

Huawei Accenture Strategic Agreement

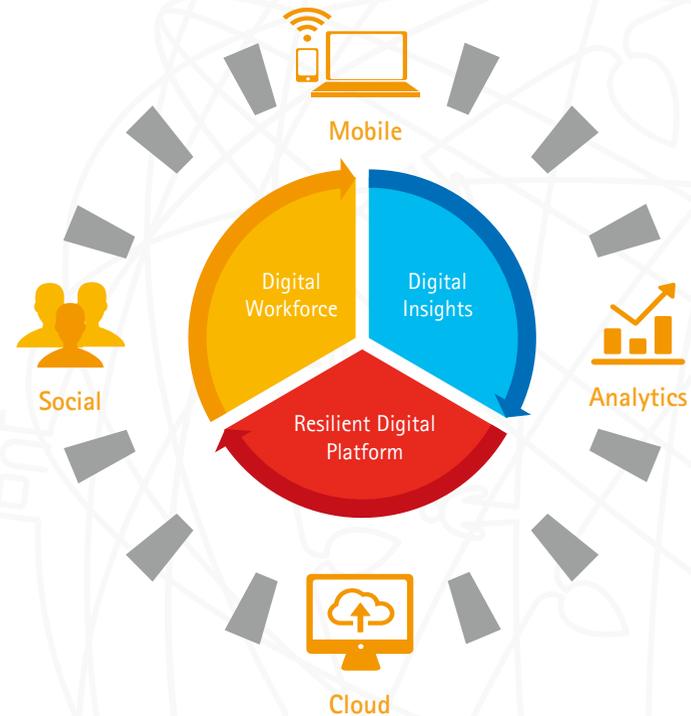
Unlocking the Digital Business with Enterprise Private Cloud

High performance. Delivered.



Every business is a digital business and an increasing number of organizations embark on the journey to reinvent themselves. Cloud and intelligent infrastructure are the foundation building blocks that enable the top performing organizations to join the digital business revolution at pace and scale.

For these organizations, an intelligent infrastructure enables their connected and informed digital workforce with digital insights, which can be anytime and anywhere, powered and delivered by Analytics and Mobility in real-time. A resilient digital platform is formed harnessing the power of intelligent systems that are designed to be secure, compliant, robust, agile and cost effective at the same time.



Business Challenges

Chief financial officers and chief information officers face major challenges today.

Reducing IT TCO and increasing ROI

- The IT cost baseline is under scrutiny
- Quick wins – organizations need to realize ROI early rather than “invest-now-harvest-tomorrow”
- They want “All-In-One” and everything-as-a-service to drive cost effectiveness and better services with immediate benefits

Simplifying IT environment

- From infrastructure to applications to services, IT environments are complex and difficult to manage and operate
- Data centers are reaching capacity through tactical “just in time” deployments
- Ineffective allocation of siloed resources and disparate management tools leading to underutilized and over provisioned resources while more and more capacity is being purchased

It is paramount to make infrastructures smarter to help organizations avoid pitfalls with significant business implications:

- Inability to serve customers
- Supply chain delays
- Compromised security
- Slow product development



Why Cloud?

For enterprises and government agencies that are seeking flexible and scalable data center solutions, the Enterprise Private Cloud solution offered by Huawei and Accenture can bring together a range of integrated and end-to-end managed solutions leveraging Accenture's Intelligent Infrastructure blueprint, cloud capability and extensive industry knowhow with Huawei's leading data center technology solutions.

Enterprise Private Cloud is designed to help businesses increase data center performance and lower total cost of ownership, while simplifying the IT landscape – making business more agile and competitive in a global economy.

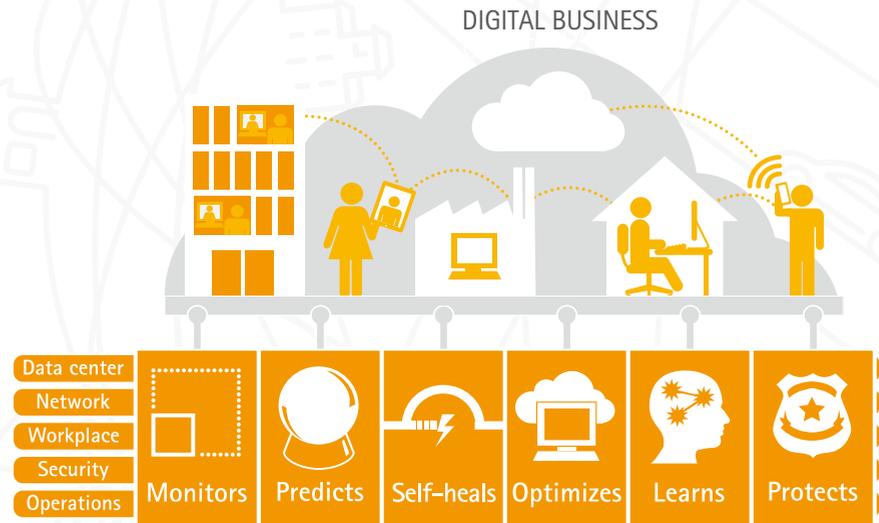


Figure 1. An intelligent infrastructure lays the foundation of the digital business.

What is Enterprise Private Cloud

The Enterprise Private Cloud solution brings together several end-to-end managed components:

Consulting and Systems Integration

This consists of cloud application transformation services, agile application platform services, business focused cloud strategy, cloud assessment and planning, integration and application customization.

Software

Organizations running leading ERP solutions can benefit from Enterprise Private Cloud to realize return on investments in your ERP environments. For example,

- Enterprise Private Cloud for SAP allows you have your SAP ECC and BW environments on cloud infrastructure for higher availability, higher performance and improved agility while setting you up to take advantage of innovative SAP technologies such as Analytics and Mobility running on Huawei's SAP Certified HANA Appliances
- Enterprise Private Cloud for Oracle helps jump-start your Oracle implementation by leveraging cloud-based solutions for your Oracle environments such as E-Business Suite based on Huawei's converged infrastructure. Above Oracle E-Business Suite, Fusion Applications enable you to innovate with in-memory Analytics and Mobility and other leading Oracle technologies

Best of all, our solution is based on Accenture's Advanced Enterprise Solutions, a suite of assets, methodologies, building blocks and industry-specific solutions to accelerate delivery and de-risk.

Cloud Infrastructure

With Huawei's data center and infrastructure solutions combining Converged Infrastructure (FusionCube), Cloud OS (FusionSphere) and Data Centre Management suite (ManageOne), Enterprise Private Cloud can realize the Accenture Intelligent Infrastructure blueprint. Key features include metering and billing, virtualization, automation and orchestration, and high speed virtualized network.

Operations

Applications and infrastructure outsourcing with data center management.

Enterprise Private Cloud Solution

Combined Accenture Industry Expertise and Huawei Leading Cloud Infrastructure

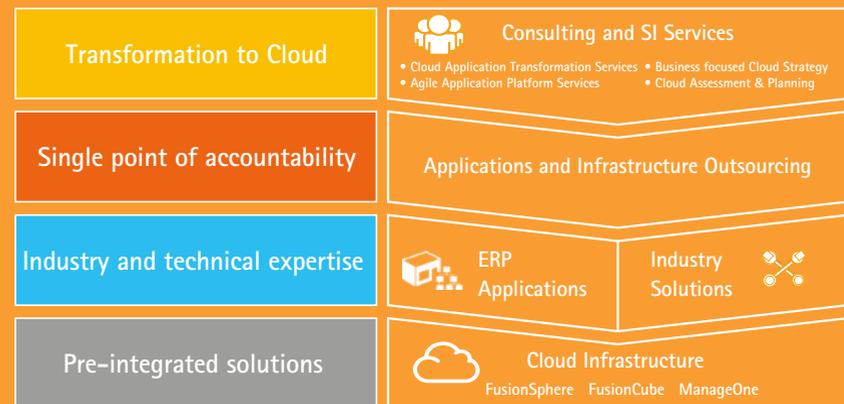


Figure 2. Enterprise Private Cloud Solution.

Putting the Cloud to Work for You

To address these challenges, we have combined Accenture and Huawei to help simplify technology selection and delivery with flexible commercial models to help reduce total cost of ownership (TCO). Solution benefits consist of:

A value-oriented approach

- Our deep technical and industry experience helps to identify value creation opportunities and assesses application and infrastructure needs
- A collaborative approach to include the business in IT planning to realize material savings in total cost of ownership across server and storage deployments

Improved business agility

- Reduced timelines for solution deployment and scaling, and service provisioning
- Flexible cloud integration with private, public or hybrid clouds

- Increased transparency and control of application and infrastructure performance through intelligent reporting

Simplified technology landscape

- A single point of accountability for cloud strategy, infrastructure and applications deployment, and operations
- Interoperability with pre-tested solutions
- Streamlined operations through a simplified architecture and infrastructure management
- Server and storage optimization and reductions

Results Delivered by Accenture and Huawei



Extensive industry and technical capability combined to provide end-to-end solutions.



Reduced IT TCO and flexible commercial models to work within budget constraints.



Pre-packaged solutions to accelerate delivery at scale with reduced risk.



Single point of accountability through project delivery based on collaboration.

Value Highlights

Enterprise Private Cloud

The Enterprise Private Cloud solution combines Accenture capabilities in Cloud Strategy, System Integration and Infrastructure Outsourcing and Huawei's data center and infrastructure solutions to offer an end-to-end Cloud solution that is cost effective.

Enterprise Private Cloud for SAP

Enterprise Private Cloud for SAP leverages cloud infrastructure to provide higher availability, increased performance and improved agility for your SAP environment. So you can take advantage of Analytics and Mobility capabilities with our SAP S/4HANA ready solution, built on Huawei's SAP Certified HANA Appliances.

Enterprise Private Cloud for Oracle

Enterprise Private Cloud for Oracle can provide a secure, reliable, performant and flexible environment based on cloud infrastructure suitable for mission critical systems to Oracle Conference Room Pilots (CRPs). Self-served and ad-hoc deployments streamline implementations, simplify operations and reduce cost.

Pre-packaged Vertical Industry Solutions

The Accenture Advanced Enterprise Solutions is an industry-specific offering powered by high-performance leading practices, trends and enabling Enterprise Resource Planning (ERP) technologies such as SAP and Oracle. It is a patented framework for industry business processes based on integration with an underlying technology.

About Accenture

Accenture is a leading global professional services company, providing a broad range of services and solutions in strategy, consulting, digital, technology and operations. Combining unmatched experience and specialized skills across more than 40 industries and all business functions—underpinned by the world's largest delivery network—Accenture works at the intersection of business and technology to help clients improve their performance and create sustainable value for their stakeholders. With approximately 373,000 people serving clients in more than 120 countries, Accenture drives innovation to improve the way the world works and lives.

Accenture has been operating in Greater China for more than 25 years. Today, the Greater China practice has more than 11,000 people serving clients across the region and has offices in Beijing, Shanghai, Dalian, Chengdu, Guangzhou, Shenzhen, Hong Kong and Taipei.

For more information about Accenture, please visit its corporate homepage www.accenture.com and its Greater China homepage www.accenture.cn.

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About Huawei

Huawei is a leading global information and communications technology (ICT) solutions provider. Our aim is to enrich life and improve efficiency through a better connected world, acting as a responsible corporate citizen, innovative enabler for the information society, and collaborative contributor to the industry. Driven by customer-centric innovation and open partnerships, Huawei has established an end-to-end ICT solutions portfolio that gives customers competitive advantages in telecom and enterprise networks, devices and cloud computing. Huawei's 170,000 employees worldwide are committed to creating maximum value for telecom operators, enterprises and consumers. Our innovative ICT solutions, products and services are used in more than 170 countries and regions, serving over one-third of the world's population. Founded in 1987, Huawei is a private company fully owned by its employees. For more information, please visit Huawei online at www.huawei.com.

To learn more about the Enterprise Private Cloud Solution offered by Huawei and Accenture, please contact:

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Leadership

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