Connecting EDUCATION in A Better Way

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General Manager of Enterprise Business, Huawei France
Huawei, A Global Company

- **A Global Company** leading in ICT
- **351st.** in Fortune 500
- **67%** revenue from global market
- Serving **1/3** of the world’s population
- Serving **45** of the world’s top 50 telecom operators
- **A Main Contributor** of industry standards

### Revenue (USD in billion)

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (USD billion)</th>
<th>America</th>
<th>Asia Pac</th>
<th>EMEA</th>
<th>China</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>12.6</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>2008</td>
<td>18</td>
<td></td>
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<tr>
<td>2009</td>
<td>21.5</td>
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<tr>
<td>2010</td>
<td>27.6</td>
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<tr>
<td>2011</td>
<td>32.4</td>
<td></td>
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<tr>
<td>2012</td>
<td>35.4</td>
<td><strong>15%</strong></td>
<td><strong>17%</strong></td>
<td><strong>35%</strong></td>
<td><strong>33%</strong></td>
</tr>
</tbody>
</table>

- **Annual Reports audited by KPMG**
Huawei, 3 Major Business Activities

**Carriers**
- Public Networks in Education
  - No.3
  - IP
  - All-IP based FMC
  - No.2
  - Mobile
  - Fixed
  - No.1

**Enterprises**
- CAMPUS in Education
  - DCN
  - IP Network
  - Transmission Network
  - Wireless Network
  - Network Infrastructure
  - Cell Center
  - UCC
  - VC/TP
  - Communication & Collaboration
  - Cloud-based IT Solutions
  - Storage
  - Security
  - Cloud Service

**Consumers**
- Individual in Education
  - Mobile Broadband
    - Government
    - Corporate
    - Energy
    - Smart Grid
    - Transportation
    - Finance
  - No.1
  - Home Devices
    - Top 3
  - No.1
  - Smart Phone / Touch Pad
    - Huawei
    - Top 3

enterprise.huawei.com  Huawei Confidential  2
ICT – Trend in 2012

ICT convergence era

IT
- Consumerization
- Virtualization
- Mobilization

CT
- 1950’s
- 1970’s
- 1990’s
- 2000’s
- 2009
- 2012

Networking
- Collaboration
- Security

Virtualization
- Big Data

ICT – Trend in 2012
ICT in Education – Technology Changed Orientation

From Teacher to Learner, From School to Social
Online Education Growing Rapidly = 32% of Students Taking at Least One Online Course, 2011

US Online Enrollment in Degree-Granting Postsecondary Institutions & % of Total Enrollment, 2002 - 2011

Source: Changing Course: 10 Years of Tracking Online Education in the United States. Babson Survey Research Group 1/13.
Education Being Democratized = Fast Global MOOC (Massively Open Online Course) User Growth

iTunes U
Open University Downloads, 6/08 – 3/13

Coursera
Users & Course Enrollment, 9/12 – 3/13

iTunes U Open University Downloads, by Region

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Coursera Users, by Region

ICT in Education – PUBLIC Networks for ACCESS

Internet

IP backbone

Branch Campus

Remote campus

Central Campus
ICT in Education – CAMPUS for Application

Analytics/Big Data

Communications Clouds

Security Clusters

Desktops Clouds

Storage/Compute Clouds

Media Clouds

Analytics/Big Data
HUAWEI Ascend P2
THE WORLD’S FASTEST 4G LTE SMARTPHONE
HUAWEI Ascend Mate
The Largest Screen Smartphone
ICT in Education – Layered Architecture

Shared Application

Convergent Access

Various Terminals

Cloud Data Center

Broadband Network

Smart DEVICES

Multi Media Classroom

Smart Phone/Pad

Video Conference

Thin Client

Desktop PC...
ICT in Education – To Summarize

Education is Learner Oriented, but the effort is from Educator

- Make it Applicable, application as My Priority;
- Sharing purposed, How to build your course, How to deliver your course;
- Mobility enabled, Lean Anything, Anywhere, Anytime

Public Network as an Eco-System

- Make it Possible, e.g. Platforms, Efficiency, Affordable;
- Technologies, LTE, VDSL2, FTTH, OTN, Cloud, UC, Smartphones, Pad, etc…
- Partnership, Investment, Sponsorship, Joint Innovation;

It is a change of habit

- Make it Social, life-long learning as the goal;
- Territory Breaking, From my Class to my Specialist, from Social to Education, etc;
- Human, ICT vs. Family, Social Media vs. in Person, etc…
MAKE it POSSIBLE

Enrich EDUCATION through Communication

HUAWEI TECHNOLOGIES CO., LTD.

Edge Project France