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Huawei Smart Retail Solution

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HUAWEI

Contents

- **Company Overview**

- Huawei Smart Retail Solution

- Successful Stories

Globalized Positioning, Localized Operations

Legend:
- Huawei headquarters
- Accounting shared service center
- Solution center
- Supply center
- R&D center
- Training center
- Technical support center

Map labels: Ottawa, Toronto, Silicon Valley, Mexico, Brazil, Argentina, Poland, Germany, Hungary, Romania, Bahrain, UAE, India, China, Malaysia, Mauritius

| Huawei South Africa | ● Established in 1998 | ● 1000+ employees | ● 10+ Offices | ● TAC 24*7 support |
| | ● 7 spare parts centers | ● Enable 7*24*4H maintenance | ● 1 training partner Torque IT | |

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What we are offering

Routers:
15.9% market share
No.3 Rank
Source: Gartner

LTE:
142 Industry LTE networks
No. 1 Rank

Data Centers:
660+ DCs
(255 Cloud DCs)

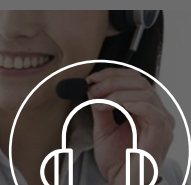**Video-conferencing:**
15.9% market share
No.3 Rank
Source: Gartner

DC Switches:
137% growth
No. 1 Rank
Source: IDC

GSM-R:
44,000 km Coverage

Storage:
79.3% growth
No. 1 Rank
Source: IDC

United Communications:
18.3% market share
NO. 2 Rank in China
Source: IDC

LAN Switch:
10M units shipped
No. 3 Rank
Source: IDC

WLAN:
challengers quadrant
Source: Gartner

Server:
120k units shipped
No. 4 Rank
Source: Gartner

Contact Centers:
challengers quadrant
Source: Gartner

Challenges

Increase the customer experience to embrace the upcoming e-commerce.

Automating the stock-ordering process of top-sellers, viewing the warehouse stock on hand and expected lead time of stock on order, tracking inventory and the stock quantity on shelves.
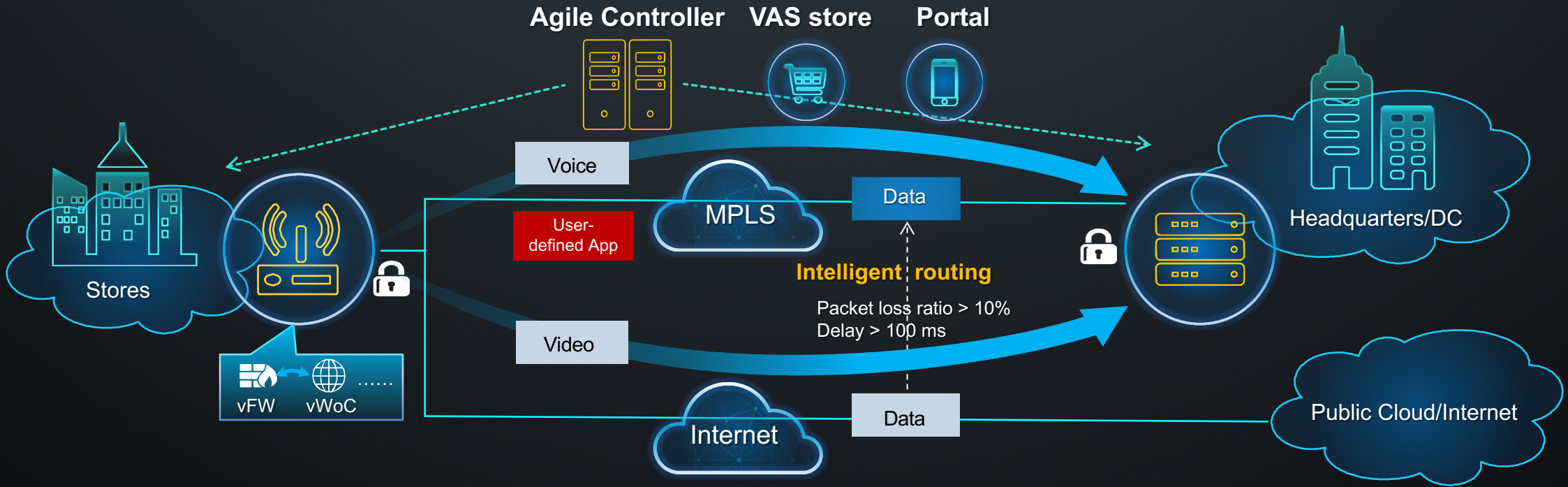
- South Africa retailers expand the stores
- Expense on the WAN

Simplify the IT management

SD-WAN: Leveraging the Internet to Reshape Interconnection Experience

Agile Controller **VAS store** **Portal**

Stores

vFW vWoC ......

Voice

User-defined App

MPLS

Video

Internet

Data

Intelligent routing

Packet loss ratio > 10%
Delay > 100 ms

Data

Headquarters/DC

Public Cloud/Internet

Leveraging the Internet
Reducing WAN costs by **50%**

Visualized applications and intelligent routing
Reducing O&M by **70%**

Service extension within 20 minutes
NFV architecture Based
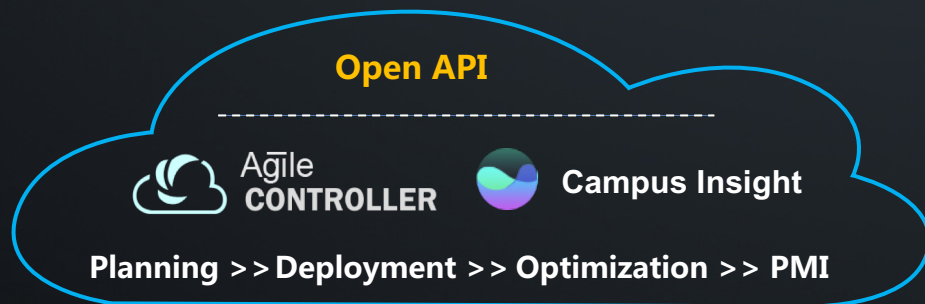
10 minutes Remote Service Provisioning
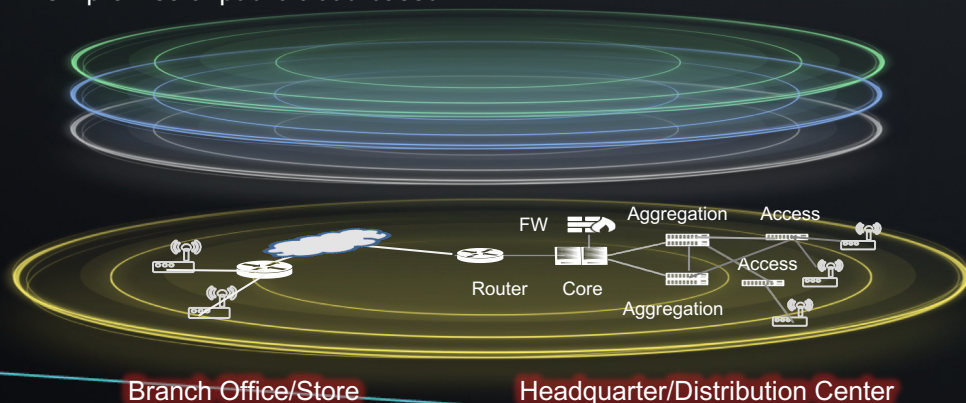with 3 steps

CloudCampus: Full Life-cycle Cloud Managed Campus

VAS

Precision Marketing

Customer Flow Analytics

Location Based Service

• • •

Cloud Management Platform

Open API
- -

Agile CONTROLLER

Campus Insight

Planning >> Deployment >> Optimization >> PMI

On-premise or public cloud-based

FW
Aggregation
Access
Router
Core
Access
Aggregation

Branch Office/Store

Headquarter/Distribution Center

Benefits in summary

Faster deployment
Months -> Days

Various Device Models
200+ models of APs, switches, access routers, and firewalls

Open Cloud Platform
20+ industry applications, 30+ partners

IoT improves the operation and customer experience

Bluetooth + RFID + ZigBee

- **Flexible expansion:** Expansion of IoT applications
- **Multi-network convergence:** IoT and Wi-Fi converged deployment and single backhaul link/co-site, reducing the TCO by 50%
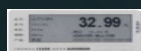
Cloud Platform

Card   AP

Shopping mall/Supermarket/Retailer

IOT Applications

Electronic price tag	Asset label	Energy efficiency sensor	Liquid label
Electronic price tag	Asset management	Energy efficiency management	Infusion management
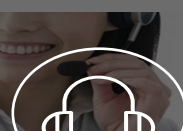
Remote Office & Branch Office Solution (ROBO): A small-scale data center

Server
Switch
Storage
UPS
Router
WLAN
Firewall

SAP   vmware®   Microsoft
Exchange   ORACLE®

eSight

Topology
Trend analysis
Status mgmt
Info reports
Alarms
Capacity and performance reports
Device discovery
System O&M

The future we are predicting

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SELF CHECKOUT
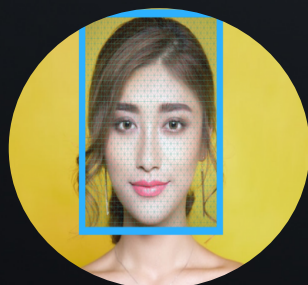
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Schwarz Gruppe: Enables Full Lifecycle Management of 12,000 Stores

Higher security
On-premise cloud network, Localize the commerce information

76% OPEX ↓
Lower cost, USD $5M /year saved

Better Experience
Electronic price label with IoT Capability

- On-premise cloud network: capability to be leased
- Plug-and-play and remote O&M without on-site configuration and deployment
- Three built-in slots for large-capacity IoT access

LIDL Kaufland
SCHWARZ GROUP

French Supermarket Chain Système U Deploys ROBO in 1500 Stores

• Système U is a French retailers' cooperative, comprising about 1,600 hypermarkets and super markets.

• It owns the trademarks Hyper U, Super U, Marché U and Utile. It has a pre-tax turnover of 15.6 billion EUR in 2007 which makes the company the 6th largest retail group in France.

Challenges

- Système U is the fourth largest retail chain in France with a total of 1,600 stores and 40,000 employees.
- As Système U stores does not have dedicated IT rooms or IT technician, the new servers are required to be quietly working and easy to manage in the store office.
- In the next 3 years, the new types of services (such as office automation, finance, video surveillance, VDI, and file sharing) will be adopted with the further requirement of High Availability.

Solution

- Système U HQ purchases thousands of Huawei RH1288 V3 servers and deploys 1 or 2 servers in each store to operate the business, including daily accounting, video surveillance and bar code management.
- Système U HQ manages all these servers centrally via eSight and performs unified monitoring, alarm handling and O&M. RH1288 V3 servers can operate reliably with low noise under office circumstance due to the unique heat dissipation design and intelligent fan speed adjustment rules.
- With high computing density and well-balanced configurations of memory, storage, and PCIe, RH1288 V3 servers can adapt to various resource demands in different working environments.

Customer Benefits

- High reliability in normal circumstances, minimizing risks of service breakdown.
- Remote unified management via eSight, with no need for dedicated IT rooms and IT technician, significantly reducing O&M costs.
- High computing density, robust performance, small footprints, and excellent scalability to meet future service requirements

ECI Efficiently Processes Retail Data with Huawei SAP HANA Appliance

El Corte Inglés

El Corte Inglés (ECI)
- Europe's largest, the world's fourth largest department store group
- Established in Madrid, Spain in 1940, with over 90,000 employees
- Multi-business operation: department store, convenience store, supermarket, fashion, household products, and travel agency, etc.
- SAP MaxAttention user (highest-level SAP client)

Challenges

- ECI's existing system needs to process sales data of hundreds of online and offline sales channel, inventory data of 38 logistics centers, and membership data. Sales data processing has become its bottleneck.
- It is a great challenge for ECI to quickly discover the value from massive data and make quick decisions for business offerings.
- The original scale-out architecture result in some issues including complicated O&M of various servers and the impact of inter-HANA node data exchange on performance, leading to poor O&M experience.

Huawei Solution

- First 8 TB scale-up OLAP solution in the industry
- Huawei and SAP team up to perform 8 TB OLAP service certification on a single node. Huawei's solution meets the requirements for future capacity expansion to 16 TB.

Customer Benefits

- **High performance:** Completes goods shortage analysis in 5 minutes, increases the inventory turnover rate by 20%, and realizes automatic goods replenishment based on the sales situation.
- **Easy maintenance:** Compared with common solutions provided by other vendors, the KunLun HANA solution provides the simplest management architecture.
- **Smooth capacity expansion:** Eliminates the current business growth bottlenecks and supports future business growth.
- **High reliability:** system-level 24/7 high availability, maximizing service uptime

Thank You.