

Customer Challenges >>>>

Slow Rollout of New Services

- Frequent network changes required for new services, largely dependent on manual configuration
- Rolling out services across multi-branch environments often takes 10+ days, delaying business expansion

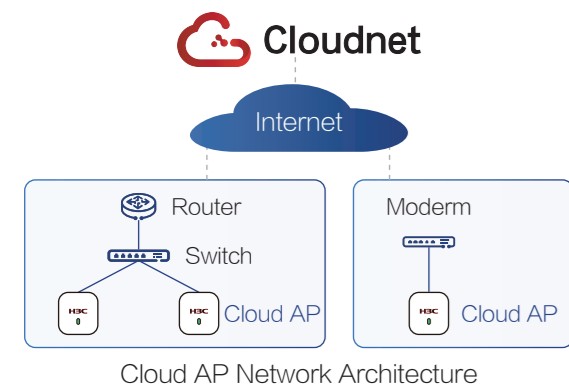
High O&M Overhead

- Heavy reliance on skilled IT staff, with troubleshooting and configuration tasks consuming significant time
- Repeated incidents degrade user experience and drive long-term O&M cost growth

Poor Scalability Across Branches

- Limited network visibility and inconsistent policies across sites
- Network expansion and new services require complex, site-by-site configuration and management

Solution Overview >>>>



H3C's Cloud AP solution is designed for small and medium-scale scenarios, modernizing traditional AC-Fit architectures with cloud-based management. **Without the need for local controllers, APs are centrally managed directly from the cloud**, simplifying deployment and operations.

Built on H3C's full-scenario Cloud AP portfolio and the Cloudnet enterprise cloud management platform, the solution is ideal for retail chains, SMB offices, hospitality, and K-12 education environments.

Full-Scenario Coverage

50+ AP Models

A comprehensive Cloud AP portfolio delivering flexible coverage across diverse enterprise scenarios

Rapid Deployment

Minute-Level Activation

- Template-based network configuration
- Plug-and-play devices enable service rollout in minutes

AI-Driven Operations

AI Agent-Driven Intelligent O&M Engine

- Intelligent monitoring, root cause analysis, and automated optimization
- Redefines the enterprise wireless O&M experience

Elastic Scalability

Unlimited Scalability

- Industry-leading scalability across distributed locations
- No practical upper limit on the number of Cloud APs per site

End-to-End Lifecycle Excellence >>>>

Governance

Visualized Cloud Planning with Hierarchical · Role-Based Site Management

Cloud Survey & Design

- Upload floor plans and configure obstacles
- Visually place APs and automatically generate signal coverage simulation reports
- Effectively reduces on-site survey effort and minimizes wireless coverage issues during deployment and operation**

Hierarchical and Role-Based Access Control

Multi-Branch Enterprise Network Model

- Supports **organizational-based network architecture aligned with enterprise structure**
- Sub-accounts inherit different levels of visibility and permissions
- Enables flexible, fine-grained account and permission management

Build

Rapid Deployment · Scenario-Based Authentication

Template-Based Deployment

- Store networks are deployed using template-based configuration
- One template, reusable globally**, with automatic configuration delivery upon device onboarding
- Minute-level deployment, simplified configuration, and reduced risk of misconfiguration

Cloud-Based Authentication

- Provides multiple wireless authentication methods through **scenario-based cloud authentication**
- Supports integration with third-party systems, such as PMS platforms for hospitality environments

Operate

AI-Driven Operations · 3-5x Faster Troubleshooting

AI Operations Agents

AI Intelligence Engine

Network Diagnosis

Endpoint Diagnosis

Fault Self-Healing

Network Diagnosis

- Provides real-time, end-to-end network visibility
- Automatically analyzes network issues and generates actionable remediation recommendations
- Covers 60+ diagnostic dimensions

Endpoint Diagnosis

- Performs intelligent diagnosis based on wireless user experience and reported issues
- Automatically generates diagnostic reports
- Reduces troubleshooting time from **hours to minutes**

Intelligent Operations Agent

- Supports 28 network-level diagnostic scenarios, including device-level and endpoint-level analysis
- Covers 10 wireless fault scenarios, such as weak signal and AP coverage issues

Operate

End-to-End Optimization from Signal to Application

AI RRM

- Distributed channel optimization executed at each AP
- Rapid adaptation to environmental changes
- Keeps network performance **continuously at an optimal state**

AI Co-Roaming

- APs and clients share network awareness and proactively guide roaming
- Ensures consistent experience across devices
- Delivers **seamless roaming and uninterrupted services**

Application-Aware RF Coordination

- Identifies application traffic and prioritizes latency-sensitive services
- Coordinates RF resources across multiple dimensions to reduce latency and improve concurrency
- Delivers a **smooth, no-stutter experience** in high-density environments

Application Assurance

- Supports 400+ common applications, including 15+ collaboration and audio/video applications
- Deep application awareness and traffic analysis enable experience optimization
- Ensures smooth video conferencing and zero packet loss for critical applications

Recommended Cloud AP Models >>>>

Wi-Fi 7

Indoor Wall-Plate AP

WA7320H-HI

- Dual-radio, dual-stream
- 6 GHz band supported
- 5G optical uplink + 5 downlink ports (including 2 PSE ports)
- Built-in BLE

High-Density Indoor AP

WA7232

- Tri-radio, quad-stream, 9.33 Gbps
- 6 GHz band supported
- Interfaces: 10G SFP optical port, 1 x 2.5GE Ethernet port

Indoor Wall-Plate AP

WA7320

- Dual-radio, quad-stream, 3.57 Gbps
- 6 GHz band supported
- Interfaces: 5G SFP optical port, 1 x 2.5GE Ethernet port, 1 x GE Ethernet port

Outdoor AP

WA7320XE

- Dual-radio, quad-stream, 8.65 Gbps
- 6 GHz band supported
- Interfaces: 1 x 2.5GE Ethernet port, 1 x 10G SFP optical port
- Power: PoE (PSE)

PepsiCo Case Study: Cloud AP Powers an Exceptional Multi-Branch Office Network >>>>

Requirements & Challenges

PepsiCo operates 20+ branch offices in China and requires a reliable, secure, and easy-to-manage office network across all locations.

- **High Deployment Cost:** Each branch required a full set of network equipment, increasing cost and complexity.
- **Security & Compliance:** Office environments demand enterprise-grade authentication to ensure secure access.
- **User Experience Requirements:** Daily operations rely heavily on video conferencing and wireless office applications.
- **Operational Complexity:** Large numbers of devices and complex onboarding increase O&M workload across branches.



Solution

- A **standardized, cloud-managed network architecture** based on Cloudnet + Cloud AP deployed across all branches.
- Integration with **enterprise-grade cloud authentication**, offering flexible authentication options.
- **AI-driven, cloud-coordinated capabilities** to protect performance of key applications such as video conferencing.
- **Visualized regional management and intelligent O&M** for consistent operations across branches.

Customer Value

- **Lower Network Deployment Cost:** Plug-and-play APs eliminate the need for on-site controllers.
- **Enterprise-Grade Security:** Rapid cloud-based authentication meets compliance and security requirements.
- **Improved Application Experience:** Smooth, low-latency video conferencing enhances daily productivity.
- **Simplified Operations:** Centralized cloud O&M enables remote management, reduces manpower, and improves efficiency.



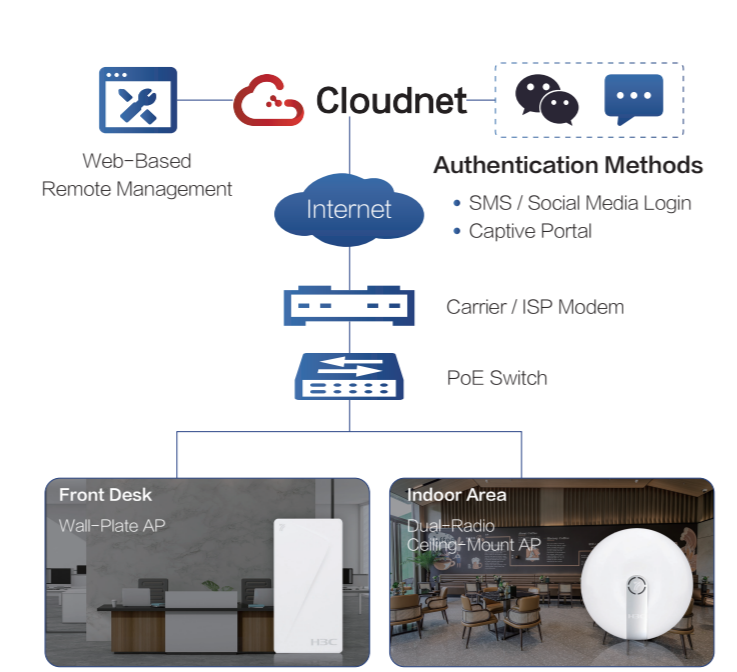
Scan to Visit H3C Official Website



Scan to Experience Cloudnet

Industry Solutions >>>>

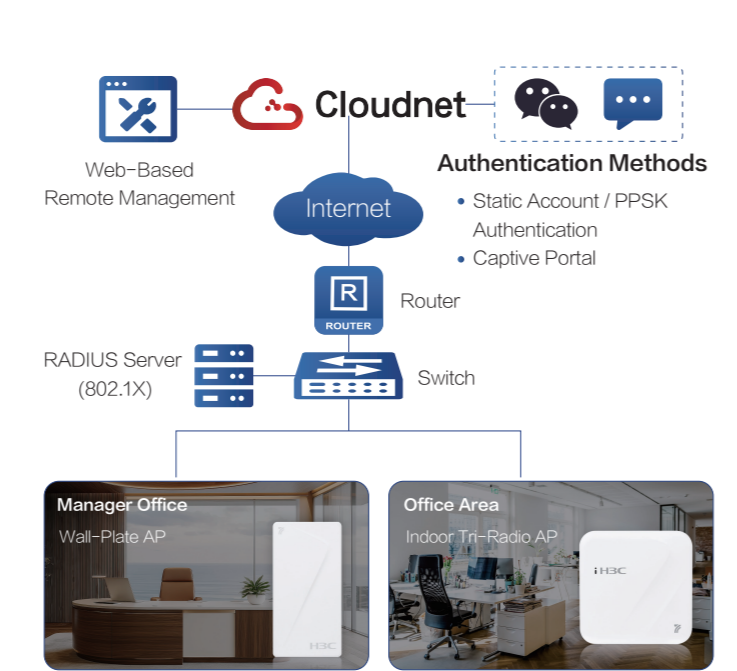
Retail Chain



- ### Solution Architecture
- **Rapid Deployment:** Batch template-based rollout with plug-and-play devices, enabling fast replication of store networks
 - **Cloud-Based Operations:** Centralized visualized management and operations, improving IT efficiency
 - **Data Insights:** Provides analytics on terminal access and usage trends to support business decision-making

- ### Customer Value
- **Accelerated Store:** Devices are ready to use out of the box, reducing rollout time **from days to minutes** and removing network bottlenecks for store expansion
 - **Lower Operational Costs:** Centralized management and operations from headquarters, with site-level fault isolation and **zero on-site intervention**
 - **Enhanced Business Operations:** Rich reports and visualized insights help unlock additional business value

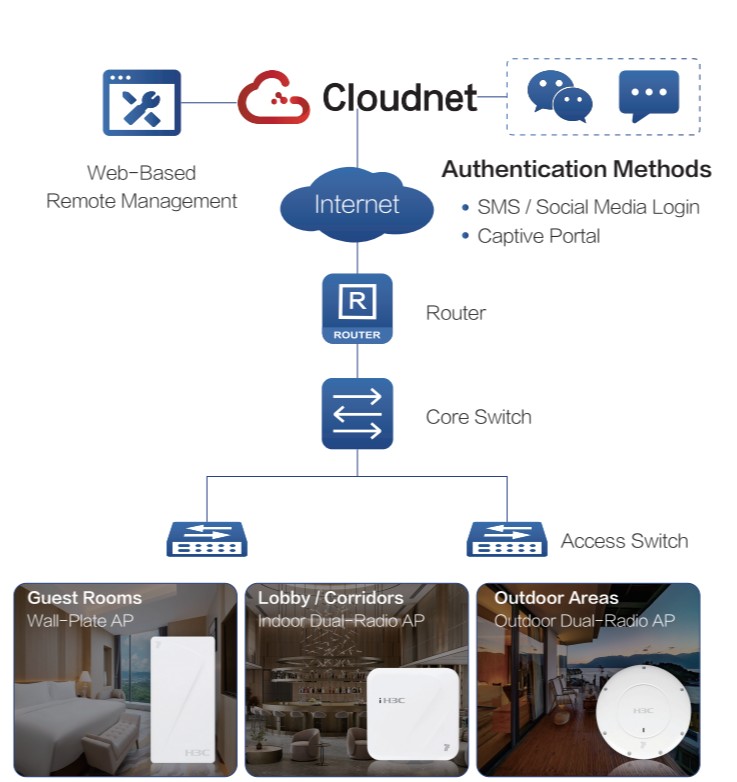
SMB



- ### Solution Architecture
- **Rapid Deployment:** Visualized configuration with automatic device registration upon connection
 - **Cloud Authentication:** Supports captive portal, fixed accounts, SMS, PPSK, and integration with local authentication servers (802.1X)
 - **Application Assurance:** Protection for **400+ common business applications** and **15+ video conferencing applications**

- ### Customer Value
- **Fast Service Activation:** Plug-and-play devices enable **minute-level service activation**, reducing network deployment costs
 - **Enhanced Office Experience:** Optimized protection for video conferencing and live collaboration applications, delivering **smooth, zero-stutter video experiences**

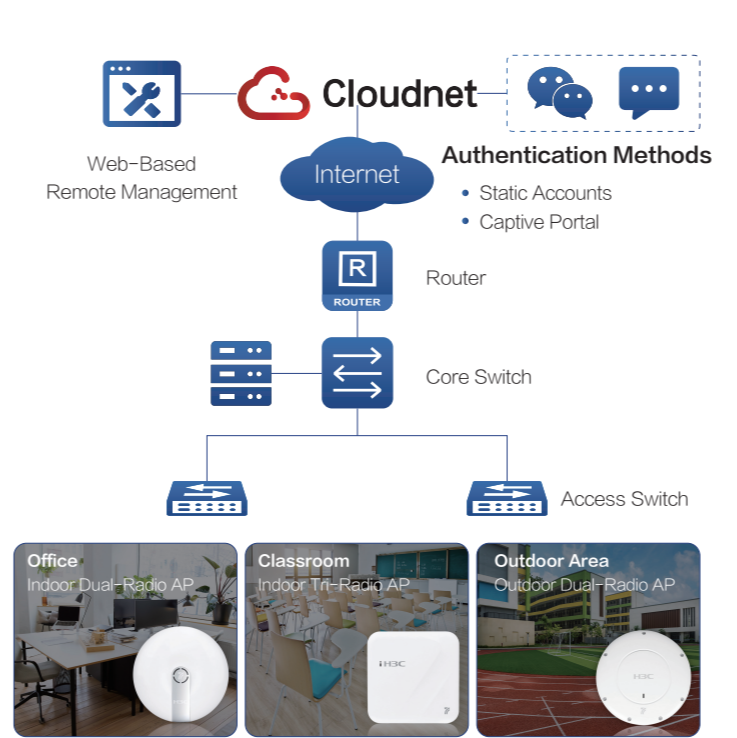
Hospitality



- ### Solution Architecture
- **Industry-Specific Capabilities:** Dedicated hotel management modules with room-level policy-based management
 - **Cloud Authentication:** Captive portal authentication via SMS, room number, and messaging mini-programs
 - **Open Integration:** Seamless integration with PMS and existing hotel management systems

- ### Customer Value
- **Shortened Deployment Cycles:** Simple network architecture with plug-and-play devices, reducing rollout time from **hours to minutes**
 - **Visualized Guest Experience:** End-to-end visibility into network quality, shifting operations from reactive response to proactive optimization
 - **Lower Operating Costs:** AI-driven operations enable **zero on-site troubleshooting**, improving efficiency and reducing operational costs

K-12 Education



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H3C Cloud AP Solution

A Cloud-Managed Wireless Network Solution Without Local Controllers

