Small Cell SIG

Khurram Qayam

Wireless Solution Sales (UK&I)

Huawei Technologies

Huawei at a Glance

180,000
Employees

80,000
R&D employees

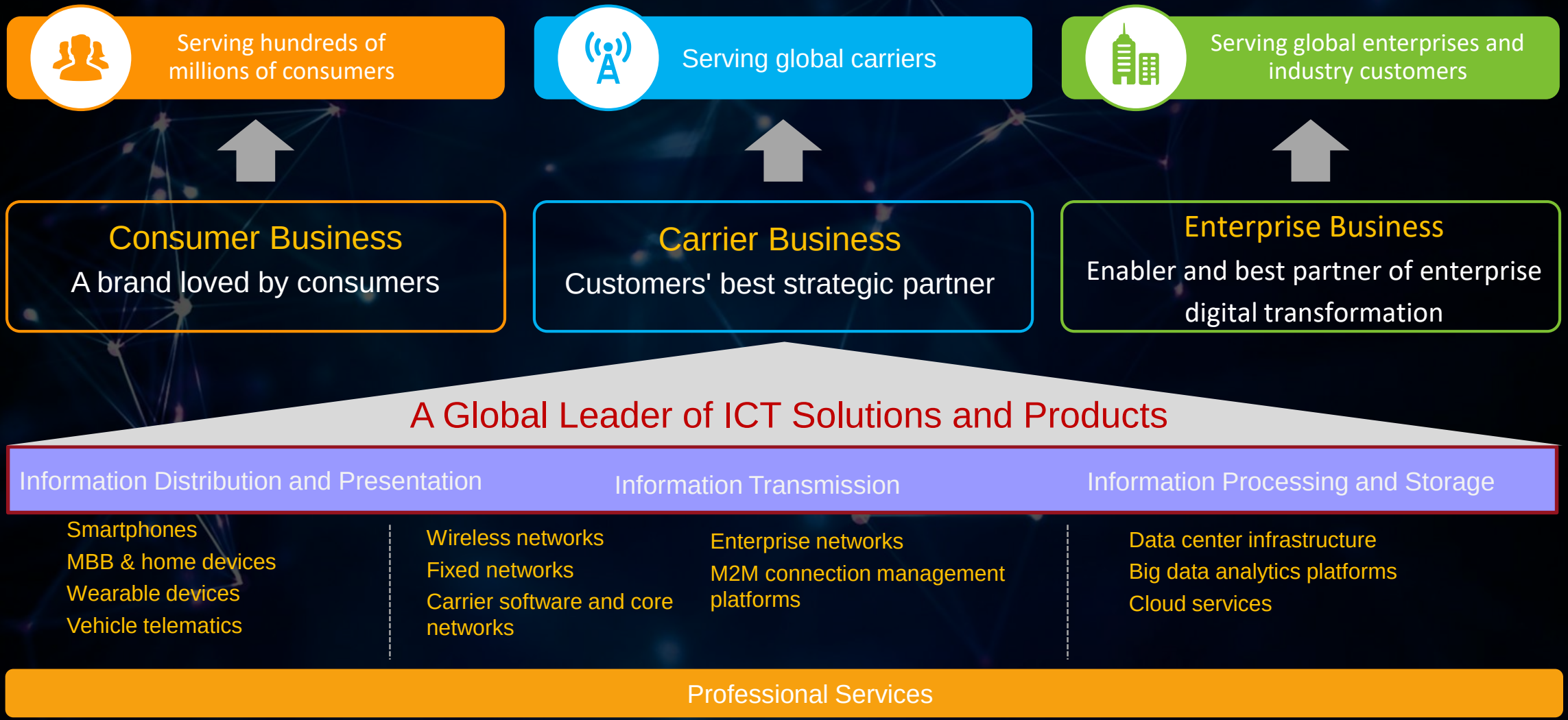
170+
Countries

15
R&D institute and centers

No. 72
Interbrand's Top 100 Best Global Brands

No.83
Fortune Global 500

Focusing on Information Transmission, Storage, and Distribution to Provide ICT Solutions and Services for Three Customer Groups



Huawei in UK

1,400+ employees
70% of them are locally recruited
7,400+ jobs directly and indirectly created

Based in Reading,
2 joint innovation centres
10 centres of excellence

£1.489B
Total procurement and investment in 2013-16

£18.807M
Investment in university collaboration in 2013-16

3 R&D centres in Bristol, Ipswich, Cambridge

R&D collaboration with over 10 universities in UK & Industry Partner

Challenges of Deploying Small Cells

Compelling Event
Business case with Positive ROI

Capacity
To meet the growing demand of MBB Traffic

Complexity
Easy to deploy and easy to mange

Coverage
Indoor Not Spots & lack of 5 bar experience

Cost
Solution with lower TCO (lower Capex & Opex)

Huawei is here to help overcome these challenges

Huawei SmallCell Solution Portfolio

LampSite

Indoor Capacity & Coverage
large & medium scenarios

Transport hub Stadium Shopping Mall

LampSite

SingleDAS

Targeting indoor
specific scenarios
(eg tunnels)

SingleDAS

Pico

Indoor Coverage
small enterprise scenarios

Coffee Shop Small Office

Pico BTS

Micro

Outdoor Hotspots
Coverage & Capacity

Commercial street Tourist spot

Micro BTS & BookRRU

Thank You