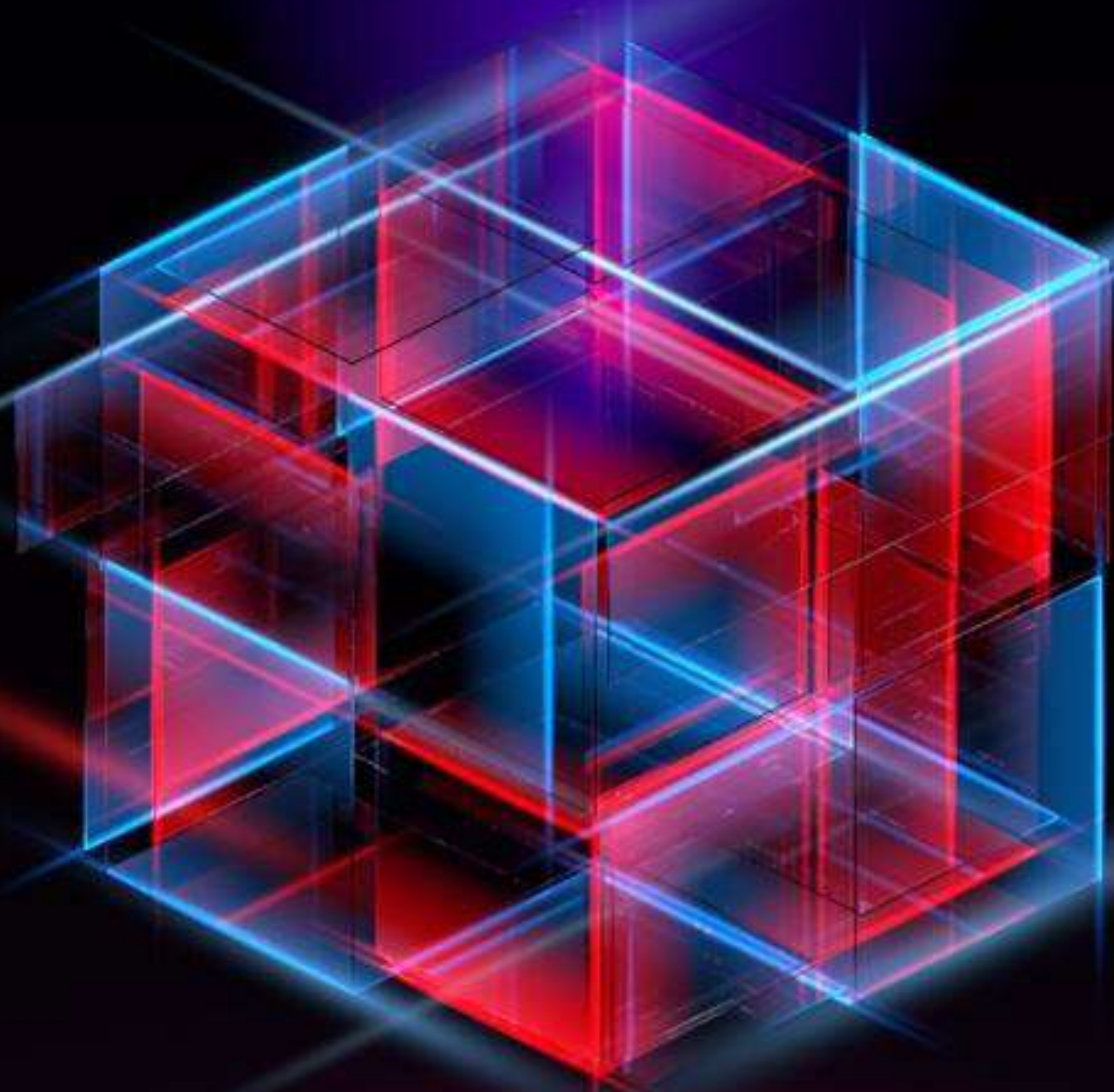


# Huawei Cloud Strategy Sharing

Wallace Lai

CEO of Eurasia Huawei  
Cloud Business





# Agenda

Huawei Global Cloud Strategy Sharing

Huawei Eurasia Cloud Strategy Sharing

- SberCloud.Advanced
- Huawei Cloud Stack

# Huawei Cloud Growing Fast

## Cloud is the first priority in Huawei ICT business strategy

No.2

China Market

No.5

Global Market

Source: Gartner: 《Market Share: IT Services, Worldwide 2020》, IaaS Market



Fastest-growing cloud

- Ranked No. 3 in China's IaaS market and No. 6 in the global IaaS market in 2019 (Gartner)
- Entered Gartner's Magic Quadrant for cloud databases

.....



Listed in **leaders quadrant** in 9 reports

- China's e-Government cloud infrastructure vendor assessment report
- Public cloud development and infrastructure platforms in China
- Predictive analytics and machine learning in China
- Big data management platform vendor in China
- Public cloud IoT platform vendor in China
- China's terminal security detection and response vendor assessment
- China's cloud service provider security capability assessment
- China's DevOps cloud service market vendor assessment



Ranked **No. 1** in 7 Products & Services

- No. 1 in China's container software market
- No. 1 in China's cloud management software market
- No. 1 in China's cloud professional service market
- No. 3 globally and No. 1 in China by competitiveness in the IoT platform market
- No. 1 in China's cloud system software market
- No. 1 in China's desktop cloud market for five consecutive years
- ModelArts ranked No.1 in the Chinese machine learning service market by market share




# One infrastructure, One experience

Mexico II **NEW**

**NEW** Ulanqab

23  27  
Regions

170+  
Countries and regions

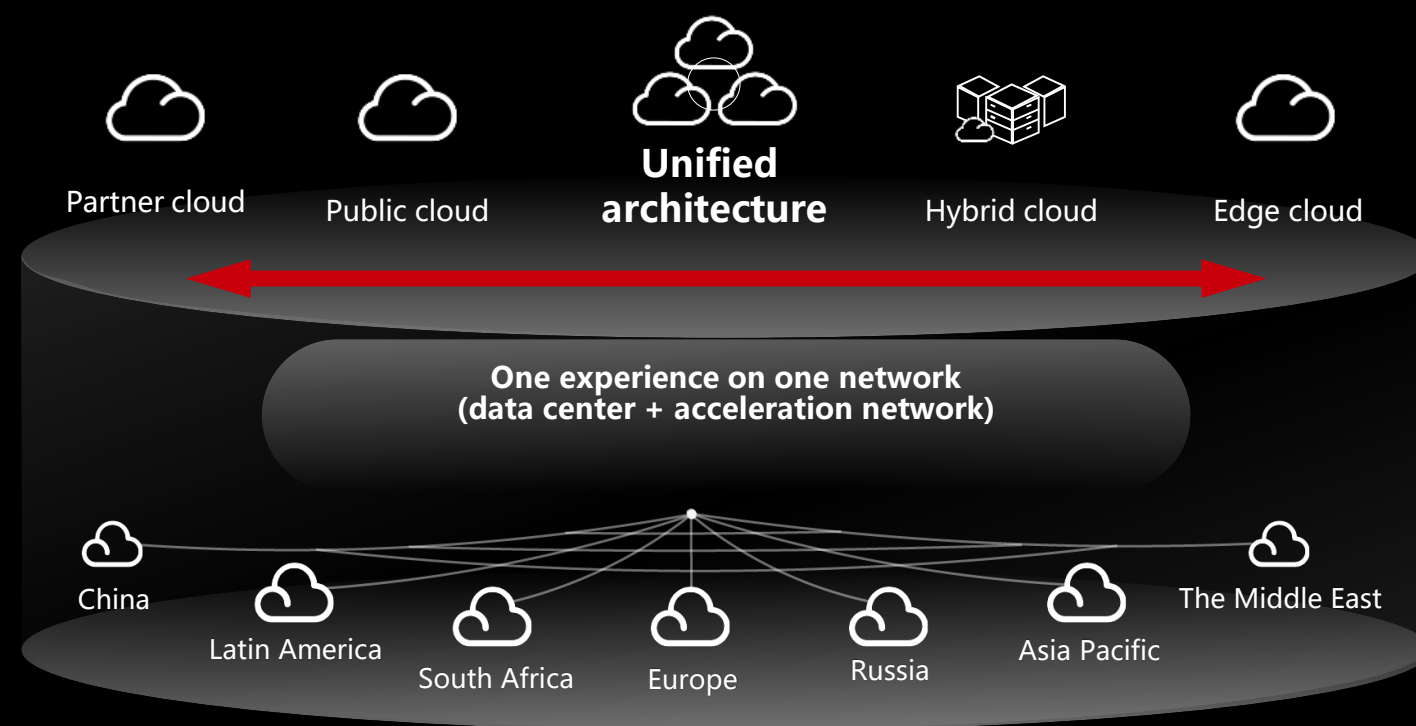
45  61  
AZs

2500+  
CDN nodes

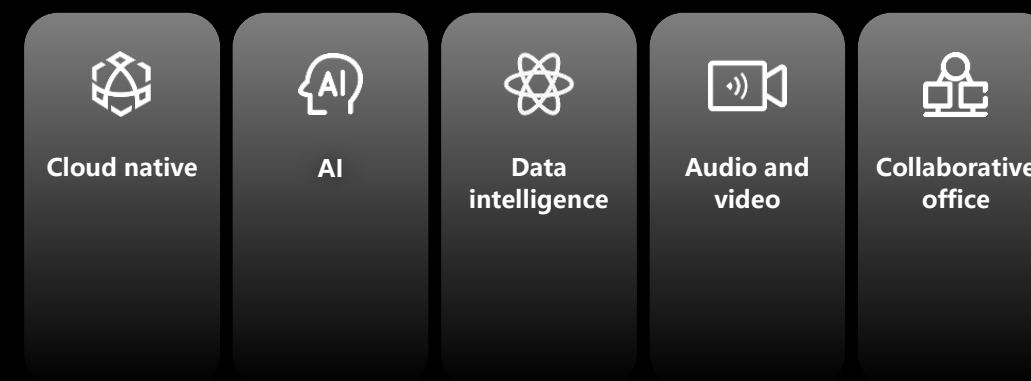


# Huawei Cloud : Everything as a Service

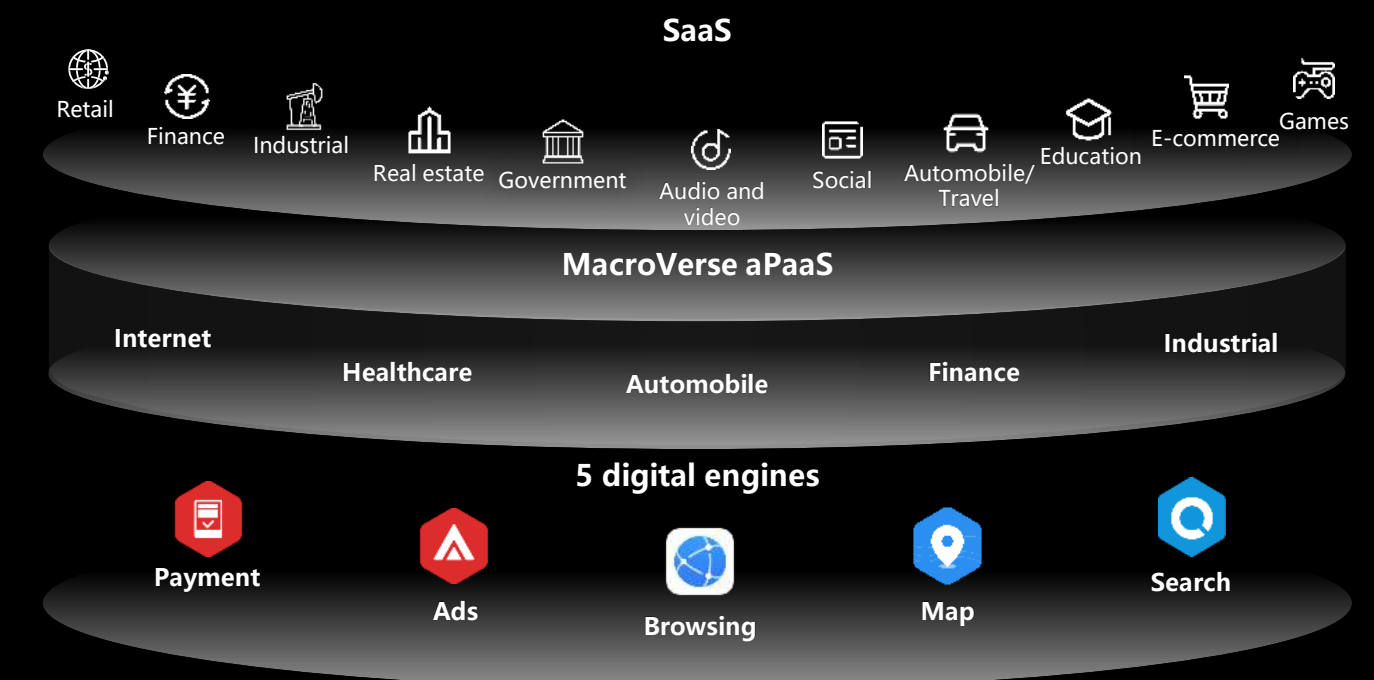
Infrastructure as a Service  
for global accessibility



Technology as a Service  
for flexible innovation

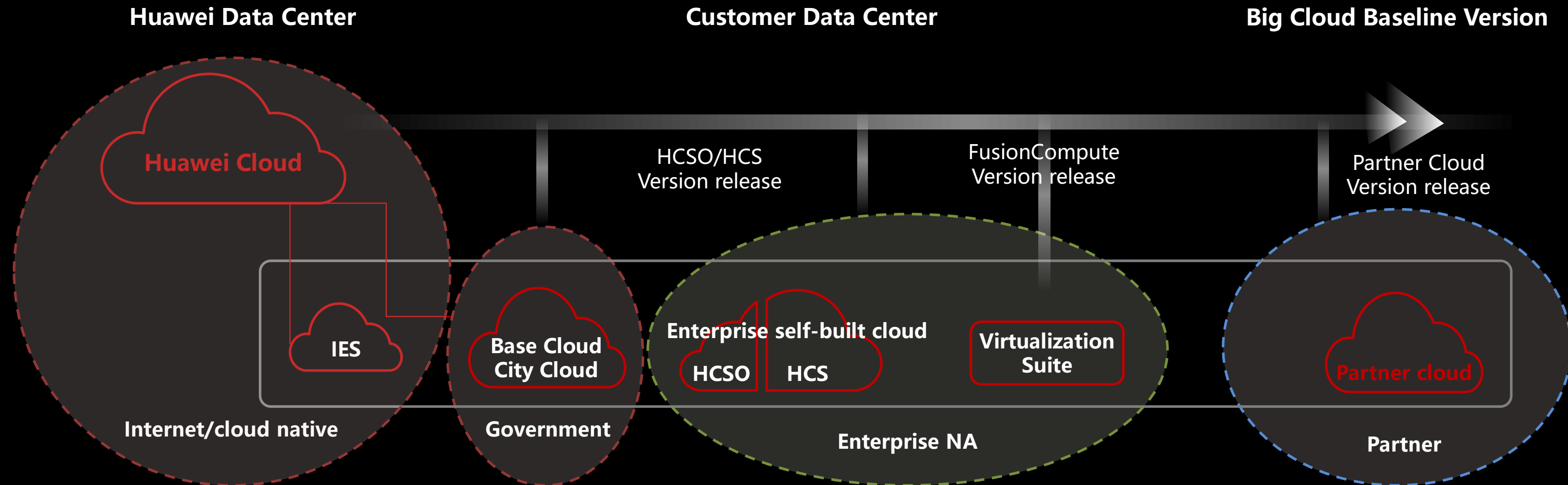


Expertise as a Service  
for shared excellence





# Unified architecture, all types of Cloud inherit from Public Cloud



## Public Cloud: Building Differentiated Competitiveness and Rapid Revenue Growth

- Optimize resource layout and build a global network.
- Strengthen basic services, improve the competitiveness of high-level services, and build differentiated advantages by focusing on industry scenarios.
- Cloud-Cloud Collaboration, Build PaaS and Build the Best Application Platform for Enterprises

## HCS: Seize the Opportunities of Government and Enterprise Cloudification to Build Advantages in the Market Landscape

- Fix the target tree benchmark, give full play to the advantages of delivery services, and quickly seize the market share of government and enterprise.
- EBG Collaboration to Build Consulting, Business Solution, and Technical Integration and Continuous Operation Capabilities

## Partner Cloud: Enablement and Sales Collaboration, Facilitating the Fast Success of Partner Cloud

- Make full use of the advantages of partners, sort out the advantages of the scenarios, strengthen operation and enablement, and develop large-scale operations.
- Build a "cloud alliance" for global partner cloud interconnection, one-node access, and global resource sharing

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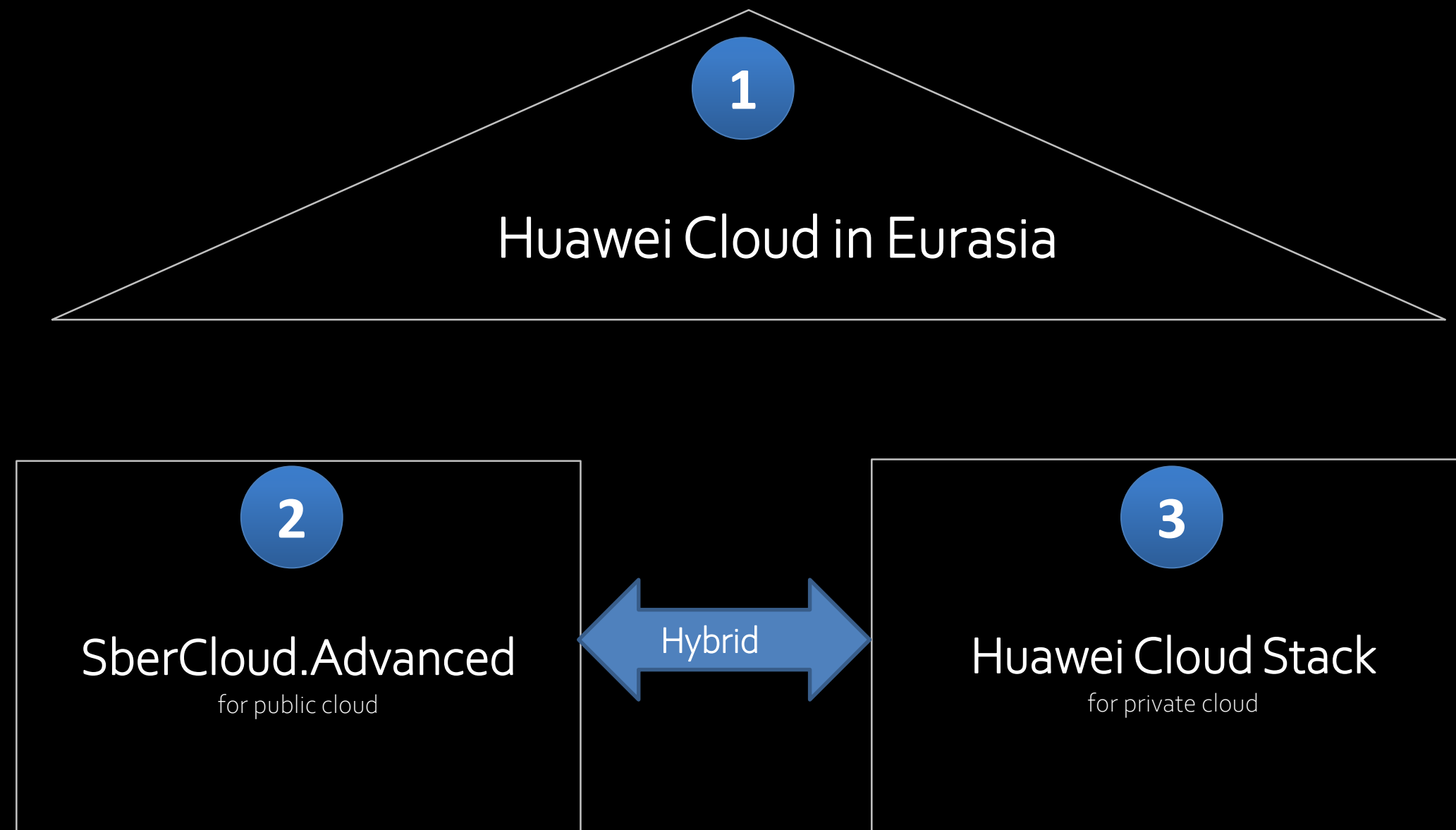


# SberCloud.Advanced: An important part of Huawei Cloud global strategy





# Huawei Cloud in Eurasia: One business, Two parts



**1** Huawei Cloud business in Eurasia is an important part of the global strategy.

**2** SberCloud is a partner cloud jointly established by Huawei and Sber. SBC provides infrastructure and operation, and Huawei provides technology and O&M

**3** As an important supplement to the public cloud market, HCS/HCSO provides flexible operation modes to help customers and partners better realize their business



# SberCloud.Advanced: The most advanced real local public cloud in Russia

**Forbes**

БОГАТЫЙ БИЗНЕСМЕН РОССИИ

НОВОЕ МИЛЛИАРДЕРЫ РЕЙТИНГИ БИЗНЕС ФИНАНСЫ СВОЙ БИЗНЕС ТЕХНОЛОГИИ

Woman 30UNDER30 AGENDA FORBES FOR BUSINESS EDUCATION КЛУБ

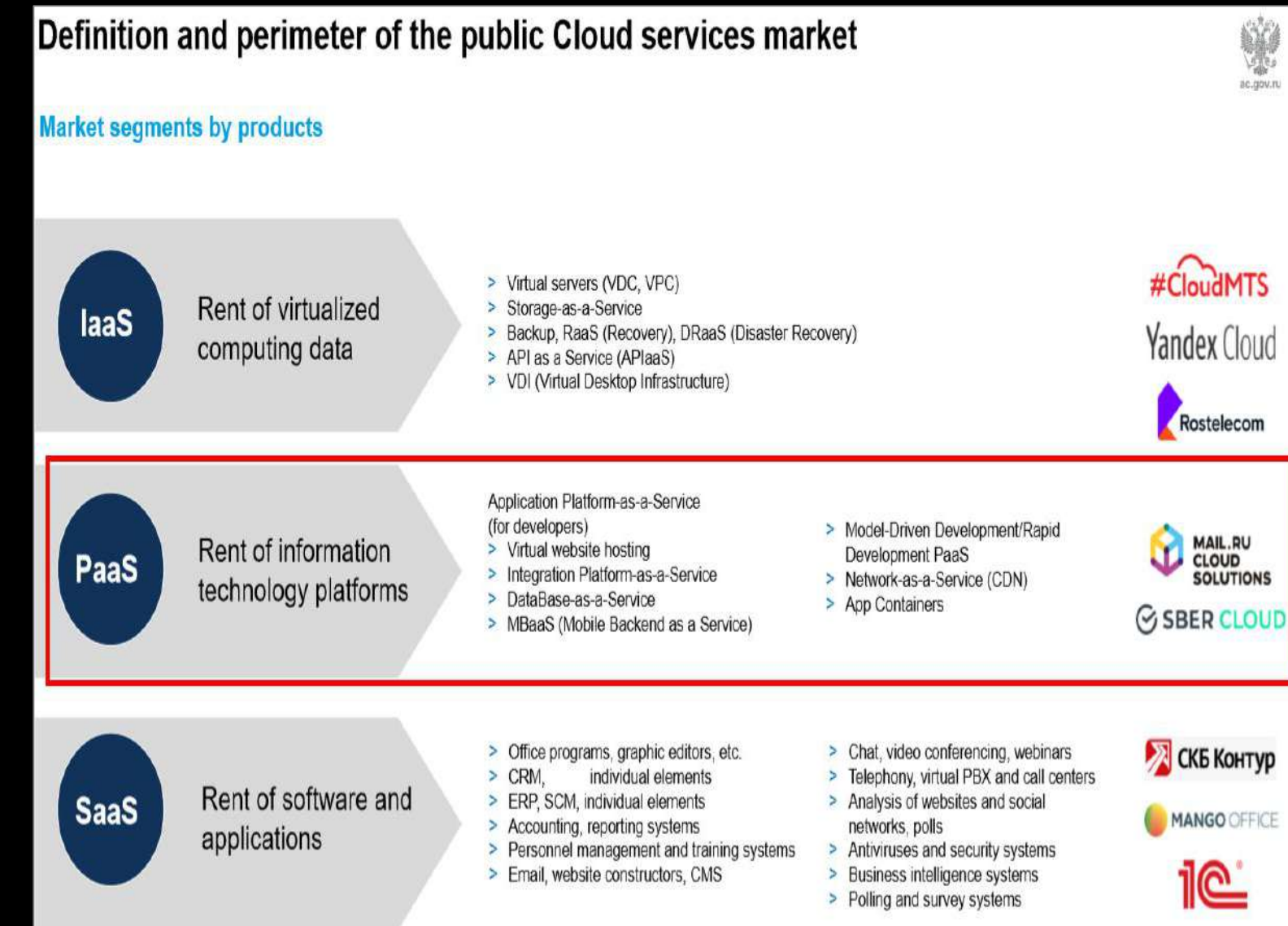
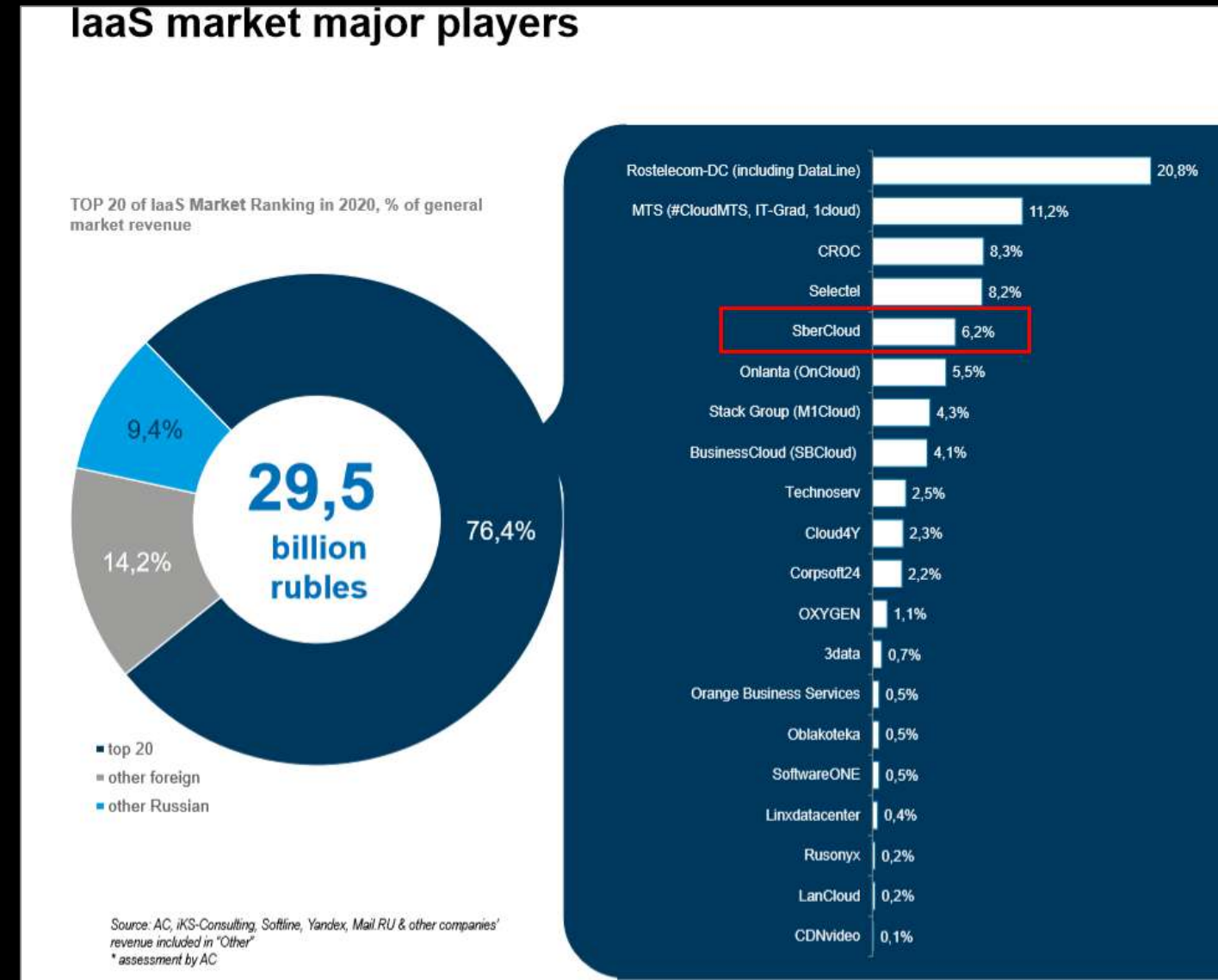
ТЕХНОЛОГИИ 21.12.2020 06:49

## Компания SberCloud вошла в пятерку крупнейших облачных провайдеров России

Сбербанк за год увеличил выручку от облачных услуг SberCloud примерно в 15-20 раз. Компания, поставляющая в России облачные сервисы китайской Huawei, вошла в пятерку крупнейших на отечественном рынке

Сбербанк примерно в 15-20 раз за год увеличил выручку от облачных IT-услуг SberCloud (входит в экосистему «Сбера»). SberCloud, поставляющая в России облачные сервисы китайской Huawei, вошла в пятерку крупнейших на отечественном рынке по итогам 2020 года, сообщает «Коммерсантъ».

По прогнозу аналитиков IKS-Consulting, по итогам 2020 года SberCloud вошел в пятерку крупнейших облачных провайдеров в России, предоставляющих инфраструктуру как услугу (IaaS). Его доля на рынке составит 6,2%, а выручка вырастет в 14 раз, по сравнению с результатами 2019 года: 13-е место с долей 0,6%. По данным аналитиков, SberCloud вытеснил из топ-5 компанию «Онланта», доля которой годом ранее составляла 5,1%. Остальные компании в топ-5 остались на своих местах: на первом месте «Ростелеком» (20,8%), на втором – МТС (11,2%), на третьем – «Крок» (8,3%), на четвертом – Selectel (8,2%).



- The best PaaS platform in Russia, having most services (50+) which compared with other providers
- Synergy of Sber's brand & local services and Huawei technology & Global practices
- The public cloud with 3 Available Zones supporting highest reliability



# SberCloud.Advanced: The most Innovative Cloud services can match different customer requirements

- 55 launched;
- 2 in friendly test;
- 13 in planning ;

**Computing**

ECSGACSFACSBMSDeHASIMSCCECCI

Function graphCPHIEF

**Storage**

EVSOBSSFSSDRSCBRDESCSGCDN

**Network**

VPCELBNAT GatewayElastic IPDirect ConnectVPNDNSCCVPCEP

**Database**

PostgreSQLMySQLSQL SeverDDSDRSDASDDMGaussDB

**security**

WAFAADAnti-DDoS HSSDEWDBSSCBHSA

SCMSESVSSCGSCFW

**IoT**

IOT EdgeIOTDA

**Enterprise**

workplaceRomaCMN

**Application services**

CSESMNDMS RabbitMQDMS kafkaDMS RocketMQCPTS

APIGService StageSWRBCSDCS RedisDCS MemcachedAOS

**Management Deployment**

CESLTSIAMCTS

AOMAPMTMSRMS

**Migration**

SMS

**Enterprise Intelligence**

ModelArtsGESMRSDLIDWSCSSDAYUVCTVision serviceUpredictDAPS

IQAImageOCRFaceModerationRESImage SearchAISMTSTTSNLP

Smart CampusLogisticsSmart TrafficiManufacturingiWateriPoweriTransportiRetailiFinanceVCMASR

**DevCloud**

CodeCheckTestManCloudIDEClassroom

CloudPipelineCodeCIMobileTestCollaboration

CodeCheckProjectManCodeHubCloudDeployCloudRelease

**Video**

MPCVideo on DemandLiveIVSCSRTC

**Cloud Communications**

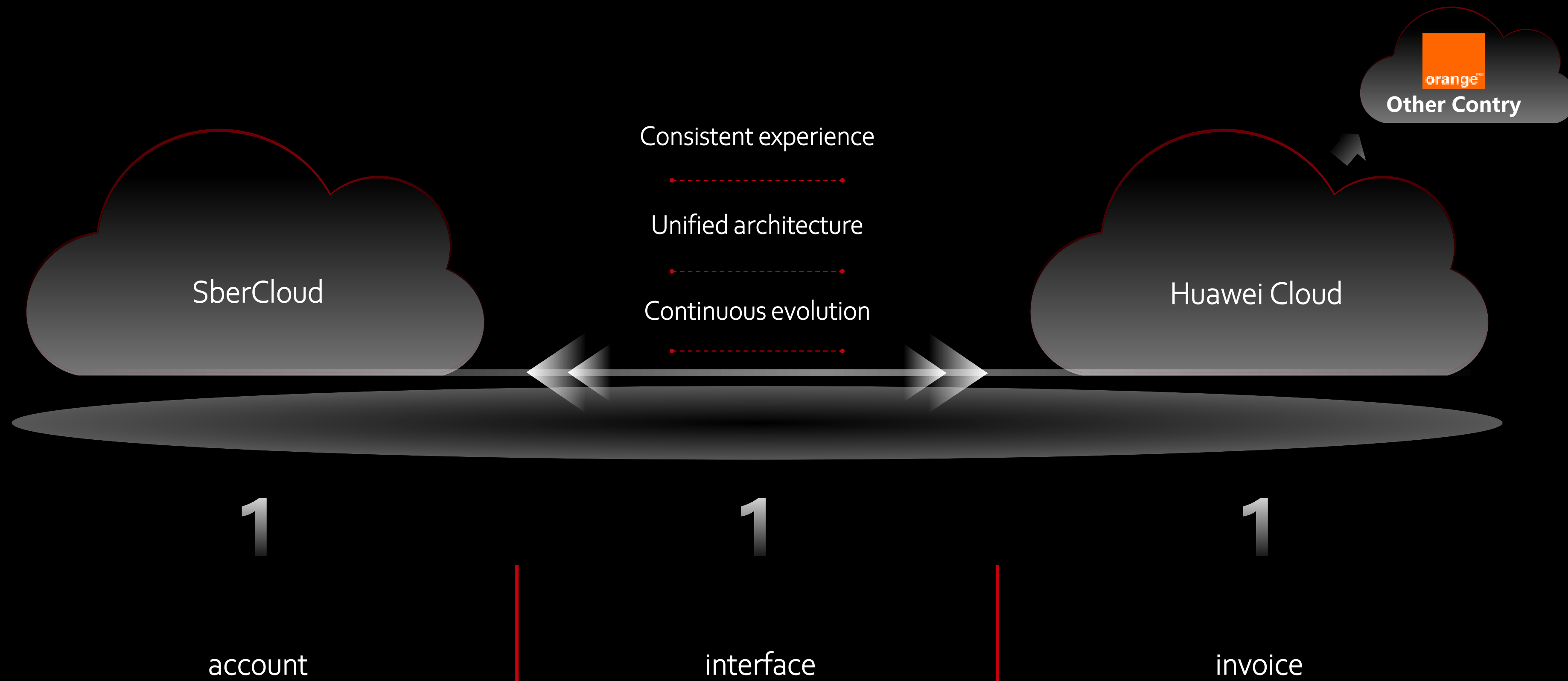
MeetingwelinkVoiceCallPrivate NumberMSGSMS

DDC  
DIGITAL COMMUNITY CONFERENCE

HUAWEI DIGITAL COMMUNITY CONFERENCE 2021

HUAWEI

# Building a cloud alliance for a portal to the world





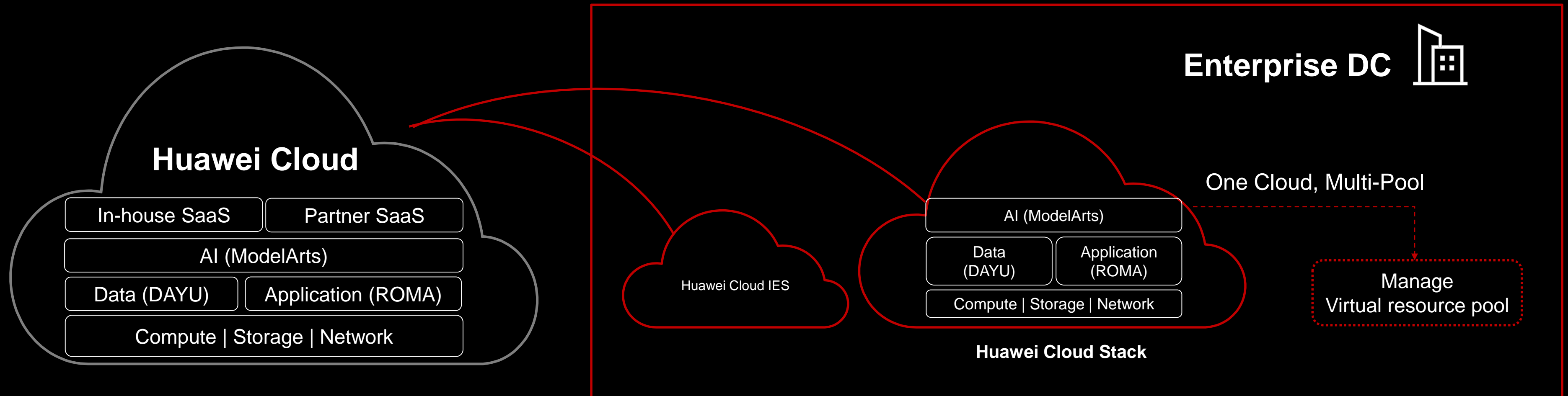
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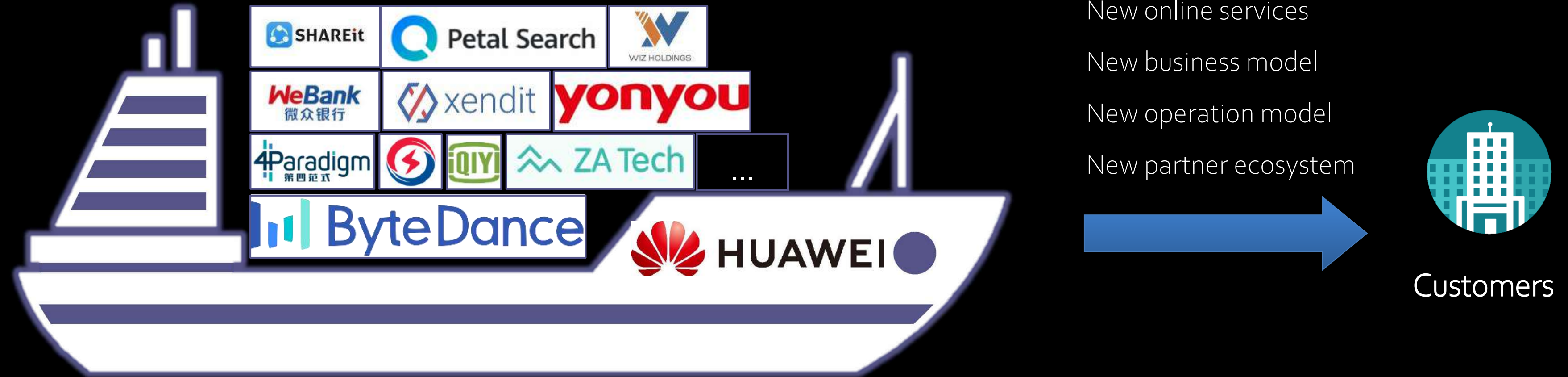
# Huawei Cloud Stack: A dedicated Public Cloud on your premise



The widest range of cloud services on premises: **80+** cloud services in **12** categories



# Huawei Cloud Stack ecosystem Provides Innovative Services for Customers



Huawei Cloud Stack ecosystem strategy: Collaborating with partners to provide various advanced innovation capabilities to customers. Together with the Huawei's experiences, it is suitable to be a one-stop shop and become the guide of company digitalization.

# 4,000+ Government and Enterprise Customers choose Huawei Cloud Stack

The best choice of hybrid cloud for your digital transformation

600+ e-Gov clouds

200+ financial clouds

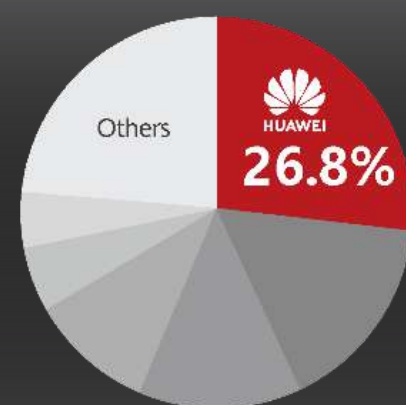
20+ smart airports

65% provincial healthcare security bureaus

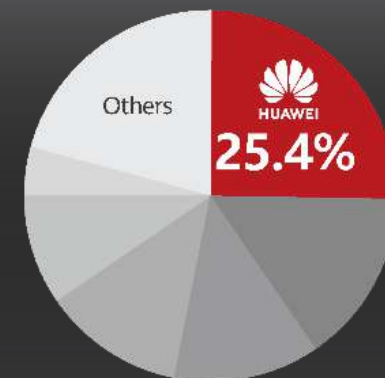
29 provincial smart highways



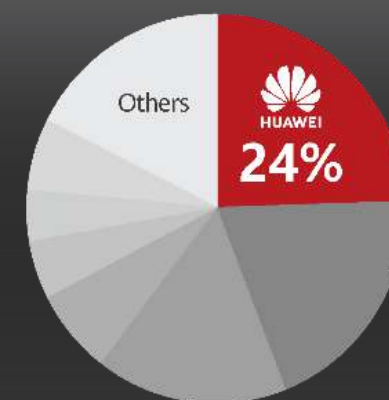
## Leading Market Position



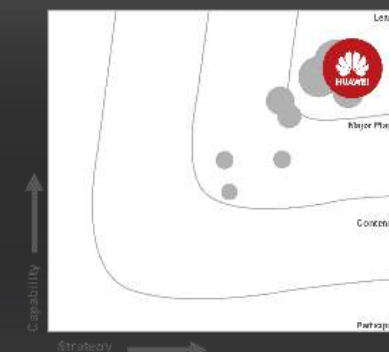
No.1 in China's cloud system software market



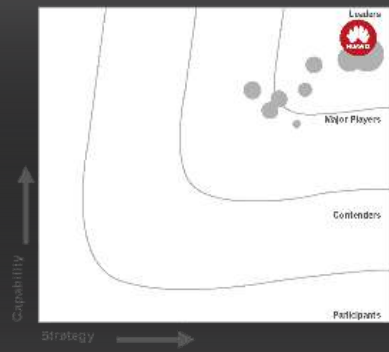
No.1 in China's cloud management software market



No.1 in China's container software market



Leader in China's e-Gov infrastructure market



Leader in BigData management platform in China



Building the cloud foundation for an intelligent world  
with ubiquitous cloud and pervasive intelligence

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СПАСИБО!

