



The golden age of IoT is here

The Internet of Things (IoT) is entering a golden age of mass commercial deployment, with the market set to enjoy explosive growth. It's already been applied widely in 40 industries, including public utilities, smart manufacturing, and agriculture, profoundly changing the way we produce things and how we live.

Huawei is bringing digital technology to every individual, home, and organization to achieve a fully connected, intelligent world. In IoT, Huawei focuses on ICT infrastructure and on driving industry digitalization. We empower things with chips and Huawei LiteOS to make terminals smart. We build ubiquitous networks with network technologies like NB-IoT, eMTC, eLTE, 5G, edge computing IoT gateways, and smart home gateways. And we deliver IoT cloud services based on the OceanConnect IoT platform and our public cloud to make everything intelligent.

IoT projects – from planning and deployment to commercial adoption and promotion – require huge investment in financial and human capital. To achieve meaningful ROI, companies need clear business goals. We recommend a three-step process:

Step 1: Tailoring solutions to customer requirements. IoT is a large and complex system that involves many industries with vastly different needs. Huawei works with its partners to develop solutions centered on customers' unique problems and challenges, helping them to address specific problems.

Step 2: Building local ecosystems. The IoT ecosystem involves both small and medium local vendors as well as global multinationals. In fact, 90 percent of the ecosystem comprises SMEs, 70 percent of which focus solely on local markets. The key to success is partnering with local SMEs.

Step 3: Creating a value-sharing business model. Digitalization is creating a more open, less vertical commercial environment. Integration between and across digital and traditional industries and upstream and downstream players is on the rise, and new business models and applications are emerging. Enterprises need stable ecosystem partners with a long-term view to gain a successful foothold in the IoT sector.

Huawei's IoT Solution Partner Program is designed to drive industry development with support for IoT solution design, development, integration, certification, and sales. The Huawei Developer Zone enables developers and IoT partners to access open lab services through Huawei's OpenLabs around the globe.

Huawei will continue to invest in IoT and work with its partners to drive the development of the IoT industry.

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