Huawei OpenLab To Nurture Digital Ecosystem

Lim Chee Siong
Chief Strategy Marketing Officer
Huawei South Pacific
Huawei Embrace "Platform + Ecosystem" Strategy to Accelerate Industry Digitization

Enable digital transformation for customers to achieve business success

**Platform Strategy**
- Open, Elastic, Flexible, Secure

**Ecosystem Strategy**
- Co-Existence, Mutual-growth, Regeneration

**Technological Innovation**
- Dev. Environment | Test Environment | Near Production Environment | Production Environment
Developing a New Digital Ecosystem with Industry Partners and Alliances

- Energy
- Finance
- Public Safety
- Smart Cities
- Transport
- Manufacturing
- eSDK
- Alliance program
- OpenLab
- Innovation fund
- Marketplace

500 Solution Partners in 2017

Open, Cooperative, Win-win
Success Cases from Joint-Innovation with Partners

Innovation for Cars Manufacturing
- HPC system for Automotive R&D

Connected Millions of Elevators
- Lower maintenance costs, earlier risks identification

Expand Business
- Efficient branches deployment

Intelligent Video Cloud
- Video analytics to improve surveillance insight

Smart Logistic
- Efficient Logistic handling and Cargo Security Tracking
Investing OpenLab in Asia Pacific to Nurture Digital Ecosystem, Driving ICT Innovation Locally

By 2019, 20 OpenLabs Globally
200M USD Investment

2016
Singapore
- Video Cloud Analytics
- Safe City
- Internet of Things (IoT)
- Disaster Management System
- ...

2017
Bangkok
- Internet of Things (IoT)
- Education Cloud
- Smart Transportation
- Smart City
- ...

2018
Malaysia
- Internet of Things (IoT)
- Education Cloud
- Smart Transportation
- Smart City
- ...

Cities: Dubai, Moscow, Su Zhou, Singapore, Mexico City, Munich, Cairo, Johannesburg, Bangkok, Dallas, London, Paris, Malaysia, Singapore
Strategy Collaboration with SMECorp -- Empowering Digital SME via Malaysia OpenLab, Fostering SME Business Growth with ICT-Driven Innovation

Major roadblocks in digitizing SME

- Relatively low ICT adoption amongst SME
- Adoption Cost
- Lack of Innovation
- Perception & Knowledge

SME Enabler

SMECorp

Technology Enabler

Research on ICT Adoption for SME

Digital SME

Incubation Lab To Nurture Digital SME

Joint Talent Development and Industry Program

Huawei Technologies Co., Ltd.
Thank you.

Copyright©2017 Huawei Technologies Co., Ltd. All Rights Reserved.
The information in this document may contain predictive statements including, without limitation, statements regarding the future financial and operating results, future product portfolio, new technology, etc. There are a number of factors that could cause actual results and developments to differ materially from those expressed or implied in the predictive statements. Therefore, such information is provided for reference purpose only and constitutes neither an offer nor an acceptance. Huawei may change the information at any time without notice.