

Huawei Technologies Co. Ltd.

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◆ Senior Management

President : **Ren Zheng Fei**
President of East Pacific : **Martin Chan**

◆ Business Activities

Huawei Technologies is a leader in providing next generation telecommunications networks, and serves 28 of the world's top 50 operators, as well as over one billion users worldwide. The company is committed to providing innovative and customized products, services and solutions to create long-term value and potential growth for its customers.

Huawei's products and solutions include wireless products, core network products, network products, application and software, as well as terminals. Major products are based on Huawei's self-designed ASIC chips and shared platforms to provide high-quality and cost-effective products and solutions with quick response.

Huawei has over 40,000 employees, of whom 48% are dedicated to R&D. Huawei's global R&D centers are located in Bangalore India, Silicon Valley and Dallas USA, Stockholm Sweden and Moscow Russia in addition to those in Beijing, Shanghai, Nanjing, Shenzhen, Hangzhou and Chengdu China.

Vision

To enrich life through communication.

Mission

To focus on our customers' market challenges and needs by providing excellent communications network solutions and services in order to consistently create maximum value for customers.

Customer Focus Strategy

Serving our customers is the only reason Huawei exists; Customer demand is the fundamental driving force of our development.

High quality, excellent service, low operating costs, and giving top priority to meeting customer requirements to enhance their competitiveness and profitability.

Continuously performing management transformation to realize efficient process-based organization operation for ensuring high quality end-to-end delivery.

Developing with our peers in the industry as both competitors and partners to jointly create a favorable environment and share the benefits of the value chain.



華為技術有限公司

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◆ 高級管理人員

總裁：**任正非**

東太平洋地區部總裁：**陳向陽**

◆ 業務概況

華為是全球領先的下一代電信網絡解決方案供應商，華為致力於向客戶提供創新的滿足其需求的產品、服務和解決方案，為客戶創造長期的價值和潛在的增長。

華為產品和解決方案涵蓋移動（HSDPA/WCDMA/EDGE/ GPRS/GSM, CDMA2000 1X EVDO/CDMA2000 1X, TD-SCDMA 和 WiMAX）、核心網（IMS, Mobile Softswitch, NGN）、網絡（FTTX, xDSL, 光網絡, 路由器和 LAN Switch）、電信增值業務（IN, mobile data service, Boss）、終端（UMTS/CDMA）等領域。

華為在印度、美國、瑞典、俄羅斯以及中國的北京、上海、南京等地設立了研究所，40000 名員工中的 48% 從事研發工作，截至 2005 年年底已累計申請專利超過 12500 件，已連續數年成為中國申請專利最多的單位。

華為的行銷及服務網絡遍及全球，為客戶提供快速、優質的服務。目前華為的產品和解決方案已應用於 28 個全球前 50 強的運營商，服務全球超過 10 億用戶。

願景

豐富人們的溝通和生活。

使命

聚焦客戶關注的挑戰和壓力，提供有競爭力的通信解決方案和服務，持續為客戶創造最大價值。

以客戶為中心的戰略

為客戶服務是華為存在的唯一理由；客戶需求是華為發展的原動力。

品質好、服務好、運作成本低，優先滿足客戶需求，提升客戶競爭力和贏利能力。

持續管理變革，實現高效的流程化運作，確保端到端的優質交付。

與友商共同發展，既是競爭對手，也是合作夥伴，共同創造良好的生存空間，共用價值鏈的利益。