

October 2021

What Huawei is saying

Huawei Technologies Co., Ltd is a China-based networking and telecommunications equipment manufacturer. The company vision “is to bring digital to every person, home and organization for a fully connected, intelligent world”.

Huawei’s Enterprise Networking* product line is based on its “Four Engines” concept – AirEngine, CloudEngine, NetEngine and HiSecEngine. The Enterprise Wi-Fi 6 products have been rebranded as AirEngine. The emphasis has evolved into high availability, always on, secure networks for increasing numbers of users and IoT devices. Huawei are also promoting 5G integration.

Huawei offers a range of solutions that function directly alongside WLAN deployments, as well as larger infrastructure solutions, including storage, data, security, IoT and communications products. Huawei have several complementary operations and maintenance (O&M) platforms that are promoted being able to cover all requirements for WLAN deployments. Huawei are in contention for multiple national 5G roll outs, which is proving controversial.

* Other product, solutions and services segments include Huawei Cloud, Carrier and Consumer. They are out of scope in this document.

Huawei AirEngine



Lightning-Fast Speeds



Always-on Mobility



Continuous Self-Organizing Networking

- AirEngine Wi-Fi 6 features Smart Antenna technologies
- Unique smart radio algorithms ensure lossless mobility
- Stable baseline experience with AI-powered Operations and Maintenance

Huawei Strengths

- Recognized as a 2021 Gartner Peer Insights Customer’s choice for Wired and Wireless access infrastructure
- Positioned as one of the “Challengers” in the 2021 Gartner WAN Edge Infrastructure Magic Quadrant
- Offering fast track promotions with short lead time for wireless products
- Huawei offers a complete networking portfolio including wireless, switching, routing, security, IoT and SD-WAN
- Strong channel in APAC, EMEA and LATAM regions
- Extremely aggressive pricing
- Give away deals with ISP
- Very large sales force with C-level Access
- Willing to send SE’s/Engineers on-site for long periods with customers
- Well developed partner channel and programs
- Long term tactics remove vendor by give away practice

Huawei Weaknesses

- Extended periods of bans and restrictions on Huawei products in some countries
- Lack of virtual controller appliance that can be supported on various hypervisor platforms
- WLAN is not a core competency or focus
- Confusing product line with multiple options
- Access Points have no revolutionary features
- APs cannot be moved between controller platforms
- Reports of poor experience with support
- Reports of lack of experience and language from field SE’s
- Perceived security vulnerabilities
- Unproven technical claims i.e., free roaming from LTE to Wi-Fi
- Marketing with unreal product features

Key RUCKUS Advantages for End Customers

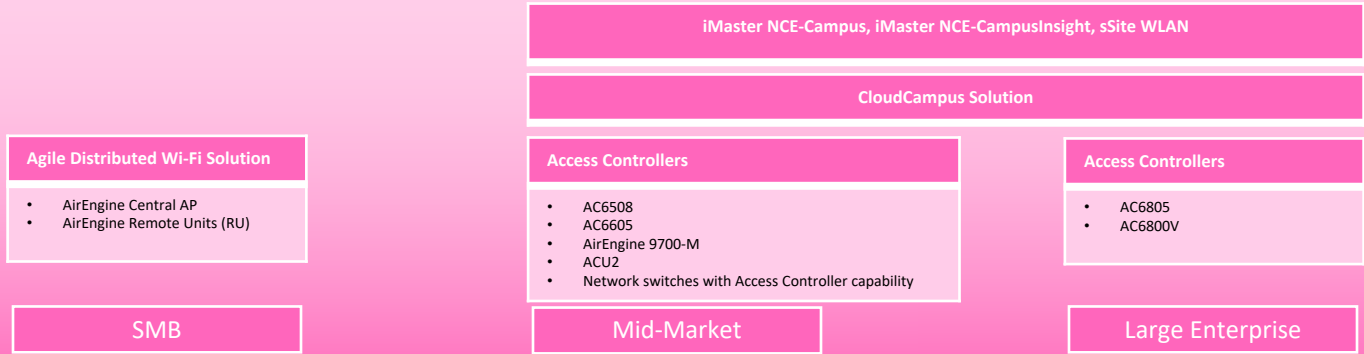
- **Better Wi-Fi, even in the most challenging environments.**
- **Better real-world application performance, for every client.**
- **Wi-Fi that’s simpler to deploy, simpler to optimize and simpler to manage:** Simplicity and ease-of-use means better end-user experiences.
- **Technology Innovations**
 - Advanced wireless technologies for better performance and coverage e.g., BeamFlex, ChannelFly, SmartCast, AirtimeDecongestion.
 - Unique switching technologies to reduce management touch-points e.g., Advanced Stacking; Campus Fabric.
- **Secure unlimited devices per user easily**
 - RUCKUS’s patented Dynamic PSK, with bound and unbound DPSK options, offers a powerful BYOD strategy that combines ease of use with device tracking and accountability.
 - RUCKUS Cloudpath allows clients to onboard, and it further strengthens security with usage of certificates.
 - With Cloudpath and eDPSK support RUCKUS has robust solution for devices that utilize MAC randomization.
- **IoT integration:** The RUCKUS IoT Controller integrates a large IoT ecosystem into a CommScope RUCKUS wired/wireless network.
- **High-performance switches:** The RUCKUS ICX family is fully integrated with the wireless solution and management solutions, providing wire-speed performance and a rich switching and routing feature set.
- **Deployment flexibility, scalability and future-proof:** The same CommScope RUCKUS access points can migrate from a controllerless architecture to an on-premises controller or RUCKUS Cloud. Your WLAN network can scale up to 30,000 APs using the same hardware.
- **Analytics/AI:** RUCKUS Analytics uses AI to provide insights and recommendations to manage your network.
- **Reduced downtime and risk** SmartZone supports new AP hardware without upgrading the entire controller, reducing the need for redundancy and downtime. ICX complements with active: active redundancy and in-service stack updates (ISSU).
- **Expertise without expensive training** RUCKUS’ focus reduces complexity without sacrificing features or performance.

Key RUCKUS Advantages for Partners

- **Better reseller contracts** Huawei Partners are tied into lengthy legal contracts with high targets
- **No costly training requirements** Huawei Partners are required to have multiple certified staff over a large product portfolio.
- **SmartZone for MSPs** Deploy SmartZone once, sell wired and wireless WaaS hundreds of times. Add deep analytics, RUCKUS IoT, highly featured, upgradeable switches, and SPoT for upsell.

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Huawei Enterprise Networking Products and Solutions for WLAN



Product Positioning

Huawei Enterprise Networking Products

- Huawei has developed next generation of a scenario-specific Agile product line with distributed Central AP / Remote Unit architecture, that is aimed at small business or hospitality environment. It includes new AirEngine 9700D-M Central AP. The Remote Unit APs can not be migrated to alternative platforms.
- Huawei AC, AirEngine, ACU2 and ENP Series Controllers manage Huawei Access Points. The solutions are difficult to scale and require replacement of hardware or additional hardware to manage increased numbers of Access Points.
- Smart Antennas in selected AP models and Dynamic-Zoom Smart Antennas in the latest Wi-Fi 6 APs
- Huawei CloudCampus 3.0 is a cloud-based solution for fully wireless intelligent campus networks
- iMaster NCE-Campus – next generation network automation platform with analytics and AI functions.
- iMaster NCE- CampusInsight – network analysis platform based on Big Data analysis and ML algorithms
- Huawei's eSight offers planning, configuration, monitoring and diagnostics for Huawei Devices. The analytics in eSight are aligned with the functions available in Ruckus SCL. eSight licensing is very high cost.

RUCKUS Solution

There is a lot of flexibility for Wi-Fi architecture selection with unified management for wired and wireless

- RUCKUS SmartZone controllers either as physical or virtual appliances, with high scalability, active/active clustering and distributed data plane options
- RUCKUS Unleashed is a controller-less solution that provides a controller-level feature set and deploys in minutes. Unleashed Multi-Site Manager (UMM) scales Unleashed further with a lightweight application that doesn't require heavy resources or a dedicated master console for larger deployments.
- RUCKUS Cloud combine reliability and ease of use to provide Wi-Fi and ICX management to you can count on in even the most challenging environments with integrated RUCKUS Analytics which is embedded in the system.

RUCKUS WLAN deployments are easy to set up and scalable. Access Points can be bought for one platform then easily migrated to another

- RUCKUS' patented BeamFlex+™ adaptive antenna technology selects best antenna combination for any client location
- The Wi-Fi AP portfolio is extensive, with wide selection of Wi-Fi 5 and Wi-Fi 6 indoor and outdoor Access Points. These APs offer industry leading performance. Most RUCKUS APs either include BLE/Zigbee radios or support pluggable modules for creating converged network solution for IoT.

WLAN Product Mapping

Huawei Product or Solution*

RUCKUS Solution

Huawei Agile Distributed Wi-Fi solution	➡	RUCKUS Unleashed** + ICX switches
Huawei AC6508, 6605 Access Controllers	➡	ZoneDirector 1200 / SmartZone 100 / vSZ-E
Huawei ACU2, AirEngine 9700-M	➡	SZ144 / SZ144-D**
Huawei AC6805, 6800V Access Controllers	➡	SZ 300 / vSZ-H
CloudCampus Solution	➡	RUCKUS Cloud (RUCKUS Analytics, Cloudpath)
Multiple IoT Products	➡	RUCKUS IoT Suite
iMaster MCE - CampusInsight	➡	RUCKUS Analytics
Huawei CloudEngine switches	➡	RUCKUS ICX switches

Note:

*Huawei's Native Wireless Access Controller Cards, S6720-HI switch with Access Controller capabilities, AirEngine 9700D-M Central Access Point do not have directly competing products in RUCKUS Portfolio

** Different systems architecture