H3C
Corporate Introduction

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About us

Shaping the Digital Future For A Better Life

This is the corporate vision of H3C. We are aiming to drive the development of the digital economy, and together with customers and partners, to create a better life for all to enjoy.

- Highly Creative
- Highly Credible
- Highly Caring

H3C The Leader in Digital Solutions

- The business cover the whole industrial chain of "cloud−network−compute−storage− terminal".
- Offer a full portfolio of compute, storage, networking, 5G, security, terminal and related domains.
- Provide a comprehensive platform that includes cloud computing, big data, artificial intelligence(AI), industrial internet, information security, intelligent connectivity, and edge computing, as well as end−to−end technical services.
- The exclusive provider of HPE® servers, storage and associated technical services in China.

19,000+
Employees

14,000+
Patents

USD 6.9 Billion
Annual sales revenue (2022)

50%
R&D staff

12%
R&D investment

98,000,000+
Facilities operating online

H3C Development History

- 2020 "Cloud and AI Business Group" set up to explore the market with the unified "UniCloud" brand, and strive to develop "Cloud and Intelligence" business
- Launched "AI in ALL Strategy" and "Digital Brain 2020" to accelerate digital transformation in the age of intelligence

- H3C MALL officially launched
- Comprehensively deepen the "Cloud and AI Native" strategy, and accelerate the digital transformation of the industry with "Digital Brain"

- New brand positioning of "The Leader in Digital Solutions" launched
- Brand Vision of "Shaping the Digital Future For A Better Life" launched
- Navigator Culture Launched

- Tsinghua Unigroup acquired a 51% stake from H3C of HP Inc.（"H3C" consists of the subsidiary H3C wholly−owned by HP Inc., as well as such businesses as server, storage and technical services of HP China)

- Huawei 3Com officially changed its name to "Hangzhou, H3C Technology Co., Ltd.", abbreviated as H3C

- HP entered China

1985

2007

2015

2018

2020

2022

2003

2016

2010

2019

2021

2023

- Huawei 3Com Technologies Co., Ltd. established

- HP acquired 3Com, and H3C became a wholly−owned subsidiary of HP

- H3C officially established
- Launched the brand positioning of "The Leader in New IT Solutions"

- Established 7 overseas branches to officially explore overseas markets under the H3C brand
- Launched the "Digital Brain" for the first time to empower the digital transformation of all industries

- Officially announced that it is steadily moving towards a 100−billion−level enterprise with high−quality development
- Officially announced enter commercial PC industry
- Launched "Cloud and AI Native" and "Digital Brain 2021" to accelerate the release of data value

- Launched new brand slogan of "Dedication, For A Smarter Future"

Market in China

Administrative Headquarters in Beijing

Operation Headquarters in Hangzhou

Business Group in Beijing

- H3C Technology Hangzhou
- Artificial Intelligence Hangzhou
- Manufacturing and Logistics · Haining
- Big Data Zhengzhou
- Cloud Computing Chengdu
- Information Security Hefei
- Intelligent Terminal · Guangzhou
- Industrial Internet Suzhou
- ......

South China Sea Islands

☆ Map Review No.: GS(2019)1831

Dual	**9**	**9**	**50+**
Headquarters	Bases	Industries	Sales and service organizations

Rapidly Growth in Overseas Business

With representative office   With project and service coverage

UK
Ireland
France
Spain
Roumania
Bulgaria
Switzerland
Germany
Kazakhstan
Mongolia
Korea
Turkey
Egypt
UAE
Japan
Thailand
Canada
USA
Mexico
Nigeria
Pakistan
Bengal
Myanmar
Philippines
Vietnam
Malaysia
Singapore
Angola
Indonesia
Australia
South Africa

International business

- 17 representative offices (in Malaysia, Japan, Pakistan, Indonesia, Thailand, Kazakhstan, Turkey, Singapore, South Africa, Mexico, Philippines, etc.)
- End-to-end capability in market development, project delivery and service support

Overseas business of Chinese enterprises

- Adopt experiences of H3C's domestic successful cases, build joint solutions, and empower Chinese enterprises'digital transformation overseas
- Participates in the overseas projects of Chinese enterprises, and has the branding influence and capability of project delivery

Service capability coverage

- 176 countries or regions
- Spare parts in 38 countries and regions
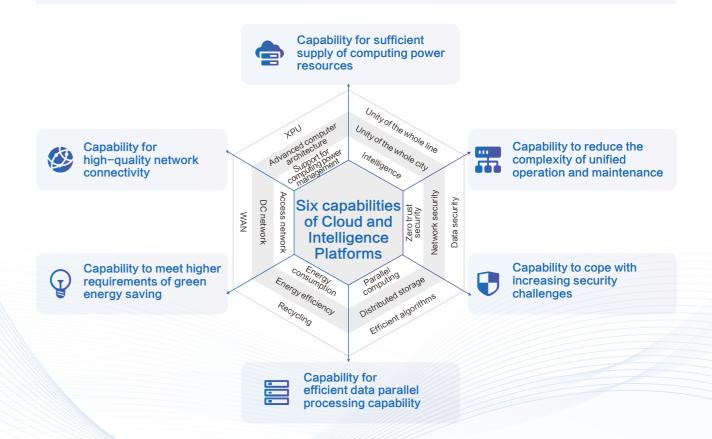
2

Strategy

Having devoted itself to the competition in the new era of intelligence, H3C intensively studies the Cloud and AI Native technology, deeply cultivates customer application scenarios, creates leading digital solutions with pragmatic ideas, and boosts the intelligent upgrading of the digital transformation through the ever−evolving Digital Brain, so as to become the most trustworthy partner of all industries.
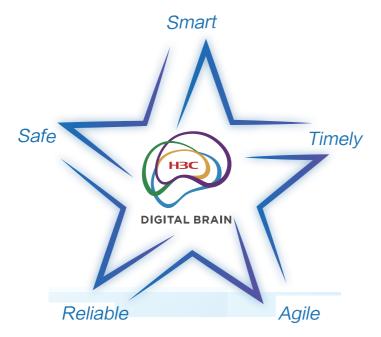
Cloud and AI Native

- "Cloud and AI Native" is the technical strategy of H3C. Through the digital technology innovation of Cloud and AI Native, H3C closely focuses on the practical requirements of application scenarios, enhances the efficiency and capabilities of the intelligent digital platform, and empowers the digital transformation and quick implementation of applications in the industry, to realize digital values.

- In the new era of intelligence, H3C is committed to building an end−to−end intelligent digital platform, releasing a series of new products and solutions around the six capabilities of the Cloud and AI Native digital platform, and upgrading them into the Digital Brain, to better fit the application scenarios of customers, lend new impetus to all industries, and add wisdom, power, and energy to the high−quality development of economic and social development.

Capability for sufficient supply of computing power resources

Capability for high−quality network connectivity

Capability to reduce the complexity of unified operation and maintenance

Capability to meet higher requirements of green energy saving

Capability to cope with increasing security challenges

Capability for efficient data parallel processing capability

Six capabilities of Cloud and Intelligence Platforms

XPU
Advanced computer architecture
Support for computing power management
Unity of the whole line
Unity of the whole city
Intelligence
Access network
DC network
WAN
Network security
Zero trust security
Data security
Energy consumption
Energy efficiency
Recycling
Parallel computing
Distributed storage
Efficient algorithms

Digital Brain

Digital Brain is the implementation and practice of the "Cloud and AI Native" strategy in the digital transformation and transformation of customers. It continues to help customers in the development process: smarter business decision−making (Smart), more timely business response (Timely), more agile business deployment (Agile), more reliable business assurance (Reliable), and more secure business environment (Safe).

Smart−Smarter Business Decision−making

Timely−Timely Business Response

Agile−Agile Business Deployment

Reliable−Reliable Business Assurance
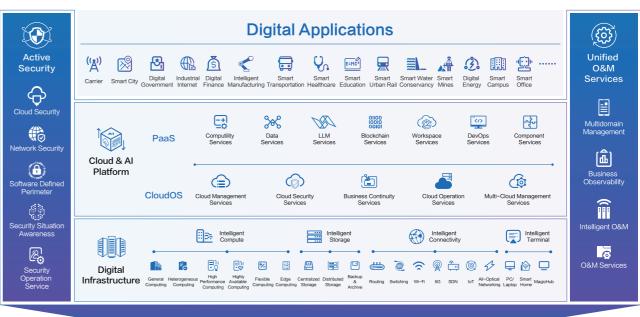
Safe−Secure Business Environment

The "Digital Brain" consists of the intelligent digital platforms ("4" modules) provided by H3C and the "N" −dimension ecosystem applications of the partners (Digital Brain=4+N).

The "4" in "4+N" means the intelligent digital platform of H3C, which, as the core cornerstone of digital transformation, cover the digital infrastructure, cloud and AI platforms, active security, and unified operation and maintenance necessary for digital transformation. The "N" means smart applications in various industries, which are the core business values created by H3C and many partners in the ecosystem.

Digital Brain Serves All Industries

Intelligent Digital Platform

Digital Infrastructure

Composed of intelligent computing, intelligent storage, intelligent connectivity, and intelligence terminals, it realizes the global efficient collaboration of "cloud, network, edge, and terminal" with full–stack digital infrastructure with high performance, high efficiency, endogenous intelligence, and comprehensive cloudication, thus building the powerful digital infrastructure for cloud and intelligent platforms and smart applications.

Cloud and Intelligence Platforms

UniCloud 3 .0 realizes the architecture unification of public cloud–private cloud–edge cloud with a unified CloudOS platform, meets the requirements of customers in complicated IT environments with distributed deployment and achieves the goals of one cloud for control, one platform for management, one architecture for all applications, one network for SDN, and one policy for security with dynamic and flexible delivery. The Oasis Platform 3.0 builds a more advanced data usage base, more applicable data usage solutions, and more comprehensive data usage services with integration of the upgrading of five major technical capabilities, the settlement of five major industrial solutions, and the safeguard of six service capabilities, helping all industries to "use data" and "empower intelligence" to promote business innovation and digital transformation at full speed.

Active Security

H3C's Active Security 3.0 system integrates security capabilities into customers'business transformation with three key innovations: "zero–trust in business perception, new middle platform in business security, and business operation as a service". In terms of business perception, H3C achieves deep perception, fine control, and cloud–edge unification for customer services by strengthening asset security governance capabilities, dynamic authorization mechanism of digital identity, and unified scheduling of security resource capabilities. In terms of business security, we have built an open interface layer, a fusion atomic service layer, and a modular capability layer to adapt to changing business scenarios and create an "operating system" for customers'business security; In terms of service delivery, we provide the industries with a new model of security system construction featuring on–demand subscription, flexible expansion, and flexible choice with the capability of "XaaS full cloud service delivery".

Unified O&M

H3C is committed to providing users with "the most intelligent, considerate, and far–reaching" IT operation and maintenance services, comprehensively improving the overall level of IT service management, realizing efficient collaboration and management of digital platforms through global management of infrastructure and technology fields, and gaining insight into business operation status, grasping operation and maintenance delay, health and other indicators from the customer's perspective, thus providing comprehensive guidance for business operation and innovation.

Powerful Products

Intelligent Connectivity

Based on the "Cloud and AI Native" strategy and the "Digital Brain", H3C has provided a series of endogenous intelligence products, technologies, and solutions for empowering industries to implement intelligent connectivity and speed towards the future network, and is committed to helping users achieve intelligent transformation in business and operations, and build intelligent, converged, minimalist, credible, and ultra−wide connectivity.

H3C has been leading in fields such as SDN, enterprise network, WLAN, Internet of Things, and mobile Internet. The AD−NET (Application−Driven Network), as the core of the intelligent connectivity strategy, provides application−driven network solutions from the inside out and from the bottom up for campus networks, data center networks, and wide area networks.

The switch products cover all series from access to core products. At present, a complete data center 400G product sequence has been launched, forming a complete 400G solution, with more than 10,000 networked ports in 2020, meeting the networking demands of different scales.

The router product line has completed the layout of hundreds of products from the core, high−end, med−to−low−end, to edge access series, among which the core cluster router CR19000 is one of the four core cluster routers of its class in the world; In 2020, H3C introduced 16 new Wi−Fi 6 products and launched 27 Wi−Fi 6 scene−based wireless access points in succession; In 2022, H3C launched the first intelligent native Wi−Fi 7 product of the world, fully meeting the upgrading demands of all industries for intelligent connectivity in all scenes.

From 2009 to 2022, H3C ranked first in the market share of China's enterprise WLAN market for 14 consecutive years (Source: IDC China Quarterly WLAN Tracker, 2022Q4). From 2016 to 2021, it maintained the leadership in China's SDN (software) market for six consecutive years (Source: CCW Research).

From 2017 to 2022H1, it ranked first in the market share of China's network management software market for six consecutive years (Source: IDC China Semi−annual IT Unified Operation Software Tracker, 2022H1); From 2018 to 2022, it ranked first in the switch Internet market share for five consecutive years (Source: IDC China Quarterly Ethernet Switch Tracker − Segmentation，2022Q4).

Intelligent Compute

Taking "endogenous intelligence leads to intelligent compute" as the technical strategy, with the multi−computing system and the intelligent computing system of "one body and two hubs", including the intelligent computing power hub and the intelligent management hub, it provides 3D computing power, 4D green technology, and 5D intelligence, bringing more efficient, low−carbon, and intelligent smart computing power and helping the intelligent innovation and digital transformation of all industries.

Intelligent compute has remained the leader in the Chinese market, with complete computing platforms and GPU platforms and complete computing power combinations and forms in the industry. In 2022, H3C made many achievements in the implementation of AI accelerated computing market and the practice of the carbon peaking and carbon neutrality strategy. With dedicated and refined research in the field of AI, H3C has taken first place in the world in 86 items in the reasoning and training test of MLPerf™, an international AI benchmark assessor.

After being recognized as a mature manufacturer of large−scale artificial intelligence systems by Forrester, an international authoritative research institution, H3C ranked among the top two in China's accelerated computing market with nearly double the market growth rate. In addition, it has been listed in the "Zero−carbon Computing Power Co−construction Plan" for low−carbon products and solutions of data centers jointly selected by ODCC, China ICT Institute, and the Press and Publicity Center of the Ministry, as the only excellent server producer. H3C Intelligent compute has added new elements to the development of smart IT with forward−looking technical vision and profound R&D strength.

In 2022, H3C ranked first in the market share of China's blade server market (54.8%) (Source: IDC China Quarterly x86 Server Tracker, 2022Q4).

In the first half of 2022, it ranked first in the market share of China's accelerated computing server market (10.2%) (Source: IDC China Semiannual Accelerated Computing Tracker, 2022H1).

Intelligent Storage

Taking "intelligent hub data platform" as the core, it adheres to the design concept of AI−driven, panoramic interconnection, and cloud−based experience to provide the industries with a comprehensive and excellent portfolio of storage software and hardware products and a panoramic data management ecosystem to realize brand−new customer experiences such as proactive prevention and prediction, intelligent data flow, intelligent task distribution, global resource allocation, and pay−per−use billing.

H3C has intelligent storage solutions covering all scenarios, including centralized storage, distributed storage, hyper−convergence, data backup and protection, and storage network equipment, to meet the storage needs of users in various industries. In 2022, H3C launched the intelligent all−flash massive data platform X18000, which achieves intelligent management, safety and reliability, energy saving, and environmental protection while offering powerful performance, providing users with richer choices.
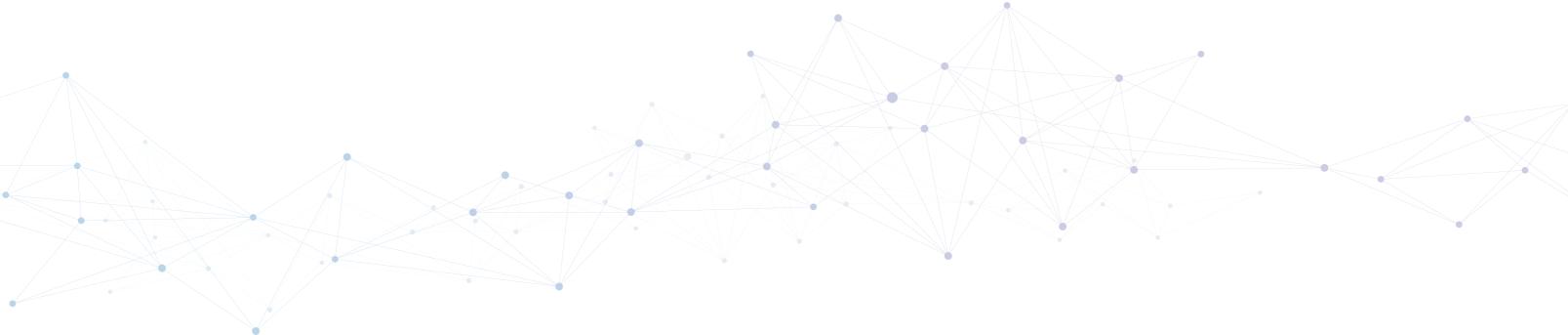
In 2022, H3C ranked second in both China's storage market (12.5%) and China's all−flash array (AFA) market (10.6%) (Source: IDC China Enterprise Storage System Tracker, 2022Q4); In Q1− Q3 of 2022, it ranked second in both China's distributed storage market (13.9%) and China's distributed block storage market (18.5%) (Source: IDC China SDS&HCI System Tracker, 2022Q3).

Cloud and Intelligence

In 2022, the CloudOS−based isomorphic hybrid cloud of the Cloud and Intelligence Platforms was fully upgraded into distributed Unicloud, providing comprehensive cloud services for four scenarios: multi−center, hybrid cloud, edge cloud, and heterogeneous multi−cloud, and realizing cloud scene application services at any location, at any scale, in any application, and in any mode. The greatest change of this upgrade was that under the "isomorphic hybrid" underlying architecture, it strengthened the cloud−edge collaboration and cloud−native ability in the "cloud" dimension, and broke the boundaries between different clouds at the bottom, extending the ability of cloud computing to the edge, and truly creating the underlying architecture of "cloud−edge collaboration"; it strengthened the data exchangeability in the "digital" dimension to link up the whole process of "data usage", build a global data asset center, and activate data value; it built the AI scene delivery capabilities in the dimension of "intelligence" and achieves in−depth integration with industry businesses to serve the intelligent transformation of customers.

From 2015 to 2021, it maintained the leadership in the market share of China's server virtualization market for seven consecutive years (Source: CCW Research); In Q1− Q3 of 2022, it ranked first in the market share of China's hyper−convergence market (23.9%) (Source: IDC China SDS& HCI System Tracker, 2022Q3).

Active Security

As a leader of network security in China, H3C is the first player in the industry to propose the concept and technical framework of "Active Security". Through a full series of network security products, complete solutions, and professional security services, it provides users with comprehensive security delivery capabilities from the underlying infrastructure to the upper applications to build a secure and credible new generation of active security defense system.

In 2022, H3C released the brand new "Active Security 3.0", which focusing on the customers' businesses, realizes the innovation in three key fields: zero trust in business perception, new middle platform in business security, and business operation as a service, pushing the concept of active security into a business-driven era, and escorting customers of the industry to accelerate digital transformation.

In 2022, H3C ranked second in China's security hardware market (9.3%), third in China's UTM firewall market (18.7%), third in China's security content management market (7.7%), third in China's IDP market share (15.9%), and third in China's application delivery market (11.4%) (Source: IDC China Quarterly ADC Tracker, 2022Q4; IDC China Quarterly Security Appliance Tracker, 2022Q4); It has been selected in the Niche Player quadrant of Gartner Magic Quadrant for Network Firewalls for six consecutive years, and it has been selected in the "Gartner's Hype Cycle for ICT in China, 2022" and "Sample Vendors" of cloud security in China for two consecutive years (Source: Gartner).

Intelligent Terminal

Driven by innovation and guided by technology, H3C helps accelerate the transition of small and medium-sized enterprises and family life to digital forms, and its business covers products and solutions with extreme experience such as MagicHub, whole-home network and cameras.

In March, 2022, H3C released the 8K MagicHub, which integrates the functions of 8K ultra-HD display, 8K video, writing annotations and so on. So far, it has helped more than one third of the top 100 hospitals in China in information-based upgrading. H3C 8k MagicHub with the Heyboard OS multi-screen solution, H3C's self-developed exclusive education system, makes the teaching and learning more convenient. In May, 2022, H3C released the 10 Gigabit Router H3C Magic NX15000, which adopts 3 sets of intelligent directional antennas, 14 channel power amplifiers, and multi-frequency concurrency. With the wireless rate of as high as 15, 000M and the capacity of covering a whole floor with only a single router, this product is well recognized and received by consumers.

By January, 2023, the number of intelligent terminal products running on the network had exceeded 22 million, enabling tens of millions of enterprises and families to enjoy digital office and smart life.

Commercial Terminal

In 2021, H3C officially announced its entry into the commercial PC industry, releasing commercial terminal products, and improving its all-round capabilities in digital infrastructure such as computing, storage, network, 5G, security, and terminals.

With more than 35 years' experience in serving major customers in the government and enterprises, H3C inherits enterprise-level DNA, carefully constructs a matrix of commercial terminal products, and ingeniously creates commercial desktops, laptops, monitors, and peripheral ecosystems to meet the diverse demands of industry customers for digital transformation and upgrading.

In 2023, H3C will launch commercial laptops including H3CBook Ultra 14 G2, H3C Book Ultra 14G2, H3CBook Pro 14 G2, desktops including H3CDesk X500t/s, H3CDesk X700t/s, display H3C M8-271U, and peripheral products, so as to continue to provide customers with a more stable, reliable and consistent brand experience and supreme services, and provide all industries with solid and reliable support for digital transformation.

Technical Service

With more than 30 years' experience in professional service and perfect technical service systems, H3C, adhering to the service concept of full customization, keeps providing customers with personalized and leading service solutions and has become a trusted escort and helping partner in digital transformation. In 2022, H3C launched a series of intelligent micro-module computer rooms, the one-stop testing service of H3C TaaS, and the HCLHub, the industry's first official simulator interactive sharing communication community.

In addition, as a participant in the formulation of national standards for intelligent operation and maintenance and a provider of remote operation and maintenance cloud services, H3C has launched the H3C AIO (All In One) one-stop operation and maintenance management outsourcing service, which provides high-quality IT operation and maintenance services for heterogeneous ICT infrastructure, driving customers to comprehensively improve the overall service management level of IT.

In the first half of 2022, H3C ranked first in China's market of IT unified operation and maintenance software (12.2%), first in China's market of IT infrastructure management software (11.0%) (Source: IDC China Semi-annual IT Unified Operation Software Tracker, 2022H1); In H1 of 2022, H3C ranked second in China's network management service market (4.4%), first in China's support service market (6.9%), first in China's market of hardware deployment and support services (11.8%), first in China's market of IT consulting services (5.9%), second in China's market of network consulting and integration services (3.2%), and second in China's market of IT outsourcing services (4.6%) (Source: IDC China Semiannual Services Tracker, 2022H1).

Actively Participating in Domestic and International Standards/open Source Organizations Participating in Standard Formulation

So far, H3C has led or participated in the issuance of 3 international standards, 65 national standards, and 115 industry standards.

Domestic standardization organizations

- National Technical Committee 485 on Communication of Standardization Administration of China (TC485)
- National Technical Committee 543 on Communication Service of Standardization Administration of China (TC543)
- Internet Society of China
- China Communications Standards Association (CCSA)
- National Information Technology Standardization Committee (TC28)
- National Information Security Standardization Technical Committee (TC260)

International organizations

- ITU Telecommunication Standardization Sector (ITU−T)
- Internet Engineering Task Force (IETF)
- Metro Ethernet Forum (MEF)
- Broadband Forum (BBF)
- OpenStack
- Cloud Native Computing Foundation（CNCF）
- 3GPP

Issued

Network & computing

- GB/T 41266−2022 Security testing methods for critical network devices−Switch
- GB/T 41267−2022 Security technical requirements for critical network devices−Switch
- GB/T 41268−2022Security testing methods for critical network devices−Router
- GB/T 41269−2022 Security technical requirements for critical network devices−Router
- GB/T 39680−2020 Information security technology−Technique requirements and evaluation criteria for server security

Security

- GB/T 31506−2022 Information security technology−Security guidelines for website system of government affairs
- GB/T 29829−2022 Information security technology−Functionality and interface specification of cryptographic support platform for trusted computing
- GB/T 20278−2022 Information security technology−Security technical requirements and testing assessment approaches for network vulnerability scanners
- GB/T 20275−2021 Information security technology−Technical requirements and testing and evaluation approaches for network−based intrusion detection system

Cloud Computing

- GB/T 40203−2021 Information technology−Industrial cloud service−Service agreement guide

GB/T 41267−2022 reference https://openstd.samr.gov.cn/bzgk/gb/newGbInfo?hcno=32F9E9552231675EE012F30CACEE0BBA

GB/T 41269−2022 reference https://openstd.samr.gov.cn/bzgk/gb/newGbInfo?hcno=884D9EB862FE6D320BD9551A8C70D1E0

GB/T 29829−2022 reference https://openstd.samr.gov.cn/bzgk/gb/newGbInfo?hcno=6A704C5A5267BD3D1A281700E6B36AF8

GB/T 20275−2021 reference https://openstd.samr.gov.cn/bzgk/gb/newGbInfo?hcno=EEE33EF3BFB492E8E23555B0D2F99148

Enabling Industry

In the component of "Digital Brain", we have and provide intelligent digital platforms ("4"), and industry–oriented smart applications capability ("N") is jointly created by us and ecological partners. We work closely with the ecological partners in all industries to provide customers with end–to–end one–stop solutions and intelligent services to help their digital transformation and revolution, accelerate their business innovation, enhance value, improve efficiency and reduce costs.

Industry–enabled core capabilities

Deep industry understanding and insight

Based on 38 years of rich experience and a strong team of industry experts, H3C has a deep understanding of the core business and process of each industry and insight into the real endogenous demand of each industry.

Digital top planning consulting capability

Relying on business consulting experts and based on industry understanding and digital native concept, H3C helps customers plan their industry digital transformation and change solutions, and tailor–made industry scenarios solutions based on business.

Continuous iterative innovation ability

Based on the trend of industry and technology development, H3C works with customers and partners to continuously iterate and innovate in their real application scenarios, and constantly creates new value for the industry.

Integrated joint ecology delivery capacity

H3C joins hands with industry–leading ecological partners to jointly innovate, iterate and verify solutions, provides excellent solutions for industry applications, one–stop service and integrate delivery, and realizes turnkey projects of digital transformation and revolution.

Marketing Achievement

Carriers

Core high-end router has been deployed in the carrier-class IP networks of all the three major carriers, and products and solutions serve the headquarters of the three carriers and more than 95% of provincial branches.

Enterprise

H3C serves more than 10,000 enterprises, more than 300 fortune global 500 enterprises, more than 400 fortune China 500 enterprises and more than 80% of the Chinses central enterprises.

Education

H3C has served mover than 2,600 education institutions and research institutes, and built more than 400 campus clouds, 900+ education MAN, and wireless MAN for all double-first-class universities, and provided information campus for 80,000+ primary and secondary schools.

Internet

H3C leads the revolution of the Internet era and provides Chinese Internet users with ICT infrastructure featuring super-large scale, super-high performance, stability and easy operation and maintenance, which has strongly supported the rapid development of the Internet in China over the past 20 years, with the users covering over 1 billion netizens.

Government

H3C serves 1.4 billion people. H3C has served the construction and operation of over 190 smart city projects, participated in the government cloud construction for 18 ministries and commissions, 26 provincial-level governments and more than 300 prefectures, districts and counties; undertaken the construction of nine national backbone networks of the "twelve golden projects", participated in the construction of e-government extranet projects and 21 provincial-level governments and more than 300 prefectures, districts and counties, helped the information construction of e-government to fully stride forward towards a new stage of converged and smart government featuring data-empowerment, collaborative governance, smart decision making, and quality service.

Finance

H3C has been deeply engaged in the financial industry for 30 years, serving more than 90% of Chinese financial customers, implementing 100+ financial cloud innovation practices and carrying 1,000+ financial applications in all scenarios.

Transportation

H3C serves over 300 subway lines in 47 cities across the country, ranking first in urban rail cloud market share, serving 18 railway administration group companies, assisting the digital transformation and upgrading of nearly 200 airports and more than 20 large ports and terminals, and assisting the cancellation of major provincial boundary construction projects of expressways in 29 provinces in China.

Radio and television

H3C provides smart radio and television solutions in 28 provinces, convergence media cloud platform for 27 provincial and provincial capital stations, as well as bearer networks and government-enterprise ICT solutions for 25 provincial radio and television networks.

Healthcare

H3C has been leading the healthcare industry for more than 10 years, serving 85% of the top 100 hospitals in China and assisting the digital transformation and upgrading of more than 1,200 grade-A class-3 hospitals in China.

Power energy

H3C serves 90% of the energy enterprises, including the State Grid, China Southern Power Grid, power generation groups, PetroChina, Sinopec, etc., and contributes to the informatization of power energy enterprises.

Construction

H3C serves 80% of national major projects in China, TOP 10 super high-rise buildings in China, more than 2,000 middle and high-end hotels, more than 1,000 commercial complexes, and dozens of domestic and international large-scale events and competition venues, making outstanding contribution to the intelligent progress of buildings at home and abroad.

Together to Build An Open and Blooming Ecosystem

Based on the Principle of Partner First, our ecosystem strategy is to strengthen our supporting and empowering platforms for better working together with different kinds of partners, wining together with them and finally build an open and blooming ecosystem.

Working Together

- Supporting & empowering platforms
- Capabilities & experience sharing

Winning Together

High-quality products, solutions and services

Blooming Together

Continuous investment in the programs

Industry Partners

Talents& Institutions

Service Partners

Solution Partners

Distributor

1,700+
Partners

800+
Service partners

800+
Certified talents

Empowering Smart Cities

People-oriented

The progress of human urban civilization is always accompanied by the development trends of science and technology. The in-depth development and extensive application of Artificial Intelligence (AI), Big Data, the Internet of Things (IoT), and other technologies are constantly changing the ways of production, life, and work of human beings, and have nurtured smart cities with being people-oriented as the core, being suitable for living and business as the purpose, co-governance and sharing as the means, and institutional mechanisms as the guarantee. The main concerns of city managers in urban development are how to create a smarter, more hospitable, safer, and more intelligent city as well as how to improve the people'sense of involvement, gain, happiness, security, and pride. A new stage of smart cities is on the way for this purpose.

H3C keeps promoting the upgrade of the "Urban Digital Brain", pursue dreams of intelligence with the urban operating systems, build a foundation with urban data bank, set up the pillars with global digital intelligence, and create urban digital solutions with people-oriented. Based on the urban operating system, H3C provides a basic environment for the growth of urban informatization, digitalization, and intelligence, builds an overlaying system for sharing basic modules, managing and revitalizing urban information resources, comprehensively driving technology integration, business integration, and data integration, rapidly generates urban applications, cultivates urban brains upwards, and promotes the integrated growth of digital capabilities to optimize government, benefit the people, promote business, and Intelligentize governance.

Smart City Service Capabilities

Overall Framework of Smart City Operating System

Best Practice of Digital Transformation

West China Hospital, China

▶ H3C Offers

- 10+ medical application subsystems with unified access
- Supporting the work of more than 1,000 researchers
- Up to 20,000+ daily outpatient and emergency visits
- Application of AI technology has greatly improved the efficiency of diagnosis and treatment
- Meeting the information needs of the next 3–5 years

China Telecom, China Mobile and China Unicom, China

▶ H3C Offers

At present, H3C has comprehensively participated in the network construction of the three major Carriers and become the mainstream IP core router equipment supplier of Carriers.

Universiti Tunku Abdul Rahman (UTAR), Malaysia

▶ H3C Offers

- The H3C SD–RF (Software Defined Radio Frequency), for user–experience–first Wi–Fi6 service in large scale campus
- The H3C CloudNet, cloud based unified wireless and wired networking management service, for simplified, scalable, secure, visible and OpEx optimized OMs
- The H3C latest generation Wi–Fi6 access points WA6622, for high throughput, low latency and stable wireless accessing

Medical Corporation Sapporo Heart Center, Japan

▶ H3C Offers

- One–stop computing, storage, network, security deployment
- Consistent policies across network
- Single network for wired, wireless and IoT access
- Agile and intelligent medical system for service

National Information Technology Board (NITB), Pakistan

▶ H3C Offers

- One–stop computing, storage, network, security deployment
- Consistent policies across network
- Single network for wired, wireless and IoT access
- Agile and intelligent medical system for service

Vehicle Image Acquisition and Processing System, Jomtel, Mexico

▶ H3C Offers

- Accelerating the digital transformation of the police department
- High–end servers provide sufficient GPUs to support machine learning, the efficiency and accuracy of image recognition will increase exponentially over time
- H3C S6520X series switches provide high availability and scalability with outstanding management capacity

Goertek Ngee An Industrial Park, Vietnam

▶ H3C Offers

- Providing the whole set of ICT infrastructure and ensuring the production efficiency of the campus, laid a solid foundation for campus automation
- The security equipment ensures the protection and isolation of the overall network, and maintains the stability and reliability of the network
- Technical engineer works in the field, service manager tracks and manages the whole process to ensure the timely and efficient delivery of the project
- Enable long–term archiving and retention of critical data by economical products and mature remote disaster recovery solutions

Federal Board of Intermediate and Secondary Education (FBISE), Pakistan

▶ H3C Offers

- A standard 3 nodes HCI solution with hardware server and HCI pre–installed software
- NVMe SSD as cache technology applied in H3C UIS solution instead of normal SATA SSD as data cache
- Aggregation and POE+ Access switches, Firewall, Campus Wi–Fi 6 & Centralized Management Platform

General Taxation Administration(AGT), Angola

▶ H3C Offers

- Multidimensional integrated security protection gateway Efficient new generation cloud data center General Taxation
- Administration (AGT)
- Automate operation and maintenance through IMC management platform

Telecommunication Service Provider, LiveCom

▶ H3C Offers

- AD–WAN solution with 6 nodes
- Internet + MPLS hybrid Links: reducing client investment
- DPI identification: application control and optimization
- DNS management: application access control

Major Event Safeguard

H3C has rich experience in safeguarding large-scale conferences and events, and has successfully provided technical support services for many major international and domestic events, including Beijing Olympic Games, Expo 2010 Shanghai China, G20 Hangzhou Summit, BRICS Xiamen Summit, and Olympic Winter Games Beijing 2022. This is not only a demonstration of H3C's widely-recognized professional ability, but also shows H3C's corporate responsibility.

2008
Beijing
Olympic Games

2014
ACPE China 2014
Summer Youth Olympic Games
Nanjing 2014
Brazil World Cup
FIFA World Cup Brazil

2016
G20 Hangzhou
Summit

2018
SCO Summit

2022
Olympic Winter
Games Beijing 2022

Expo 2010
Shanghai China

2010

World Internet
Conference Wuzhen

2015

"The Belt and Road" Forum for
International Cooperation
The 4th World Internet Conference
BRICS Xiamen Summit

2017

The 2nd China International
Import Expo

2019

100th Anniversary of the
Founding of the CPC

2021

Asian Games
Hangzhou

2023

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🏛️ # Values

Navigator Culture

With a mission to lead in insights and technology, both in the high-tech industry and ecosystem as a whole, H3C encourages employees to develop an innovative and pioneering mindset, to have the courage and perseverance to face difficulties and challenge the status quo, and to achieve a positive impact on the efficiency and productivity of the ecosystem, different sectors and society.

⭕ CUSTOMERS

With the core mission of helping customers achieve success, H3C is dedicated to supporting customers' business innovation, making the biggest contribution to customers' continuous development and value enhancement.

🔷 INNOVATION

Founded with innovation as its cornerstone, H3C serves customers with constant innovation in technology, products and solutions, promoting the development and progress of the industry.

✴️ PASSION

H3C employees are full of enthusiasm, bold dreams and pioneering spirits, forging ahead with wisdom and energy to help customers achieve success and promote innovation.

∞ WIN-WIN

H3C advocates breaking the boundaries dividing organizations and mindsets, and is dedicated to building an open and flexible ecosystem. Working with government, customers and partners to complement each other's advantages, H3C collaborates to accelerate the realization of a "Digital World" to build a better life for everyone.

Create A Bright Future with Digitalization

Making H3C a high−tech, innovative and responsible enterprise that is respected by people, making employees proud and leading technological progress.

Tony Yu
President & CEO of H3C

Environmental

Environmental protection empowered by technology

○ Promoting "Environmental Cloud" in China major cities to protect the environment with digital technologies.

○ Donated to afforestation project with a total area of 1.33 million square meters.

Responsible production & Green Office

○ A complete set of green environmental protection quality operation system.

○ A special fund for energy conservation, emission reduction and environmental protection in office space and products R&D.

Corporate Social Responsbility

Social

Enable a digital society and bring continuous value

- Provide support for epidemic prevention and control through digital solutions.

Contribute to building a warm society

- Donated equipment and services and set up education funds to facilitate the development of education.
- Donated 1.6M USD to help people who were affected by natural disaster in Henan.

Care for employees

- Care for employees, fully protect the interests of employees.

Governance

Establish a sound compliance management system

- Strictly abide by the applicable trade compliance laws and regulations of China, US and other countries.
- Issue the export control compliance statement and a series of policies and procedures.

Adhere to integrity management and fair competition

- 《The code of conduct for partners》
- 《The code of conduct for suppliers》
- 《The code of conduct for outsourcing staffs》

Build a healthy internal environment

- 《Anti corruption policy》
- 《Conflict of interest policy》
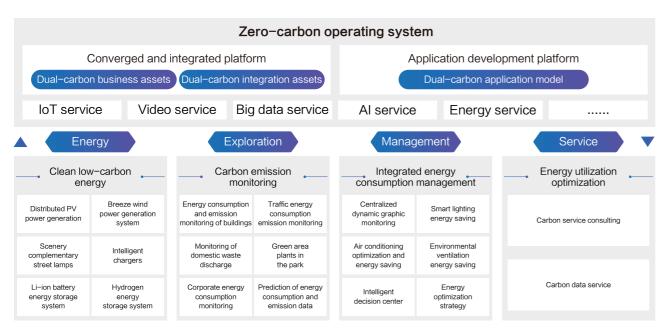- 《Declaration of "diligence and integrity" of H3C management team》

Making Every Effort to Build Zero-carbon Smart Campuses Based on the Concept of "Carbon Neutrality"

A zero-carbon smart campus refers to comprehensively and systematically integrating the concept of "carbon neutrality" in the planning, construction, management, and operation of the campus, exploring the goal setting and practical path with "precise accounting" relying on the zero-carbon operating system, comprehensively monitoring the process of carbon element generation and reduction with ubiquitous perception, integrating "carbon neutrality" measures such as energy saving, emission reduction, carbon fixation, and carbon sink with digital means, and realizing low-carbon industrial development, green energy transformation, centralized sharing of facilities, and recycling of resources with smart management, so as to finally realize the self-balance of carbon emission and absorption within the campus.

H3C has created the zero-carbon smart campus solution based on "source, exploration, management, and service". With the operating system of zero-carbon campus as the digital base, it takes data as the core production factor of carbon peaking and carbon neutrality to link up all processes. Led by data flow and optimizing energy flow and business flow, it provides universal and reproducible support for basic capabilities for scenario-based business applications.

"1+4" Top-level Design for Zero-carbon Smart Campus of H3C

With one zero-carbon operating system as the data hub, the "energy, exploration, management, and service" solution covers the whole-chain services, and data flow will lead and optimize the energy flow and business flow, and data will link up various processes as a core production factor.

Zero-carbon operating system

Converged and integrated platform	Application development platform
Dual-carbon business assets / Dual-carbon integration assets	Dual-carbon application model

IoT service	Video service	Big data service	AI service	Energy service	......

Energy	Exploration	Management	Service

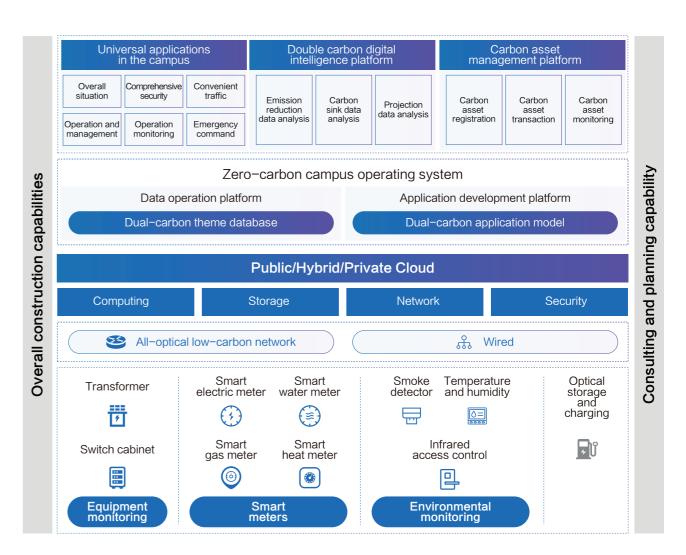| Clean low-carbon energy		Carbon emission monitoring		Integrated energy consumption management		Energy utilization optimization
Distributed PV power generation	Breeze wind power generation system	Energy consumption and emission monitoring of buildings	Traffic energy consumption emission monitoring	Centralized dynamic graphic monitoring	Smart lighting energy saving	Carbon service consulting
Scenery complementary street lamps	Intelligent chargers	Monitoring of domestic waste discharge	Green area plants in the park	Air conditioning optimization and energy saving	Environmental ventilation energy saving	
Li-ion battery energy storage system	Hydrogen energy storage system	Corporate energy consumption monitoring	Prediction of energy consumption and emission data	Intelligent decision center	Energy optimization strategy	Carbon data service

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H3C not only enjoys a strong platform and technical system to support the campus to achieve the zero-carbon goal, but also has established a zero-carbon smart campus team from consultation, design to complete delivery, enabling traditional campuses to develop in a more efficient and environment-friendly way.

Architecture of The Zero-carbon Smart Campus Solution

"1" consulting service as the focus, building a scenario-based solution relying on zero-carbon operating system.

Building the "3-in-1" capability of consulting, integration, and zero-carbon campus operating system to perfectly solving customers'pain points.

Universal applications in the campus			Double carbon digital intelligence platform			Carbon asset management platform		
Overall situation	Comprehensive security	Convenient traffic	Emission reduction data analysis	Carbon sink data analysis	Projection data analysis	Carbon asset registration	Carbon asset transaction	Carbon asset monitoring
Operation and management	Operation monitoring	Emergency command						

Zero-carbon campus operating system

Data operation platform	Application development platform
Dual-carbon theme database	Dual-carbon application model

Public/Hybrid/Private Cloud

Computing	Storage	Network	Security

All-optical low-carbon network	Wired

Transformer	Smart electric meter	Smart water meter	Smoke detector	Temperature and humidity	Optical storage and charging
Switch cabinet	Smart gas meter	Smart heat meter	Infrared access control		
Equipment monitoring	**Smart meters**		**Environmental monitoring**		

Overall construction capabilities

Consulting and planning capability

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