

Huawei Apply to Join CAMARA SC as Voting Member



9th Feb. 2023

Security Level: Confidential



Self Introduction

Industry Representative



Department of Open Source Industry
Development
President

Profile:

- Leader of Huawei ICT Open Source Industry Development Team
- Expert in software capability, cyber security, software engineering, and privacy protection
- More than 15 years of leadership experience in Huawei

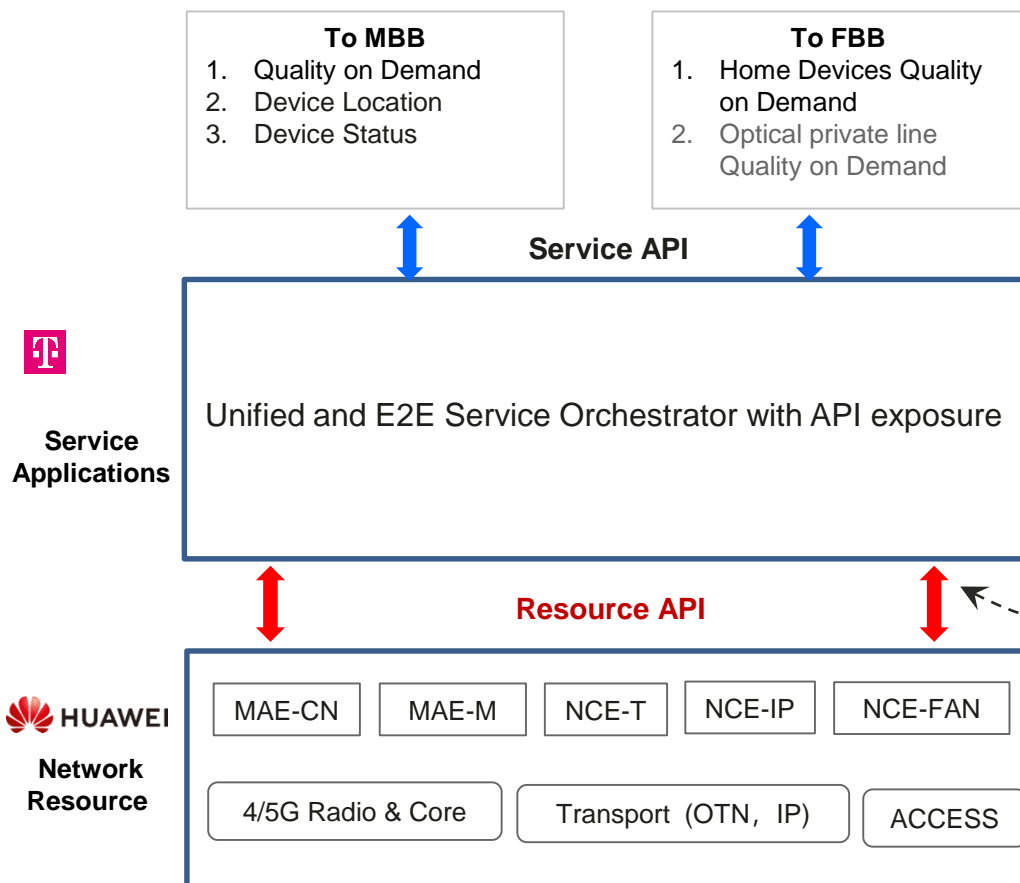
Agenda

- Alignment of CAMARA and Huawei Practice
- Use Cases of Network Capability Exposure and Monetization
- Huawei's Commitment towards Open Source

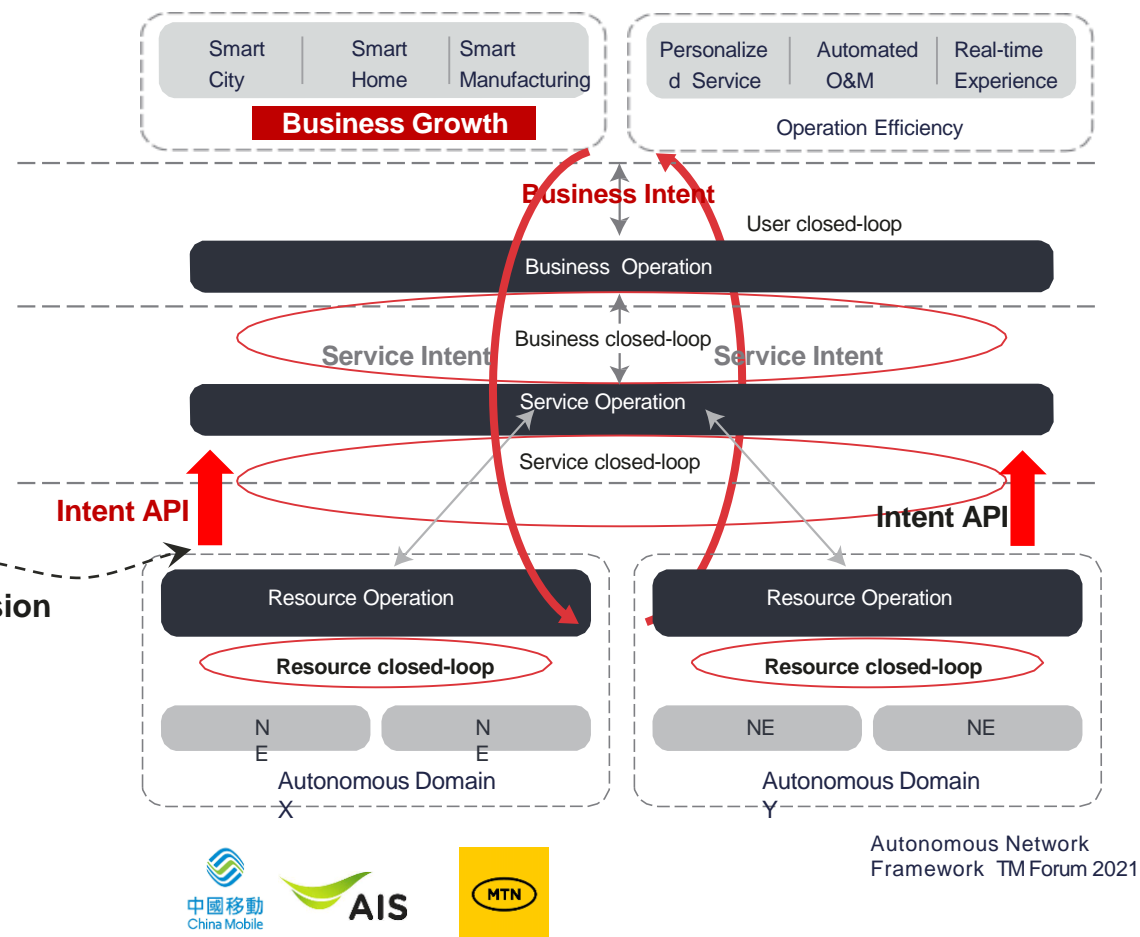
Alignment of CAMARA and Huawei Practice

Alignment of CAMARA and TMF Framework

CAMARA Understanding



Huawei Experience with TMF and Operators



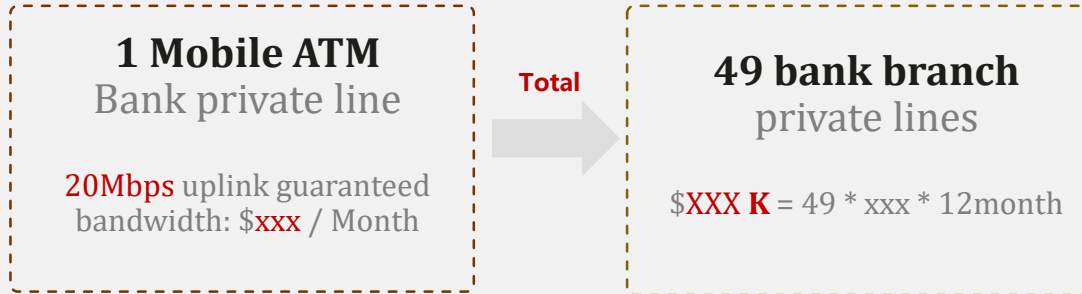
Huawei experience with TMF AN Framework

Use Cases of Network Capability Exposure and Monetization

QOS API enable “0-Touch” 5G Mobile ATM services anywhere

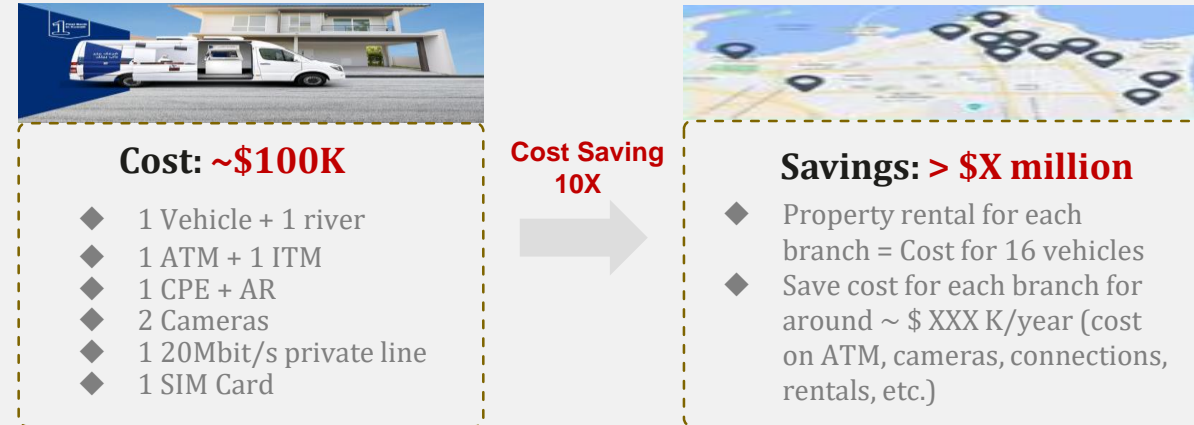
Z Operator

One mobile ATM bank private line brings \$XXX K for bank branch private lines per year.

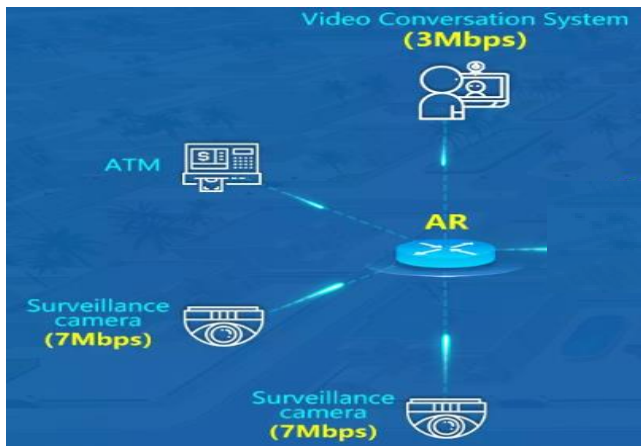


Bank of K

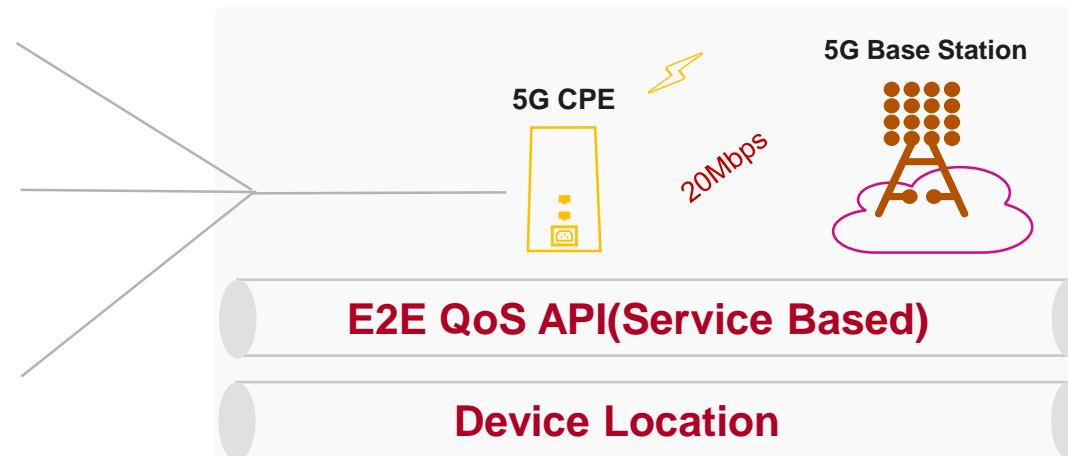
Mobile ATM improved operation efficiency by 10+ times



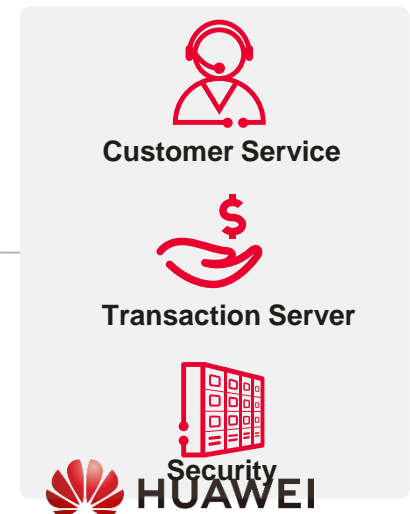
5G Mobile Branch



5G Network



HQ



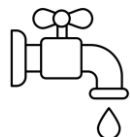
Optical SDN API Enables OTN Latency Monetization

Ideas & Concepts

Leased line business Scenario

AS IS

- Homogeneous products: Price-based
- Sales package: Bandwidth-based



Bandwidth



TO BE

- Differentiated products: SLA-based
- Richer sales packages: Bandwidth, Availability, Latency, and TTM



Availability



Latency



Time to Market

China T Operator: Business Practice of Lease Line SLA Monetization

Tenant Portal		
Price	T2 (Common) <8ms/1000km	T1 (Finance) <5.5ms/1000km
A: 99.90%	1.0	1.8
AA: 99.95%	1.3	1.9
AAA: 99.99%	1.5	2.2

- Tenants subscribe and view online
- Hierarchical sales based on SLAs
- Higher availability and lower latency, Higher price

Resource and Order Management System

- Transform business requirements into network intent



NCE-T

- Online routing calculation based on network latency real-time detected
- Reporting of available routes by NBI
- Real-time latency reporting by NBI

Independent OTN private line network: Increase revenue by XXX M\$ in 2021, ROI 3 years

Huawei's Commitment towards Open Source

Huawei's Commitment towards Industry Development

Openness

Openness

Collaboration

Collaboration

Shared Success

Shared Success



**Promote Unified
Global Standards**

**Promote Global
Development of
Open Source**

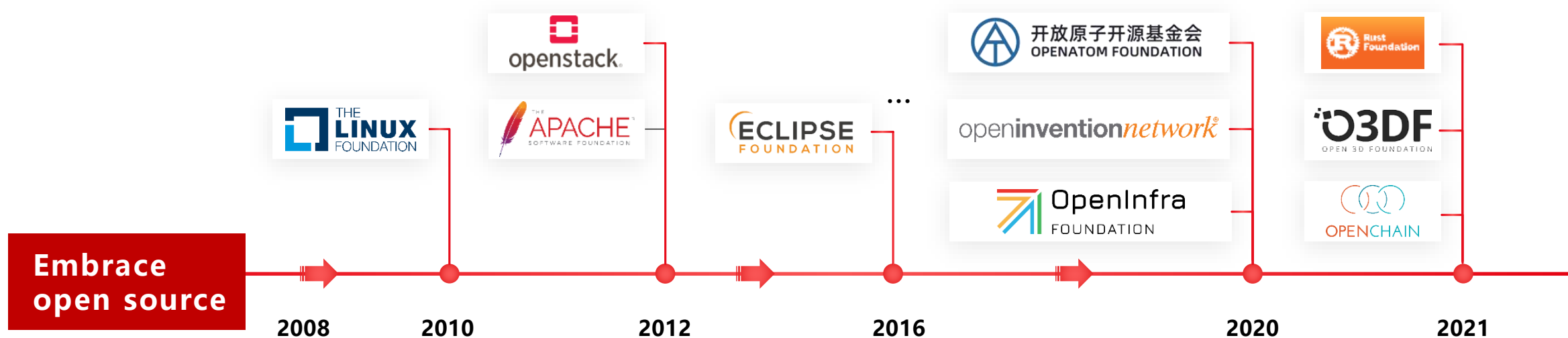
**Build a
Harmonious and
Healthy Global
Industry
Ecosystem**

**Enable Industry
Digital
Transformation**

















































































































**Promote Key
Technological
Innovation**

**Promote Global
Industry
Collaboration**

Huawei's Commitment towards Industry Development



Huawei contributes for more than 120 open source upstreams

AI	     
Big Data	                  
Data Base	      
Cloud Computing / Virtualization	             
HPC/Numerical Computing	             
Middleware	                
Operating System	             
Cloudify Network	     
Programming Language	        
Compiler / Toolchain	     

CONTRIBUTIONS

NO.1

Code Contribution
in Linux Kernel 5.10

NO.1

Code Contribution in
Kubernetes in Asia

NO.1

Maintainers in Kubernetes
in Asia

Apply to join CAMARA SC as a Voting Member



We can bring more
network experience and
resources to CAMARA.

We can help CAMARA
expand to more global
operators (Europe / Asia /
Africa)

We can attract more
enterprises (OTTs) to
innovate in business
scenarios.

Our Expectation for CAMARA

- Focus on **exploring value business scenarios** with CAMARA.
- With the development of CAMARA, **expose more network capabilities** to help on the business scenarios.
- For actual business scenarios, **jointly make innovation and complete verification.** E.g. QoD in B2C, B2B, B2H ...

We'll be very honored to join CAMARA.

Thank you.

把数字世界带入每个人、每个家庭、
每个组织，构建万物互联的智能世界。

Bring digital to every person, home and
organization for a fully connected,
intelligent world.

**Copyright©2018 Huawei Technologies Co., Ltd.
All Rights Reserved.**

The information in this document may contain predictive statements including, without limitation, statements regarding the future financial and operating results, future product portfolio, new technology, etc. There are a number of factors that could cause actual results and developments to differ materially from those expressed or implied in the predictive statements. Therefore, such information is provided for reference purpose only and constitutes neither an offer nor an acceptance. Huawei may change the information at any time without notice.

