

HUAWEI eKit

Vigvam 2025 - eKit SME Network

Speaker: Petr Klusoň (petr.kluson@huawei.com)



Distribution business is a sales channel. Its target customers are SMEs and can cover all-channel customers

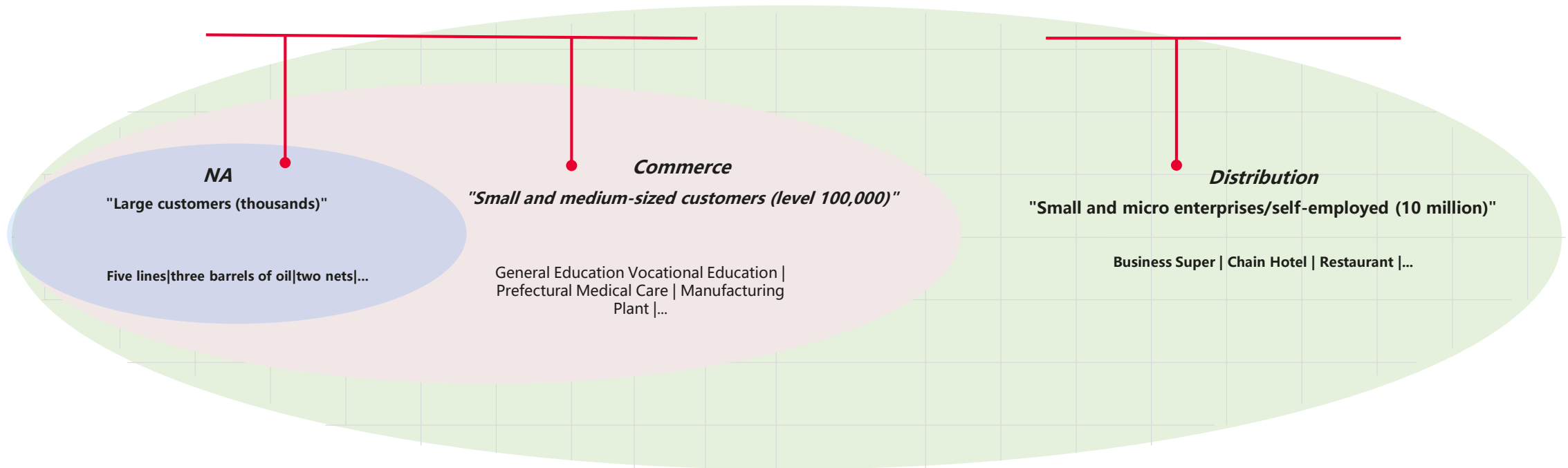
Differences between Project Sales and Distribution Sales

Project sales

- Project Order
- Project model
- Manage projects based on opportunities
- Discount system, relying on "purchase and sales difference" profit

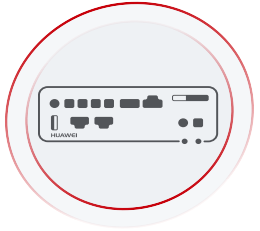
Distribution sales

- Stock Order
- Distribution model
- Manage PSI if there is no opportunity
- Flat price within the region, usually with "post rebate"



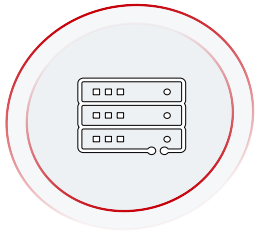
Project sales are centered on project opportunities, and distribution sales are wholesale and retail models.

HUAWEI eKit SME Network, Ideal for E2E Networking



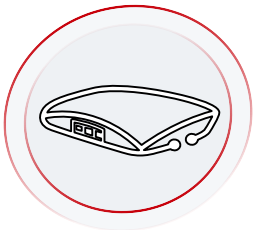
No. 2

Enterprise branch office router global market share



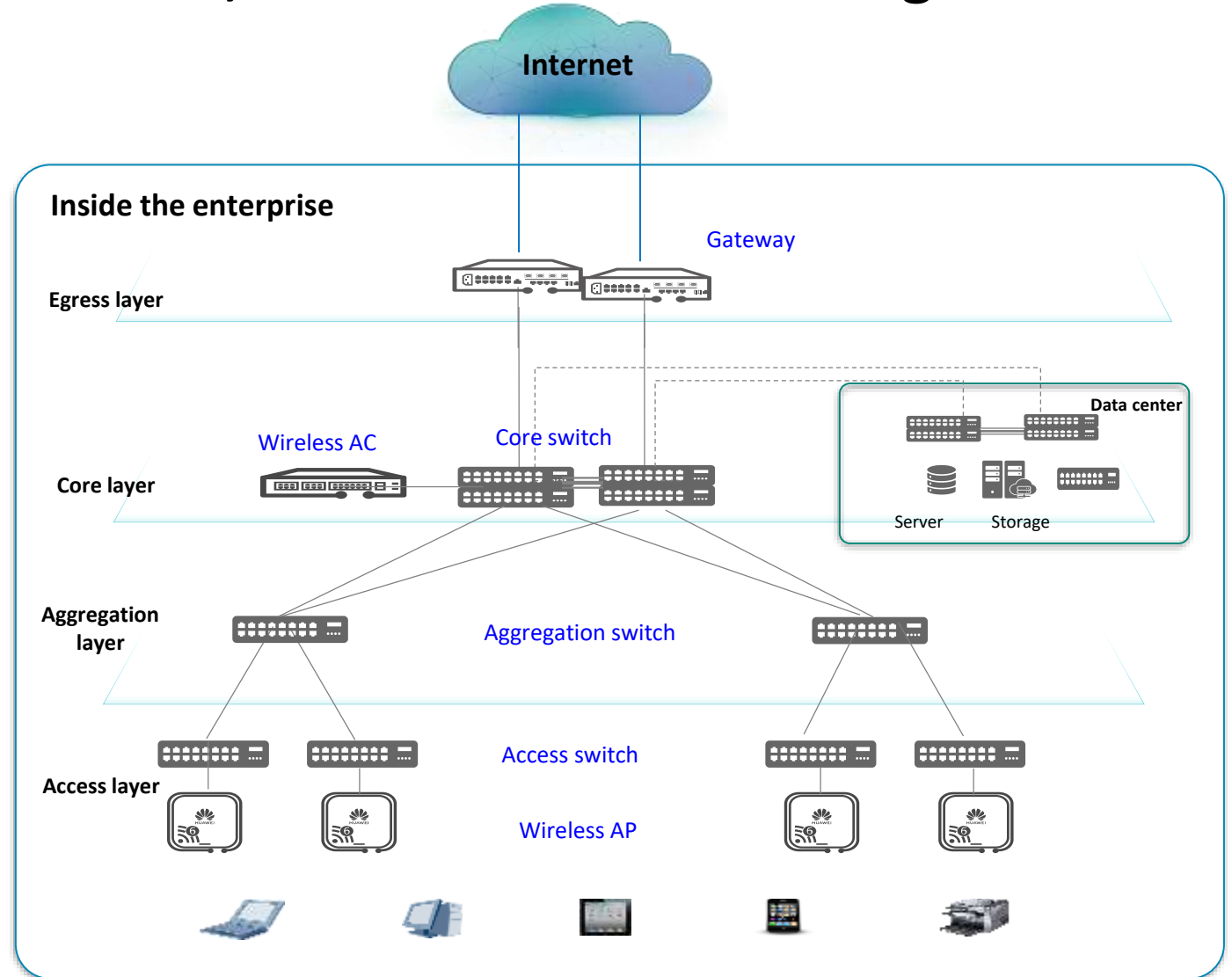
No. 2

Enterprise campus switch global market share



No. 1

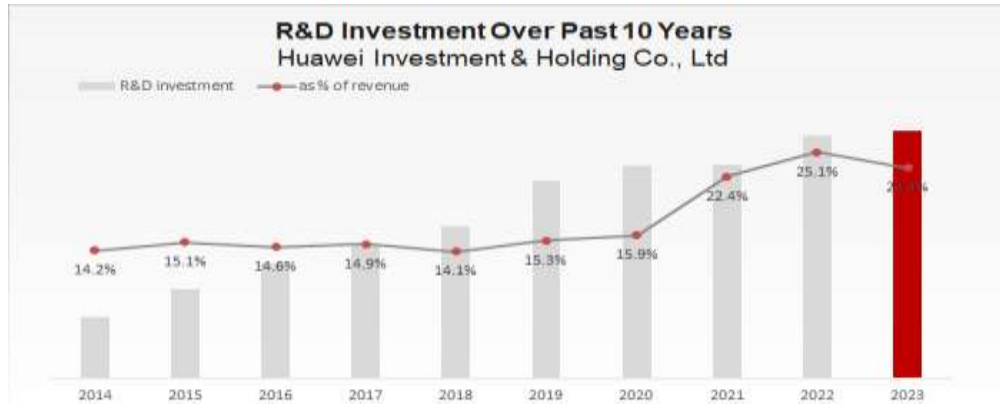
Enterprise Wi-Fi 6 global shipment
(Excluding North America)



Always in the top 1 tiers Widely recognized by customers

What Is HUAWEI eKit?

What's Its Relationship with HUAWEI Brand?



Source: 2023 Annual Report of Huawei Investment & Holding Co., Ltd.

14
Global Research Centers
100+
Scientists/leaders










A **Leader** in the 2023 Gartner®
Magic Quadrant™



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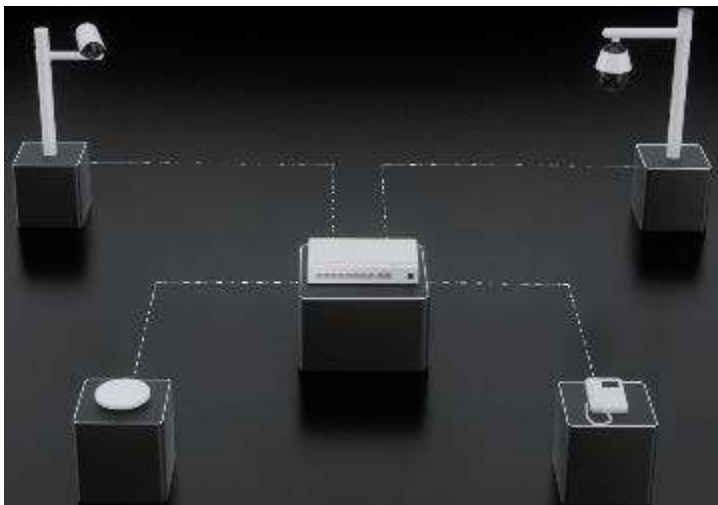
1. About the HUAWEI eKit Brand
2. **HUAWEI eKit SME Network Products**
3. HUAWEI eKit NIS2

Layers of Huawei eKit Switches

	Access Switch			Aggregation Switch		Core Switch	
SPEC	S110 Unmanage	S220S Layer 2 Based	S220 Layer 2 Standard	S310S Layer 2 +	S310 Layer 3 Standard	S530 Layer 3 Plus	S620 Layer 3 Ultra
Pic							
Uplink Ports	2*GE (Fiber)	2*10GE/4*2.5GE (Fiber)	4*GE/4*10GE (Fiber)	2*10GE/4*2.5GE (Fiber)	4*GE/4*10GE (Fiber)	4*10GE (Fiber)	2*100GE (Fiber)
Downlink Ports	8/16/24*GE	8/24*GE	8/24/48*GE	8/24*GE	24/48*GE; 24*2.5GE ; 24*GE (Fiber)	24/48*GE; 24*GE (Fiber)	24*GE+16*10G+8*25G
PoE/PoE+	●	●	●	●	●	-	-
PoE Budget	124W	128W~400W	125W~400W	156W~400W	380W~400W	-	-
Installation	Rack & Desktop	Rack & Desktop	Rack & Desktop	Rack & Desktop	Rack	Rack	Rack
Management Mode	-	Web/Cloud	Web/CLI/Cloud/SNMP	Web/Cloud	Web/CLI/Cloud/SNMP	Web/CLI/Cloud/SNMP	Web/CLI/Cloud/SNMP
High light	Red/Blue Port	STP/RSTP/ERPS	MQC/LBDT/MSTP IPSG VLAN: 4094 MAC: 16K	DHCPv4 Server Policy-Based Route Static Route MAC: 16K FIBv4: 256	OSPF/VRRP Stack MAC: 16K FIBv4: 512	ISIS, BGP ISISv6, BGP4+ FRR, ECMP MAC: 32K FIBv4: 8K	Routed main interface Layer 2/Layer 3 sub-interface BGP VPN GRE
Scenario	CCTV/Hotel/Office/ Retail Store/ Education/Hospital				Hotel/Office/ Retail Store/ Education/Hospital /Government		

eKit Switches Deliver Uninterrupted Power Supply to Downstream Cameras

Wide PoE compatibility, stable running of terminals



- Compatible with 100+ types of non-standard terminals in the industry
- Easy power supply to most terminals in today's market

+

Perpetual PoE, zero power interruptions

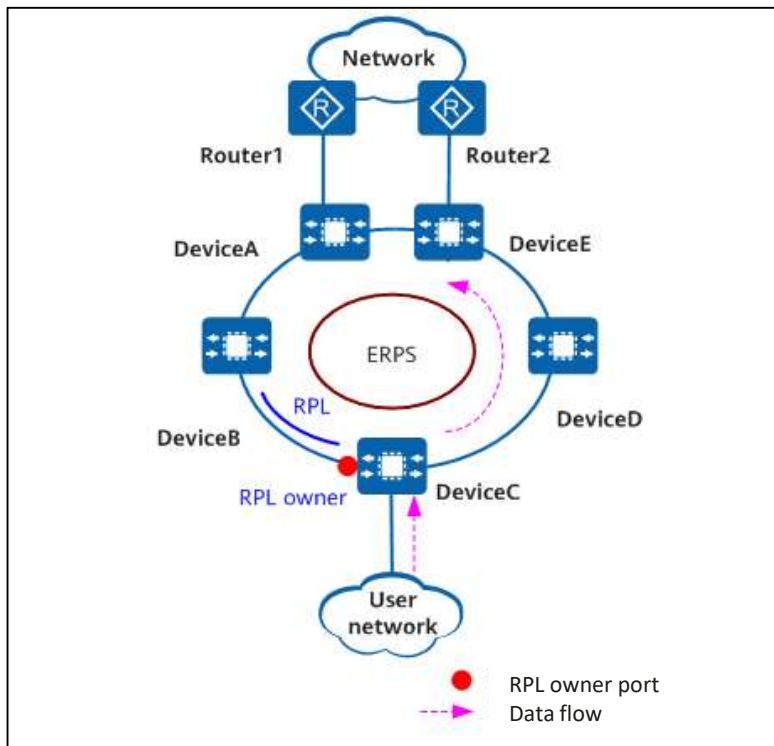


When the switch reboots (e.g., upon a version upgrade), the power supply to downstream cameras is not interrupted, meaning cameras will not go offline.

Highly Reliable Connections: ERPS, Meeting the Reliability Requirements

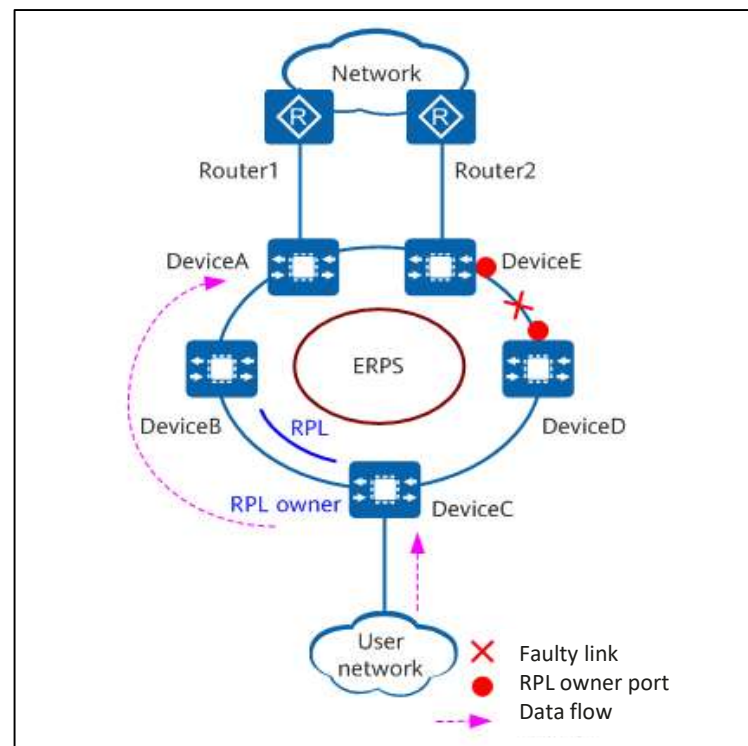
ERPS: < 50 ms protection switching, millisecond-level service switchover

Application scenario: manufacturing and transportation scenarios where fast failover is required upon a service fault



When the link is normal

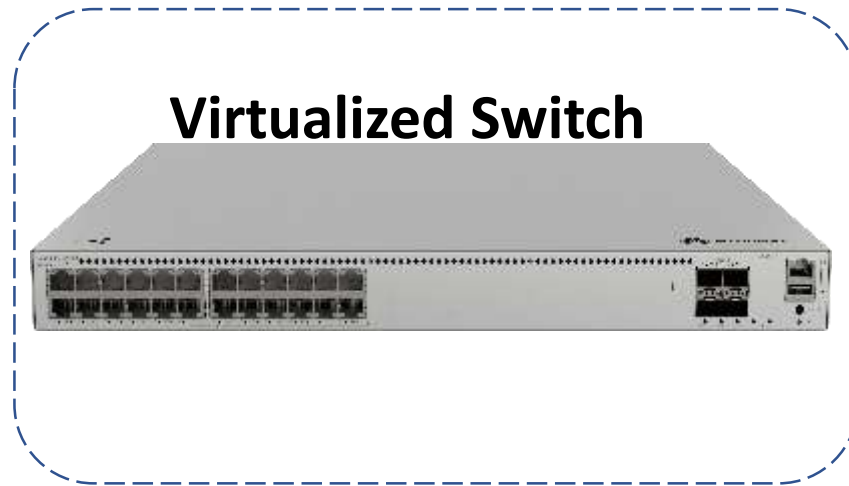
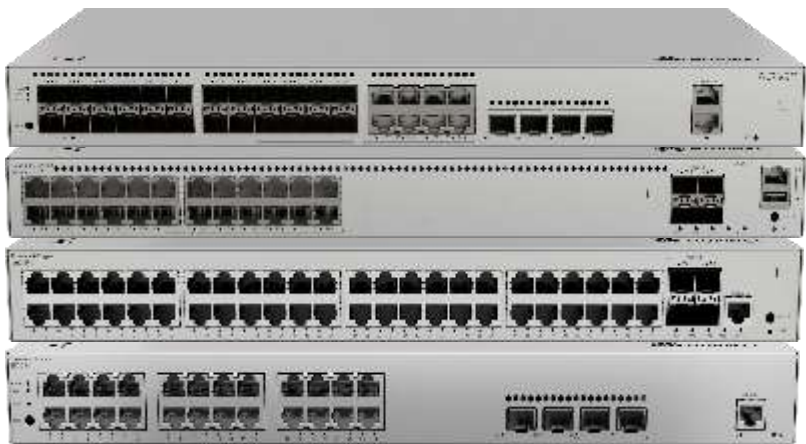
The RPL owner port is blocked, service traffic is forwarded normally, and the ERPS ring is normal.



When the link is faulty

The ports at both ends of the faulty link are blocked, and the RPL owner port is unblocked. Service traffic is forwarded normally, and the ERPS ring is normal.

eKit S310/530/620: True Stacking



Support up to 4 units stacking, mixed models



SFP/SFP+ Optical modules



SFP+ High Speed Direct-attach
Cables, 1M/3M



SFP+ Dedicated
Stacking Cable,
0.5M/1.5M

HUAWEI eKit SME Network **WLAN** Product Portfolio

Spec	AP160	New AP162E	AP263	New AP265E	AP266	AP361	AP362	New AP362E	AP371	AP661	New AP673	AP761
Standards	Wi-Fi 6	Wi-Fi 6	Wi-Fi 6	Wi-Fi 6	Wi-Fi 6	Wi-Fi 6	Wi-Fi 6	Wi-Fi 6	Wi-Fi 7	Wi-Fi 6	Wi-Fi 7	Wi-Fi 6
Performance	1800Mbps	3000Mbps	3000Mbps	3000Mbps	3000Mbps	1800Mbps	3000Mbps	3000Mbps	3600Mbps	6500Mbps	13660Mbps	1800Mbps
Max. TX power	2.4G: 20dBm 5G: 20dBm	2.4G: 20dBm 5G: 20dBm	2.4G: 23dBm 5G: 23dBm	2.4G: 21dBm 5G: 23dBm	2.4G: 21dBm 5G: 23dBm	2.4G: 20dBm 5G: 20dBm	2.4G: 20dBm 5G: 20dBm	2.4G: 23dBm 5G: 23dBm	2.4G: 23dBm 5G: 23dBm	2.4G: 25dBm 5.2G: 23dBm 5.8G: 26dBm	2.4G: 23dBm 5G: 23dBm 6G: 26dBm	2.4G: 28dBm 5G: 27dBm
MIMO	2+2	2+2	2+2	2+2	2+2	2+2	2+2	2+2	2+2	2+2+4	2+2+4	2+2
Interface	2*GE	2*GE	2*GE	5*GE	5*GE	1*GE	1*GE	1*GE	2.5GE	2.5GE + 1GE	5GE + 1GE	1*GE SFP + 1*GE
Wireless security	WPA3	WPA3	WPA3	WPA3	WPA3	WPA3	WPA3	WPA3	WPA3	WPA3	WPA3	WPA3
Installation	In-wall	In-wall	Wall plate	Wall plate	Wall plate	Settled	Settled	Settled	Settled	Settled	Settled	Settled
Coverage	12m	12m	18m	18m	18m	18m	18m	24m	24m	40m	40m	300m
Power Consumption	9.1W	9.1W	12W	9.4W	9.4W	8.8W	11.2W	9.4W	13.6W	21.2W	21.1W	17.7W
Smart Antenna	•	•	•	•	•	•	•	•	•	•	•	Directional

What If Wi-Fi Signals Are Weak at the Corner of office?

Solution: Smart Antennas, Enabling Pervasive Coverage Without Blind Spots

Core technology: phased array-based smart antennas, enabling pervasive coverage without blind spots in 100,000 directions



1. **Always-on signals for users:** Searchlight-like signal coverage optimizes the coverage direction at any time and maintains the optimal signal strength.
2. More focused signals and 20% wider coverage, **10% less AP required**

WLAN Planner

Location: Tool Market > WLAN Planner > wlan plan

1Layer Byt

1.Environment 2.Region 3.Deployment 4.Simulation 5.Report

SURVEY

PLAN

TEST

SETTING

wlan plan

- byt
 - 1Layer Byt

The diagram shows a floor plan with several rooms: SALON (6.0 m²), OBÝVAČÍ POKOJ + KK (18.6 m²), KOUPELNA (5.3 m²), LOŽNICE (12.1 m²), and HALA (5.8 m²). A central wireless signal icon is visible in the living area. The plan is overlaid with a blue signal coverage area and a red dashed boundary.

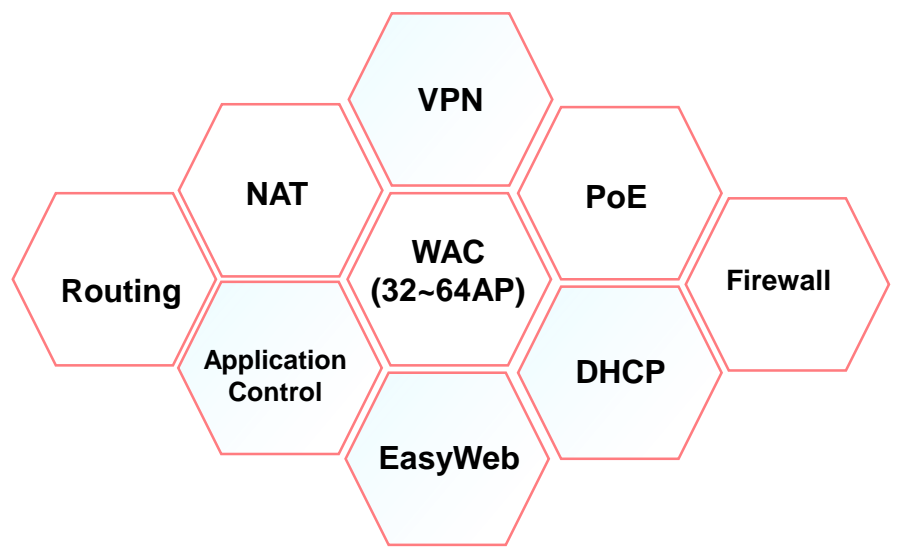
eKit S380: Entire network setup via EasyWeb in 3mins



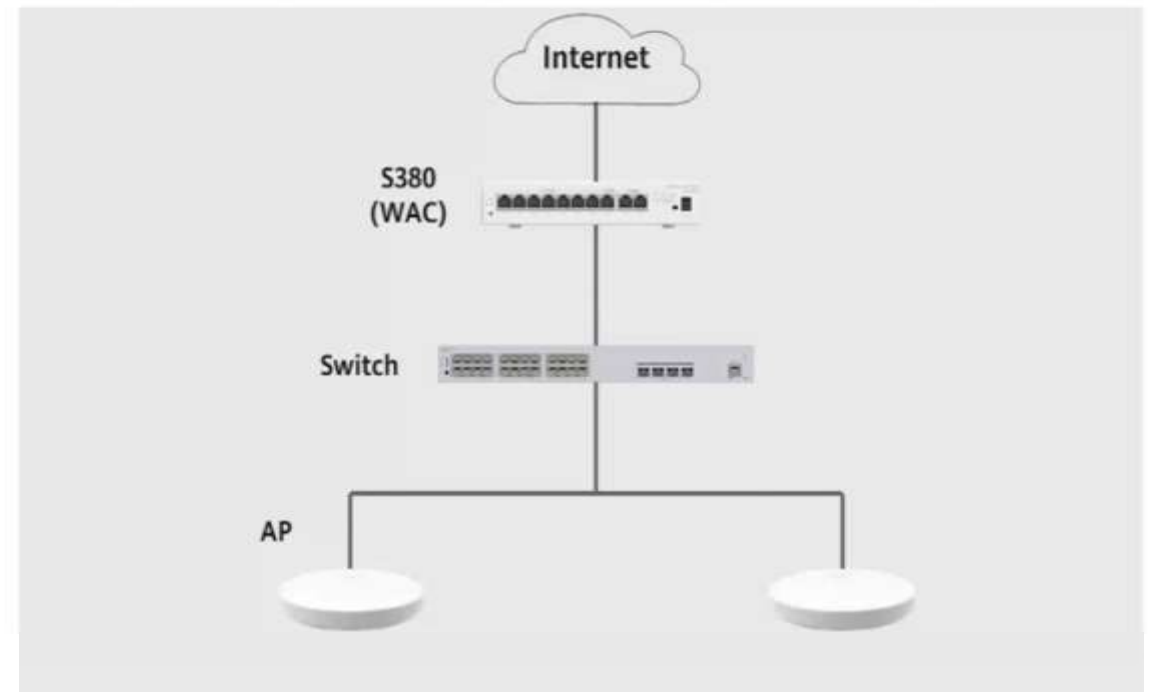
eKit AR700



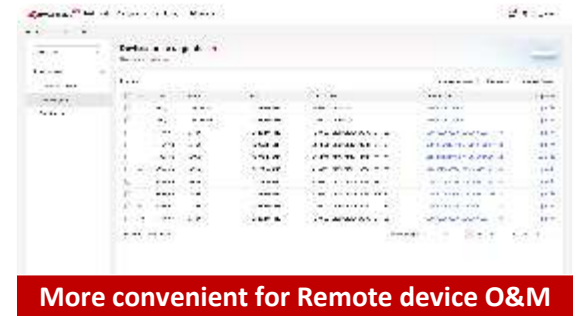
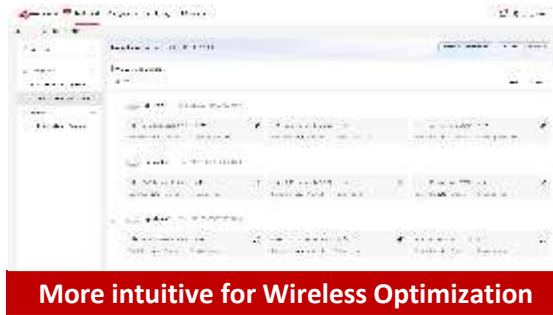
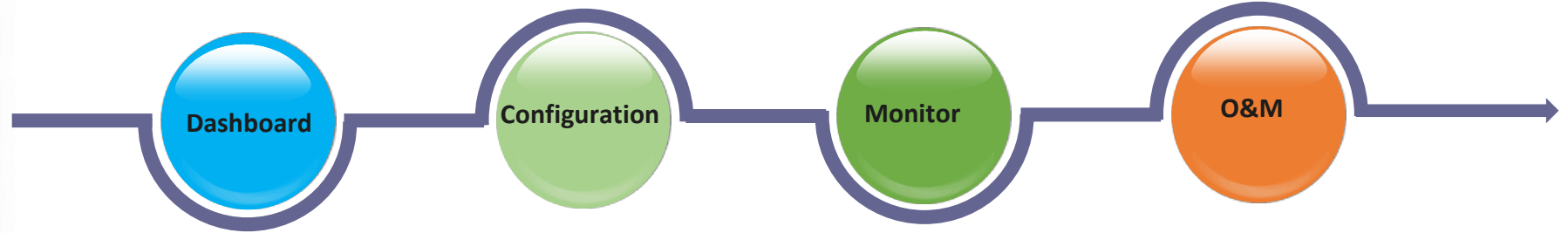
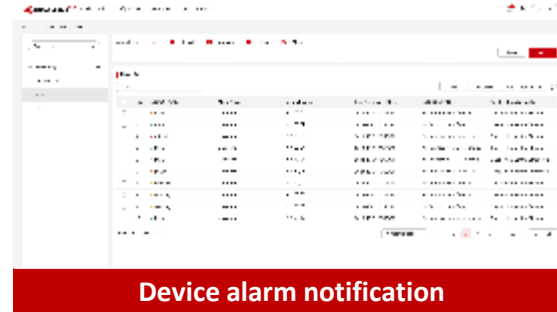
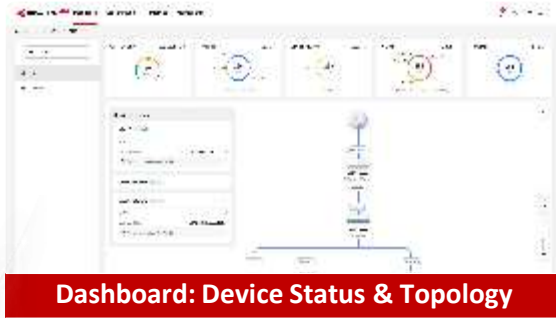
eKit S380



Networking



HUAWEI eKit SNC: A Cloud PC WEB That Makes Delivery and O&M Easier



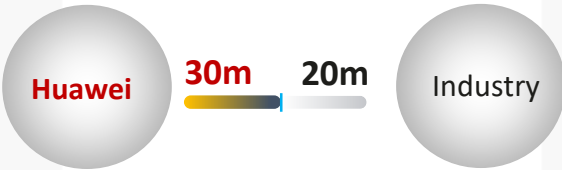
New features release every month

Faster Hotel Network

Customer benefits

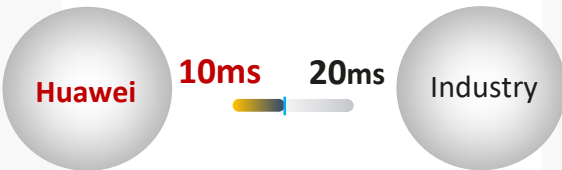
Partner benefits

All-scenario Wi-Fi coverage,
always-smooth office experience anywhere

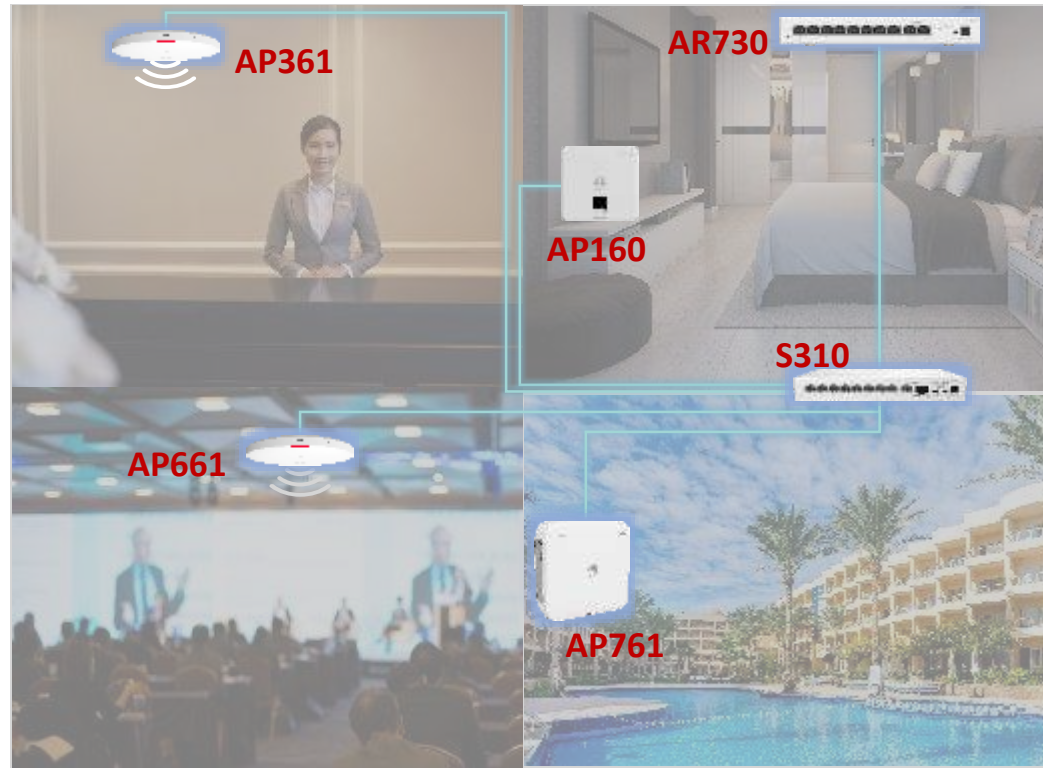


Huawei smart antennas & intelligent optimization

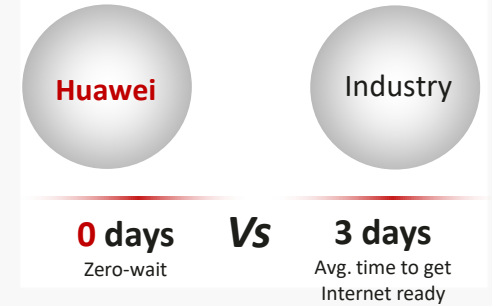
Ultra-low network latency,
always-optimal gaming experience



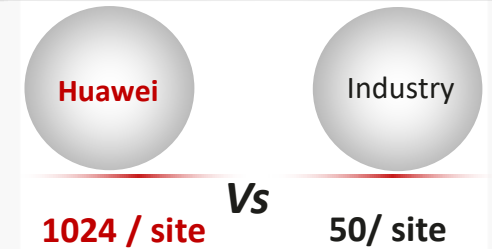
Huawei-only: Stream-Forwarding (SF) acceleration technology



Cabling networking first, high provisioning efficiency even without the Internet



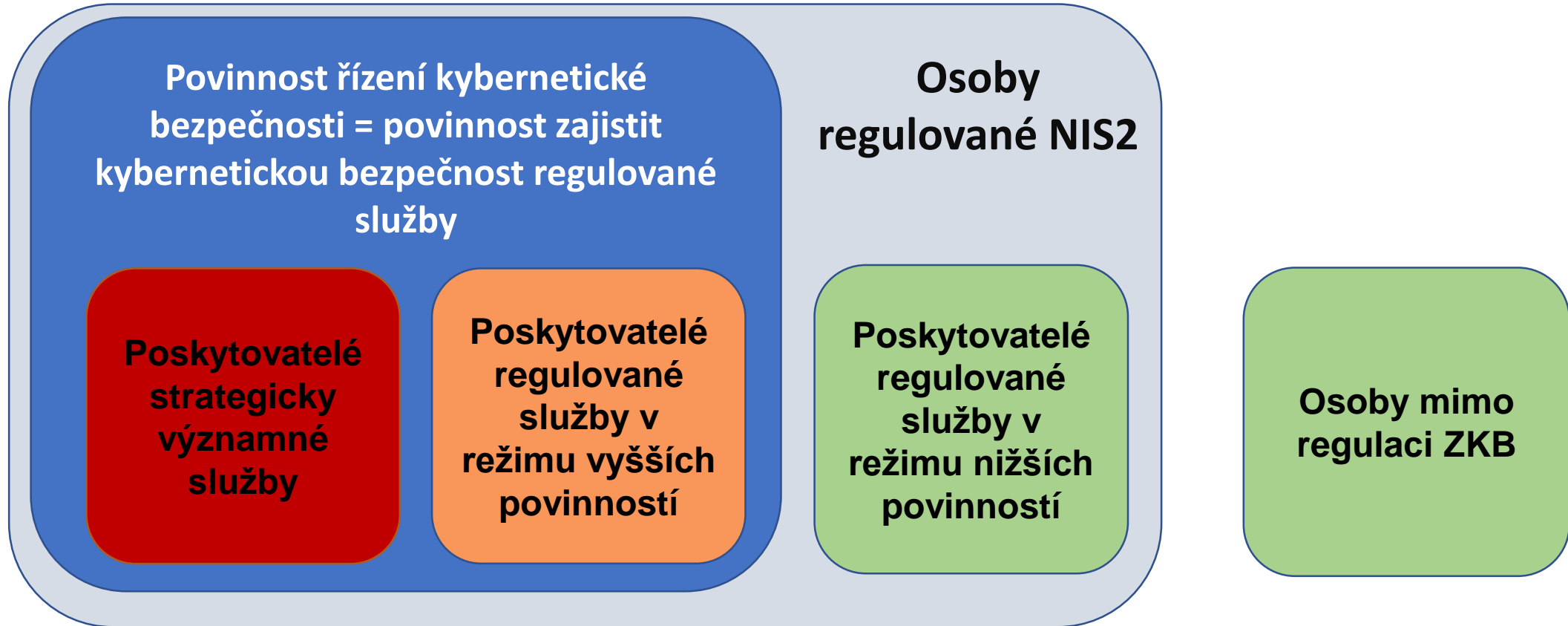
Large scale of free cloud management



Huawei: 1024 devices free managing per site, no limitation per account

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HUAWEI eKit

Digitalization for Success

Thanks!