



# HUAWEI in the U.S. Fact Sheet

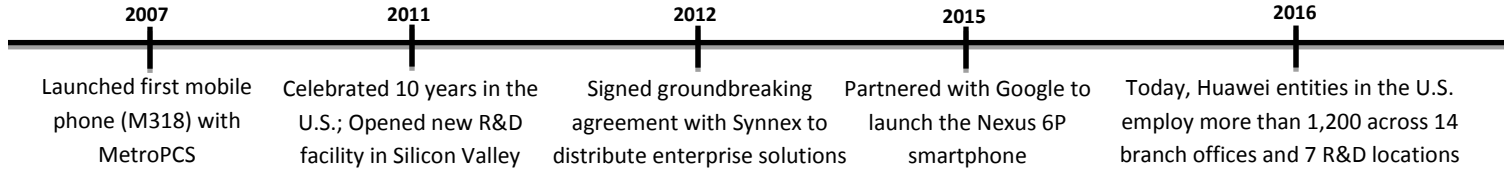
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## COMPANY OVERVIEW

Huawei (est. 1987) is a leading global ICT solutions provider, building the devices and networks that let inspiration travel. Huawei strives to address its customers' market challenges and needs by always providing excellent ICT solutions and services that create maximum value. Huawei's global sales revenue reached 60.8 billion USD in 2015, an increase of 37% year-over-year. The company operates in more than 170 countries and has 176,000+ employees with a 72% localization rate. The Huawei entities in the U.S. carry out Huawei's global mission.

## HUAWEI'S ACHIEVEMENTS IN THE U.S.



## U.S. OPERATIONS

Huawei in the U.S. operates under four distinct and diverse entities: Carrier, Enterprise, Consumer, and R&D. Huawei has forged partnerships with hundreds of U.S.-based corporations, from which it procures about \$10 billion USD in parts, equipment and software annually. Huawei is dedicated to giving back to the local communities and has continued to work with many organizations including K to College, Habitat for Humanity, North Texas Food Bank, Plano Independent School District, and FC Dallas Foundation to name a few.

### Carrier Business (Huawei Technologies USA)

- Huawei Technologies USA helps carriers succeed in ICT transformation.
- Solution Categories: Fixed Broadband, Optical Networking, IP/Carrier Ethernet, Mobile Broadband, Wireless Backhaul, Fixed Wireless, Antenna, Microwave, Network Energy, Outdoor Cabinets, Voice/Video Over Broadband, IMS, Packet Core, SDN/NFV, OSS
- Product Categories: Fixed Access, Transport Network, IP Router/Ethernet Switch, Radio Access, Antenna, Network Energy, PV Inverter, Outside Plant Cabinet, Core Network, OSS
- Services: Consulting, Customer Support, Managed Service, Network Rollout, Managed Customer Experience, System Integration Service

### Enterprise Business (Huawei Enterprise USA)

- Huawei Enterprise USA leverages comprehensive technical expertise to assist enterprise partners.
- Solution Categories: Cloud Data Center, Collaboration, Wireless Private Network, Agile Network & SDN, Cloud Computing, Enterprise BYOD, Unified Communications
- Product Categories: eLTE Broadband Access, Management Systems & Software, Routers, Servers, Storage, Switches, Transport Network, Telepresence & Video Conferencing, WLAN
- Industries: Education, Hospitality, Retail, Manufacturing, Media & Entertainment
- Go-to-market partners: SAP, Microsoft, Accenture, Telefonica

### Consumer Business (Huawei Device USA)

- Huawei Device USA sells a range of consumer products in the U.S., including smartphones, tablets, wearable devices and accessories.
- Huawei Device USA has formed strategic partnerships to increase consumer product awareness in the U.S.:
  - Collaborated with Google to launch Nexus 6P smartphone, Swarovski for Huawei Watch, and Microsoft/Intel for Matebook
  - Formed an exclusive mobile partnership with Marvel's "Thor: The Dark World"
  - Sponsored events including Sundance Film Festival, Grammy Awards, Taste of Chicago, Pepcom, Engadget Live, etc.
- Go-to-market partners: Amazon, Best Buy, Fry's, New Egg

### R&D (Futurewei Technologies, Inc.)

- Huawei invests roughly 20 percent of its annual revenue into the research and development (R&D) of solutions, which is carried out in the U.S. by Futurewei Technologies, Inc.
- Futurewei Technologies, Inc.'s commitment to R&D is a major reason why Huawei holds one of the largest patent portfolios in the world: In 2015, Huawei topped the list of international patent filers for the second straight year according to the World Intellectual Property Organization.
- Futurewei Technologies, Inc. works with leading universities to further R&D efforts, investing more than \$10 million USD each year to support programs at Harvard, MIT, Stanford and Yale, among others.

## RECOGNITIONS

- Fast Company's 2016 Most Innovative Companies
- No. 28 on LinkedIn's Top Attractors 2016
- No. 45 on The Boston Consulting Group's Most Innovative Companies 2015
- No. 88 on Interbrand's Best Global Brands 2015
- Thomson Reuters 2014 Top 100 Global Innovators

To learn more about Huawei in the U.S., please visit us at [www.usahuawei.com](http://www.usahuawei.com) or on Twitter at @HuaweiUSA.