

# Huawei's vision on AI



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Introduction OBS Partner  
Office : Vincent Lahoche VP  
Partnership



**Business  
Services**



# Huawei & OBS Partnership lasts for 10 years

Ecosystem

Solutions

Services



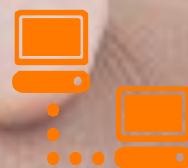
LAN / Wi-fi



Video & UCC as  
service



Storage /  
Server



IoT / Smart Cities  
/ Mobile

**Flexible  
Engine**

Public Cloud

250+  
contracts  
signed

More Solutions

Wider Geo

Joint GTM

**Global Partnership : OBS 1st global Service Provider WW**



# Orange Business Services Partner Day 2018

## Business and Solution Awards 2018

Mobile  
Workspace



Cloud  
(Flexible IT)

APAC



Best In Class Cloud and  
Mobile Workspace Partner  
For Orange Business  
Services in 2018




















































Business  
Services



Business  
Services

# Take away : OBS & Huawei Partnership Drives Growth in B2B

## Cooperation in 2019

Partnership	 <b>HUAWEI</b>  <b>orange Business Services</b>
Solutions	<div>  <b>LAN / WLAN</b> </div> <div>  <b>UCC Video Conf.</b> </div> <div>  <b>IT/Server/Storage/FE</b> </div> <div>  <b>Mobile</b> </div>
Flexible Engine®	<p>250+ contracts signed</p> <div>      </div> <div>     </div> <div>                                     </div>





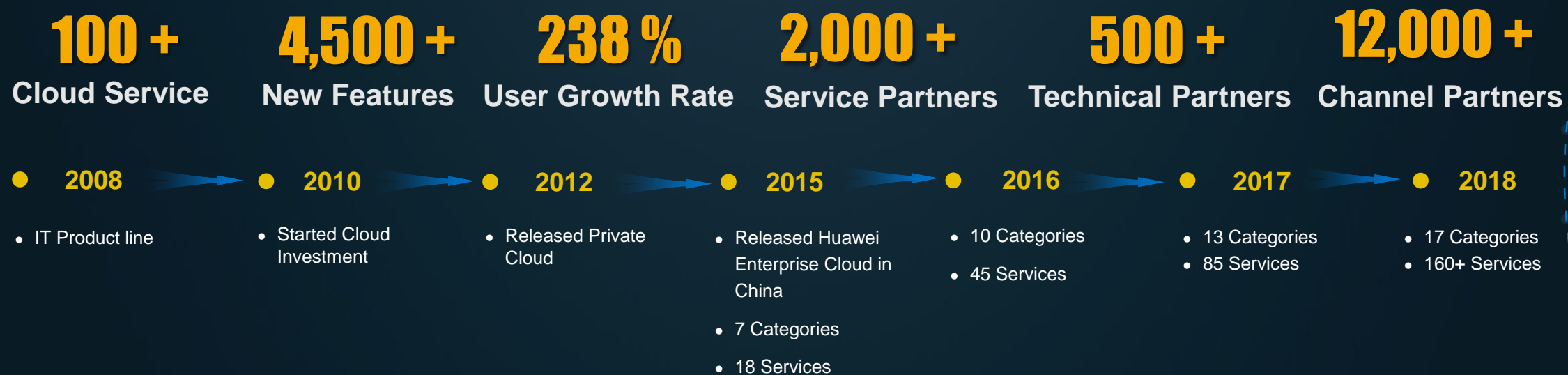
# HUAWEI CLOUD

Intelligent, Pervasive & Trustworthy

Jason Wu | VP of Product  
HUAWEI CLOUD

# Cloud + AI

## - Accelerate Digital Transformation



# Intelligent Cloud Services

App  
Developers

## Ready-to-use AI Service APIs



Image



OCR



Speech



NLP



Face



Video



Chat Bot



Moderation

## AI Pre-integrated Solutions



Metropolitan



Internet



Homecare



Fleet



Logistics



Healthcare



Campus



Manufacturing

AI  
Developers

## AI Platform Services

ModelArts



Deep  
Learning



Machine  
Learning



Auto Learning



Inferencing



Graph Engine



Batch



HiLens

Data  
Engineers

## Big Data Services

Data  
Ingestion

Cloud Data  
Migration

Data  
Warehouse

Cloud  
Table

Cloud  
Stream

MapReduce  
(MRS)

Data Lake  
Insight (DLS)

Data Lake  
Factory

Cloud  
Search

CPU

ARM

Ascend



GPU



# ModelArts

## - Faster and More Inclusive AI Development Platform

18 min



Fast.ai on AWS

Ultra-fast

4 min



ModelArts

Training ResNet50 on millions of ImageNet images with 128 nodes

Ultra-simple

0 Coding 0 AI experience

Semi-automatic labelling, automatic parameter optimization, automatic network design



100x higher data preparation efficiency



Pre-trained models speed up model building



50% less time for model training



One-click deployment to everywhere



Exe ML Auto-Learning



End-to-end process management



AI Marketplace

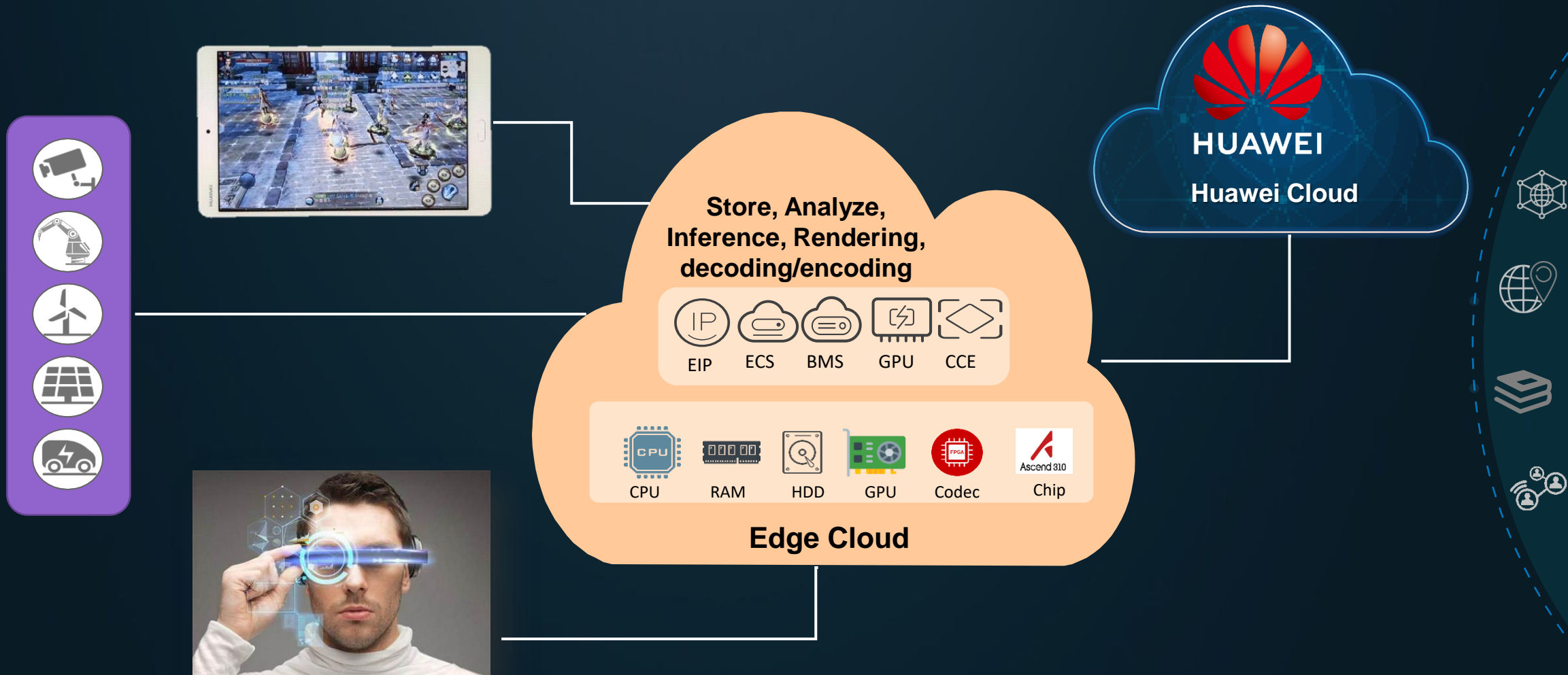
Fast to master

Fast training

Fast TTM



# Pervasive Intelligence from Device to Edge to Cloud



- Low latency
- 5G, big bandwidth
- AI@Edge Ascend 310 chip
- Reliable with intermittent connectivity

# AI: Beyond Human Intelligence

## Shenzhen

one of the biggest cities in China  
20M+ people, 3M+ vehicles, traffic jam are common

Optimizing traffic jam for one crossroad is easy, but optimizing the regional traffic is very hard.

**Today, 100+ crossroads deployed EI TrafficGo Solution**

Average delay **↓15.2%**      Average speed **↑15%**

Powered by EI Big Data Analysis, Computer Vision,  
and Reinforcement Learning technology



## Sanlian Hope

90% of China's nylon market share  
2.5bn spindles/year, 30,000+ product types

With one full automation system, as quality standards rise and product choices expand, how can we achieve flexible manufacturing?

**With EI Manufacturing Solution**

Customer Needs Met **↑28.5%**

Powered by EI Machine Learning





# Trustworthy & Compliant

## Privacy



## Security

Cyber security

Host security

Data security

Application security

Security management

## Partnership



# Huawei Cloud

- Intelligent, Pervasive, Trustworthy

8 Industries

200 Projects

## Metropolitan

Traffic Optimization  
Safety/traffic Analysis

## Manufacturing

Quality Monitoring  
Sales Forecasts Production  
Planning

## Healthcare

Diagnostic Analysis  
Gene Analysis

## Homecare

Home Safety  
Nursing Care



## Campus

Crowd Flow Prediction  
Incident Monitoring

## Logistics

Inventory/route Management  
Intelligent Customs  
Declarations

## Fleet

Fleet Management  
Driver Behavior Analysis

## Internet

Content Review  
Video Recommendations

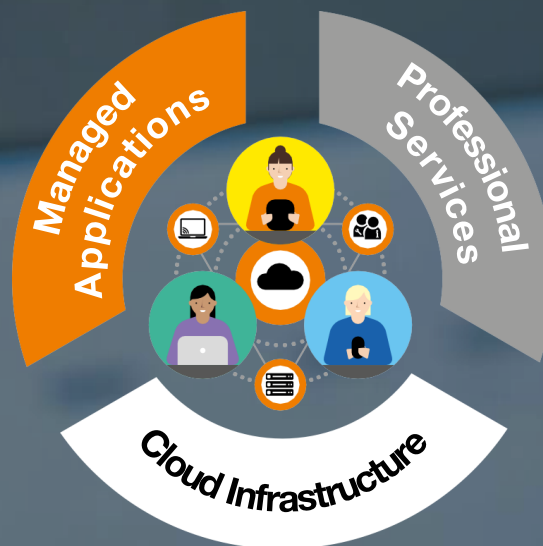


# A partnership that's more than the sum of its parts

**Orange Business Services** and **Huawei Cloud** have partnered to bring to leverage **Huawei's** excellence in **Innovation** and **Orange's** expertise as a **service provider** and **market leader** to bring the best to customers worldwide.



**Flexible Engine** is the public cloud solution based on Huawei Cloud's openstack infrastructure operated and managed by **Orange Business Services**.



**Flexible Engine** is fully integrated into Orange Business Services' cloud services portfolio from maturity assessments to deployment to management.



Customers can **access** partnered **datacenters globally** through a **single** Orange Business Services **contract** and point of contact through the **Open Cloud Alliance**.

Come to our booth for more to share and to  
build together with **Flexible Engine**

R&D & 3D Design  
Department

**GPU**  
**3D VDI**  
**CAD & BIM**

Large Scale  
International  
Bank & Insurance

**CHATBOT**  
**AI OCR**  
**BI**  
**BIG DATA**

Water Distribution  
Company

**DR CROSS-AZ**  
**BACKUP APP**



# Thank you



**Business  
Services**

