6860 Series
- S6890 Series

Core/Aggregation

- S6820 Series
- S6850 Series
- S6880 Series

Campus Switches

Core

- S10500X Series

Access

- S5150 Series
- S3100 Series

Core/Aggregation

- S7500X Series
- S7500E Series
- S6890 Series

SOHO Switches

- 1200 Series
- 1850 Series
- 5000PV3 Series

Industrial Switches

- IE Series

H3C Routers

Enterprise

Core

- S6800 Series

Aggregation

- S6860 Series

Branch

- SR8600 Series

Carrier/Service Provider

Backbone

- P/PE

MAN

- SR/BRAS/5G IPRAN

CPE

- CPE
- uCPE
- vCPE

ICT Converged Gateway

- MSR3610-I
- MSR3610-E
- MSR6002-I
- MSR6002-E

SOHO

- MSR910/830 Series

Virtual Gateway

- vSR
**Cloudnet Network Solution**

- **Simplest Deployment**
  - ZTO on site
    - Zero touch provisioning
    - Stateless connection
    - GUI setting, easy handle

- **Simplest Management**
  - Non-professional
    - Unification, visualization
    - Cloudnet App, Mobility
    - AI/Big Data Empowerment

- **Value-added applications**
  - Portal ads, Agile operation
  - Flexible authentications
  - Restful API

**H3C Technical Service Strategy**

**Most reliable service partner for digital transformation**

- Industrial innovation
- Technology-driven

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<th>Omni-directional experience transformation</th>
<th>Converged marketing</th>
<th>Digital operation</th>
<th>Scenario-based architecture</th>
<th>Agile IT</th>
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**Full Lifecycle professional and customized services**

**TPS**

- Consultation and planning
  - Enterprise agile transformation consulting services
  - IT infrastructure consulting and planning services
  - Business continuity and disaster recovery consulting services
- Development and implementation
  - Lean automated testing solutions
  - Mobile application testing solutions
  - Application performance and security testing services
- Deployment and operation
  - Device installing and deploying services
  - Project implementing and supervising services
  - Data center migrating services
- OPS and optimization
  - AIO one-stop outsourcing operations management service
  - U-Center unified OPS platform solutions
  - An Zai remote OPS service
  - Performance optimization and capacity management services

**CLS**

- Cloud architecture planning consultation
- Cloud operation architecture consultation
- Pre3 planning consultation
- Cloud application custom development
- Big data custom development
- Cloud integrated delivery
- Big data integration
- Big data business integration
- Cloud operation architecture design
- Cloud on-site operation
- Cloud hosting operation

**iService digital service center**

- Technical training & Personal empowerment
- Technical support and service
- Digital transformation management supporting platform

**End to end digital transformation service ability**

- 300+ digital transformation lifecycle service
- 200+ customer digital transformation consultation case
- The top data center professional service supplier in China

**Completed technical service system**

- 1,500+ Tier 1 consulting center
- 20,000+ certified engineer
- 100,000+ technical knowledge cases
- 20+ years infrastructure design experience

**Excellent service experience**

- 500+ patent, 21 Copyright software
- Top 10 ICT service provider in China
- The champion of 2020 international AIOps competition
- Chinese intelligence operation center participant
- Converged service intelligence analysis 
  - Service

**Abundant human resources and technical background**

- 100+ pre technical experts
- 200+ professional consultation teams
- 2,000+ ICT technical domain experts

**Technical training & Personal empowerment**

- Intelligent Compute & storage
- Intelligent network
- Intelligent edge
- Smart terminal
- Cloud and intelligence platform
- Security platform

**End to end digital transformation service ability**

- 300+ digital transformation lifecycle service
- 200+ customer digital transformation consultation case
- The top data center professional service supplier in China

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**Abundant human resources and technical background**

- 100+ pre technical experts
- 200+ professional consultation teams
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H3C has participated in the informatization construction of major industries for more than 30 years. We have a deep understanding and precise judgment on the business development trend and digital transformation needs of major industries. With our strong technology research and development capabilities as well as innovation abilities, we integrate advanced technologies such as cloud computing, big data, IoT, AI, and edge computing into major industry scenarios and innovations. We provide end-to-end digital products, services, and solutions according to the different application needs of our customers.

At present, we are committed to becoming the most trusted partner for customer business innovation and digital transformation, providing one-stop comprehensive digital platform solutions to help customers fully enhance their digital levels and share the new future of digital economy.
Industry Leadership of H3C

- **China Construction Bank (CCB)**
  - 5000+ mission critical servers
  - SDN Data center network (400+ switches)
  - Long term Cooperation with CCB since 2008

- **Yangtze Memory Technologies (YMTC)**
  - Server, storage, Wireless Local Area Networks (WLAN), information security exclusively
  - Cloud computing, AD-NET (SDN & NFV)
  - Backbone network with 40G bandwidth
  - Two DC to realize disaster recovery
  - Intelligent, efficient and reliable Network

- **NetsUnion Clearing Corporation (NUCC)**
  - Cloud platform
  - 3500+ servers and virtualization (10K+ VMs)
  - Prompt delivery in only 20 days for all data centers

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

- **Zhengzhou High-Tech Zone**
  - Cloud platform
  - 3500+ servers and virtualization (10K+ VMs)
  - Prompt delivery in only 20 days for all data centers

- **Hong Kong-Zhuhai-Macao Bridge**
  - 90%+ efficient and intelligent SDN IT infrastructure platform
  - For smart weak current management system, safety system, emergency command system, smart artificial island system, smart parking lot, passenger inspection center, cargo inspection, customs, border inspection and safety service

- **Zhengzhou High-Tech Zone**
  - Enterprise-level products such as server, storage, cloud computing and information security
  - Industry solutions for government
  - Technology solutions such as big data and cloud computing

H3C offers

BEST PRACTICES OF DIGITAL TRANSFORMATION
Tsinghua University
- Intellectual cloud fabric IPv6 100G network based on SDN
- Comprehensive education cloud based on neutral architecture—OpenStack, KVM and Ceph
- Service provision to 50,000 students and teachers from IaaS to PaaS

Bestseller Fashion Group
- Oasis cloud platform
- 8,000+ WLAN APs and Storage in 8000+ stores
- Digital Voucher, scan code shopping for offline store visitors
- Service guarantee in sales promotion such as 11–11 event

Haier Group
- ICT infrastructure for smart factories
- SDN AD-Campus solution
- Product network including IoT
- Module & industrial switches
- One network bearing 80% devices
- Expand cooperation in smart manufacturing

General Taxation Administration (AGT)
- Multidimensional integrated security protection gateway
- Efficient new generation cloud data center
- Automate operation and maintenance through IMC management platform

West China Hospital of Sichuan University
- Big data and medical cloud platform
- Visualized medical model through unified AI services
- ABC convergence platform

Nigerian Civil Aviation Authority
- Innovative network solutions
- Dual links construction of access network and IRF2
- Construction of three airports in Port Harcourt, Lagos and Kano
Boosting the Development of Digital Economy

Through our strong technical capabilities and industry insights, we have continuously promoted the transformation and upgrading of customers in various industries, which in turn promotes the development of the new economy. These industries concern various sectors related to economic development and people’s livelihoods.

**Education**
Improve the modernization of educational technologies and the informationization of education, lay a solid technical foundation for realizing quality-oriented, lifelong, and distance education.

*Achievements:* Over 2,500 universities and scientific research institutes, over 600 education MAN, MVAN, over 1,600 campus WLAN, over 50,000 informatization constructions of primary and secondary schools.

**Finance**
Innovate steady development, and promote deep integration with entity industries.

*Achievements:* 30 years in the financial sector, over 90% of China’s financial institutions, over 100 financial cloud innovations, over 1,000 financial all-scenario applications.

**Healthcare**
Make "targeted medical care", "telemedicine", and "medical information network" possible, promote medical justice and medical development.

*Achievements:* Over 1,000 Top Grade-hospitals in China, over 80 Top 100 hospitals nationwide.

**Transportation**
Optimize the process of the transportation industry and build a fully intelligent transportation network.

*Achievements:* Over 250 undergrounds in 45 cities, over 100 airports transform and upgrade.

**Power & Energy**
Promote the development of green energy with the application of the new generation of information technology in the power industry, and promote the development of "smart energy" in all aspects through the deep integration of energy and information, thus completely changing the distribution, transportation, and consumption patterns of resources and energy.

*Achievements:* Serving 90% of power and energy enterprises, including the State Grid, China Southern Power Grid, Power Generation Group, CNPC, Sinopec, CNOOC, etc., and assisting the informatization construction of power and energy enterprises.

**Enterprise**
Intelligent interconnection in digital "manufacturing".

*Achievements:* Nearly 300 Fortune Global 500 Enterprises, over 400 China Fortune 500 Companies, serving 80% of national major projects, the TOP10 super high-rise buildings in China, over 2,000 luxury and mid-scale hotels, over 1,000 commercial complexes, dozens of domestic and international large-scale events venues, etc.

**Internet**
Inject "Driving Force" into the Internet industry with strong technology, accelerate the formation of emerging industries, and promote the realization of "mass entrepreneurship and innovation".

*Achievements:* Leading a new revolution in the Internet era, and providing China's Internet users with ICT infrastructure that is super-large, ultra-high performance, stable and easy to operate, serving 900,000,000 Netizens.

**Carrier**
With the strong support of digitalization, service providers will become the core of the IoT, sharing societal innovation and connecting the wisdom of people.

*Achievements:* Serving Top 3 Carriers and over 95% Provincial Branches, equipment mainstream vendor for carrier network.

**Government**
Help governments at all levels to greatly improve the administrative management efficiency so as to strengthen the governance by information, benefit people by information and develop industries by information.

*Achievements:* 17 ministry and commission-level government clouds, 24 provincial government clouds, over 300 prefecture-city, district, and county government clouds, 1.4 billion people nationwide benefited.
We actively join outstanding international organizations and cooperate with global partners to help digital transformation across all walks of life and promote the development of the digital economy.

**International Standardization Certification**

Since its establishment, we have obtained international qualification certifications in many aspects, indicating that we possess the industry-leading professional levels and abilities and can continue to provide the driving force for digital transformation in all walks of life.

**Qualification Certification**
- ISO9000: TL9000 Certification
- ISO14001 Certification
- ISO18001 Certification
- ISO20000 Certification
- ISO27001 Certification
- ISO50001 Certification
- QC080000 Certification
- CMMI Level 5 Certification

**Certificates & Compliance**

- ISO9001 Quality MGMT System Certificate
- ISO14001 Quality MGMT System Certificate
- ISO18001 Quality MGMT System Certificate
- ISO20000 Quality MGMT System Certificate
- ISO27001 Quality MGMT System Certificate
- ISO50001 Quality MGMT System Certificate
- QC080000 Quality MGMT System Certificate
- CMMI Level 5 Quality MGMT System Certificate

**Active Participation in International Organizations for Standardization**

We actively join outstanding international organizations and cooperate with global partners to help digital transformation across all walks of life and promote the development of the digital economy.

- Openstack Gold Member
- OPENFV Silver Member
- ONF Innovator Membership
- MEF Member
H3C regards corporate social responsibility as an important task in enterprise development. Through its continuous innovation in information technology products and solutions, we promote upgrading and transformation across all sectors, facilitating the progress of social economy and people’s livelihood in a comprehensive way, and shaping a happy life for everyone.

**CORPORATE SOCIAL RESPONSIBILITY**

**Promote Industrial Upgrading**
Industrial upgrading, driven by the “new economy”, is developing vigorously. By virtue of our advanced digital technologies and years of accumulation, we integrate our own resource advantages and lead the industrial upgrading with scientific and technological innovations, revitalizing the industry.

**Benefit the Public**
We will persist in fulfilling our social responsibility, cooperate with the government, enterprises, schools, and non-profit organizations in all aspects, promote collaboration, innovation and public welfare and help solve social problems, making contributions to the sustainable development of society.

**Cultivate Professionals**
Research and development of forward-looking technologies and innovative talents are the key drivers of digital transformation. We train and deliver innovative IT technical personnel for enterprises, establish talent think tanks, and constantly improve the platform of network technology education and training as well as system for talent and knowledge management.

**Sustainable Development of Environment**
We implement the green concept of energy conservation and environmental protection in a comprehensive way, build a new IT ecosphere with innovative technologies, and shape a new environmentally-friendly IT ecosystem.

**Protection for Major Events**
We have performed our corporate social responsibility with professional communication support services in many of the major conferences, events, competitions, scientific research, and exploration, and super engineering around the world, such as the 2014 World Cup in Brazil, the 2014 APEC Meeting, and 2017 Belt and Road International Cooperation Summit Forum, in which we have played an important role.
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