Huawei Cloud, Building an Intelligent Africa

George Thomas
Business Development Director - Africa Cloud
Bring digital to every person, home and organization for a fully connected, intelligent world

194,000 Employees
96,000+ R&D employees
170+ Countries and regions
49 on Global 500

Huawei: Leading provider of smart ICT infrastructure
Focusing on Smart Devices, Connectivity, Computing, and Cloud

Global carriers

Cloud & AI
Cloud partner with stable, secure, trustworthy, innovative services, delivering affordable, effective, and reliable inclusive AI

Global enterprises, governments, and industries

Hundreds of millions of consumers

Information Transmission

Smart devices
Smartphone
Wearables
Smart home devices
Vehicle-mounted terminals
Life services for all scenarios

Connectivity
Wireless networks
Fixed networks
Core networks
Operation support systems
Intelligent O&M
Enterprise networks
IoT networks

Computing + Cloud
Server
Storage
Data center
Video Surveillance
Enterprise communications
Network energy
HUAWEI CLOUD
Enterprise AI
AI Platform
Big data

Information Distribution & Presentation
Information Learning and Inference

Information Processing & Storage
Huawei Cloud Global Layout

- **23** Regions
- **40** Availability Zones
- **1500+** CDN nodes

Timeline:
- **Mar 2018**: Hong Kong
- **Mar 2018**: Russia
- **Sept 2018**: Thailand
- **Nov 2018**: South Africa
- **Feb 2019**: Singapore

Regions:
- Europe
- South Africa
- East China
- South China
- North China
- West China
- Hong Kong
- Asia Pacific
- South America
- Northern Latin America
- Russia
- Turkey
- Nigeria
- Kenya
- Thailand
- Singapore
- Peru
- Chile
- Brazil
- Argentina
- Peru
- Northern Latin America
- Brazil
- South America
- Argentina
- Hong Kong
- Turkey
- Nigeria
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- Russia
- Thailand
- South Africa
- Singapore
Huawei Cloud Differentiated Advantages for Ecosystem

1. Rich Cloud services
   - Rich cloud services

2. Cloud & Connection Convergence
   - Huawei Cloud expand Network connection opportunities

3. Security
   - Reliable
   - (Physical Environment, Network)

4. Local currency Support
   - Local Rand payment supported

5. Dedicated Support Team
   - Dedicated resource to support to develop market
200+ Cloud Services from Infrastructure Services to AI Services

Huawei Cloud have the most services Launched in SA

- **Computing**
  - ECS
  - Computing
  - DCS
  - Gacs
  - FFGS
  - BMS
  - As

- **Storage**
  - Storage
  - EVS
  - VBS
  - CSBS
  - CDN
  - SDRS
  - BFS
  - DES
  - LSA
  - DBS
  - DTA

- **Network**
  - Network
  - VPC
  - ELB
  - Gateway
  - Elastic IP
  - Direct Connect
  - VPN
  - DNS
  - CMN
  - HTTPDNS

- **Database**
  - Database
  - PostgreSQL
  - SQL Server
  - DDS
  - Redis
  - Memcached
  - DDM
  - DRIS

- **Security**
  - WAF
  - AAD
  - Anti-DDoS
  - Web Scan
  - HSS
  - DEW
  - DBSS

- **Cloud communications**
  - Cloud communications
  - Domain names and websites
  - CloudTable
  - DWS
  - USearch
  - OCR
  - VCT
  - VCM
  - MTI
  - TTS
  - ASR

- **IPv6**
  - IPv6
  - China Unicom

- **ESD**
  - ESD

- **DevCloud**
  - DevCloud
  - CodeCheck
  - TestMan
  - CloudIDE
  - classroom

- **Management & deployment**
  - Management & deployment
  - CES
  - LTS
  - IAM
  - CTS
  - TMS

- **Video**
  - Video
  - Media Processing Center
  - Video on Demand
  - Live
  - Convergent Video

- **Domain names and websites**
  - domains
  - Web record
  - optimization server

- **Management & deployment**
  - CES
  - LTS
  - IAM
  - CTS
  - TMS

- **Management & deployment**
  - CES
  - LTS
  - IAM
  - CTS
  - TMS

- **Migration**
  - Migration
  - OMS
  - CDM
  - CMC
  - SMS

- **200+ Cloud Services**

- **190+ Solutions**

- **Huawei Cloud have the most services Launched in SA**

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- **200+ Cloud Services**

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Industry-Leading Huawei Cloud Infrastructure Services

**ECS**
- C6
- 15% higher computing performance
- Tens of millions of PPS
- Thousands of ECSs provisioned within minutes

**ARM**
- 3x higher performance
- Cost-effective Provision within minutes
- Cloud phone

**BMS**
- 2x improvement in cost/performance ratio
- 768 cores; 32 TB memory
- All-flash storage
- Exclusive support for shared disk

**OBS**
- Latency: 10 ms
- Unidirectional bandwidth: 300 Mbit/s
- High Performance
- Support for multiple protocols
- Stability
- Reliability
- Twelve-nines data validity

**VM Provisioning speed**
- 1000s
- In minutes

**HUAWEI**
- Huawei Consumer Cloud

Evolution of Huawei mobile phones' native applications

[Images of Huawei mobile applications]
HUAWEI CLOUD Stack Accelerates Cloud Transition

180+ services of 18 categories, 180+ solutions, and cloud ecosystem

Unified architecture
Unified APIs
Unified cloud services
Unified O&M
Unified ecosystem

HUAWEI CLOUD Stack Online

HUAWEI CLOUD Stack

Powerful cloud base
Innovation
Heterogeneous compatibility
Smooth evolution

All-stack cloud services
Synchronization with advanced services
Full-stack, all-scenario AI
Practices from multiple industries

Considerate O&M
Automated O&M
Matching organizations
Open for integration
SAP on Huawei Cloud Business

Entire SAP System on Cloud
Allows customers to run the entire development, test, and production systems on the public cloud to make full use of public resources.

SAP Dev and QAS on Cloud
On/offcloud collaboration, ondemand use, auto scaling, easy and fast to use:
- Support All SAP Product Portfolio
- All SAP ECC will migrate to HANA before 2025

SAP DR System on Cloud
Implements DR from the customer data center to the public cloud for SAP.
Huawei Cloud Scenarios

Application Migration
- Dev/QAS
- Infrastructure renew
- Data center consolidation

Data Center Expansion
- Scale your environment
- On-Demand capacity

New Business
- New application build-out
- Application modernization

Disaster Recovery
- Production workloads Protection
- Replace DR Data Center

Leverage the advantage of the public cloud
Application Scenarios and Solutions in Huawei Cloud

1. Web & Mobile
   The common scenario for enterprise business to Cloud
   - Mobile APP, hosted Website etc.
   - E-Commerce platform and internet applications etc.

2. SAP on Cloud
   One of the most widely used application software in large enterprise.
   - DEV/QAS on Cloud
   - DR on Cloud
   - SAP HANA Express on Cloud
   - BYOL PRD on Cloud
   - BYOL BW on Cloud
   - BYOL B1 on Cloud

3. Backup & Restore
   Protect data with backup in cloud storage
   - Backup data to Cloud
   - Backup inside Cloud
   - Archive data to Cloud
   - Backup all the disk in Cloud

4. VMware on BMS
   Offer the same operation environment in Cloud with PAYU mode.
   - Migration to Cloud
   - Expansion to Cloud
   - VMware Replication
   - Image Import & export
Application Scenarios and Solutions in Huawei Cloud

5. **Disaster Recovery**
   - Synchronize the disk data between two nodes immediately
   - Storage Replication: RPO=0
   - Active-Active
   - **Double-Take**

6. **DeH**
   - Dedicated host for the customer to isolate the computing environment
   - BYOL
   - Storage Replication: RPO=0
   - VPC, ECS, EVS

7. **Docker Container**
   - Run an application in resource-isolated processes
   - Kubernetes, docker, CCE

8. **BMS**
   - Physical server for high performance application, such as oracle database
   - Oracle DB on BMS
   - Oracle RAC on BMS
   - drman backup DB to OBS
   - DR - Oracle Data Guard
   - DR – Oracle Goldengate

- Direct disaster recovery
- Synchronize the disk data between two nodes immediately
- Storage Replication: RPO=0
- Active-Active
- **Double-Take**

- Dedicated host for the customer to isolate the computing environment
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Application Scenarios and Solutions in Huawei Cloud

**GPU ECS**
- 3D design on the cloud with high performance computing
- Construction & Engineering
- Oil & Mining
- Film & Media
- Medical
- Automotive
- 4C 8G 1GBGPU/ 8C 16G 2GBGPU

**RDS & DDS & DCS**
- In-houses database service with access API
- Microsoft SQL Server
- PostgreSQL
- MySQL
- MongoDB
- Redis
- DDS
- DCS

**Big Data**
- Provide computing capacity for complex analysis
- DPS + MRS + OBS in Cloud
- DPS + MRS + HDFS in Cloud
- Hortonworks on Cloud

**HCS Online**
- Huawei Cloud extended into customer on-premises
- Dedicated Cloud in Cloud DC
- Dedicated Cloud in Customer DC
Providing End-to-End Cloud and Local Services

Tiered Support Plans

- **Multi-channel support:** service tickets, dedicated hotline, IM groups, and technical account managers (TAMs)
- **Quick response:** Service requests are addressed in as little as 10 minutes.
- **Professional services:** Technical experts handle service requests.
- **TAMs and active services:** TAMs obtain customers’ service requests, help customers optimize services, and send monthly service reports.
- **Value-added services:** consulting of cloud product architectures and key event support
Growing business with partners in Africa
Thank you.

Bring digital to every person, home and organization for a fully connected, intelligent world.