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Huawei Android Phone

HUAWEI TECHNOLOGIES CO., LTD.

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1、 Why Android

- **Why Android**

Why Android?



- **“Two High and One Low” advantages of Android platform: high degree of openness, high degree of developing flexibility, and low platform cost.**
- **It can greatly shorten the development cycle and development effort of customization, so Android will be the best choice for operators.**
- **Release in Apache license.**

2、Product Status

- **Huawei Handset Mission**
- **Strong partnership with leading operators**
- **Huawei Smartphone Products Overview**
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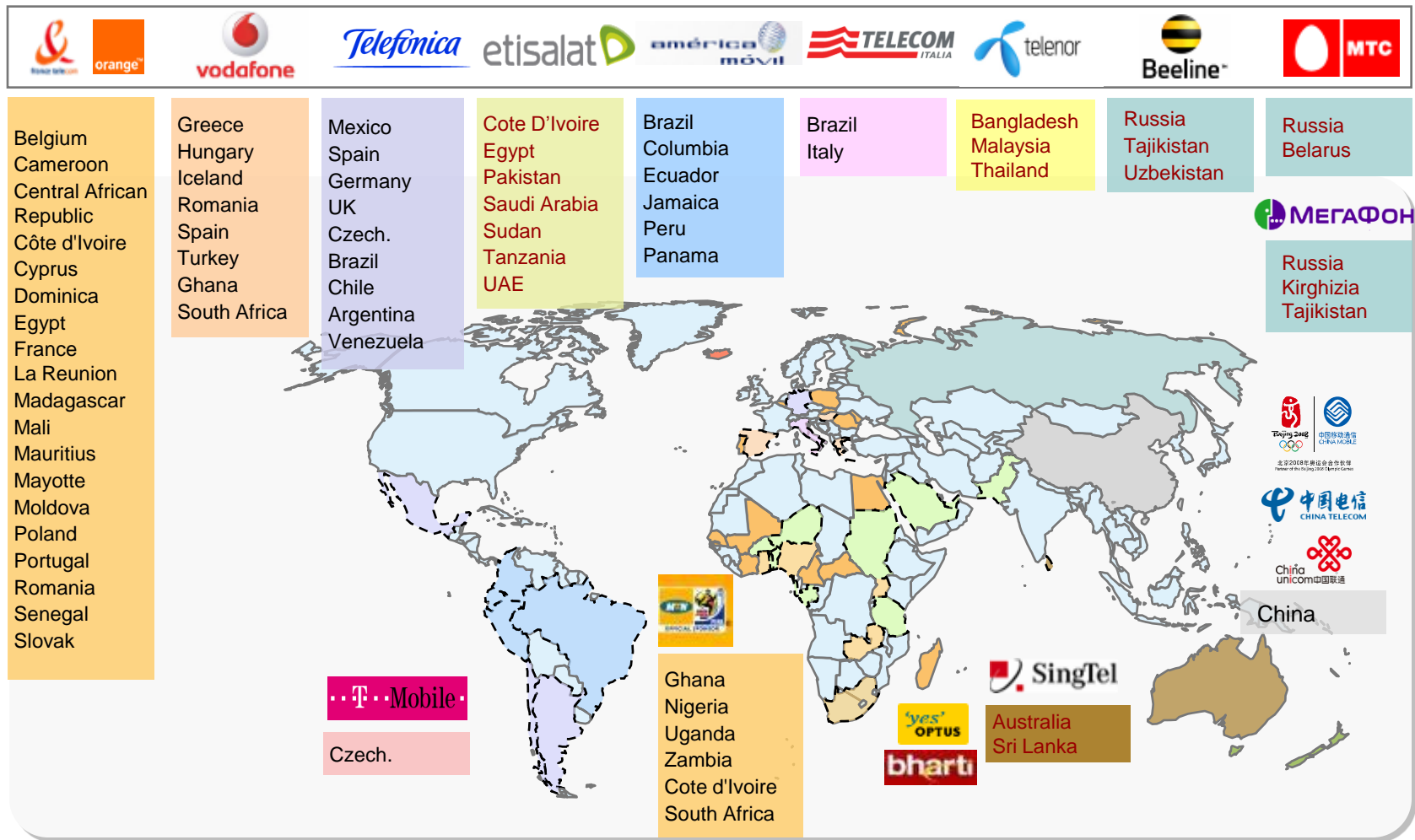
Huawei Handset Mission

Mission

To provide attractive and competitive handset to fit strategic operator and consumer requirements quickly

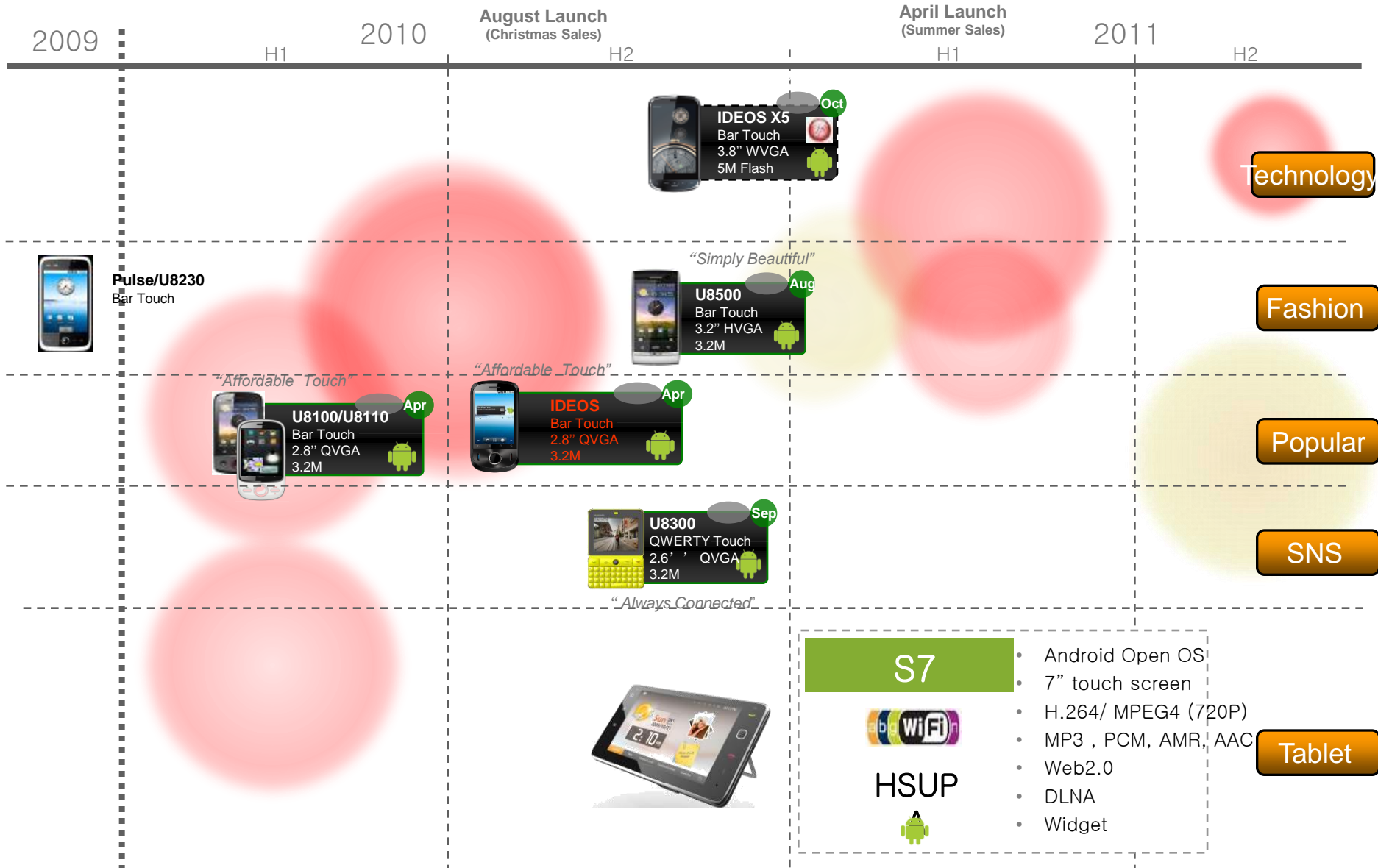


Strong partnership with leading operators



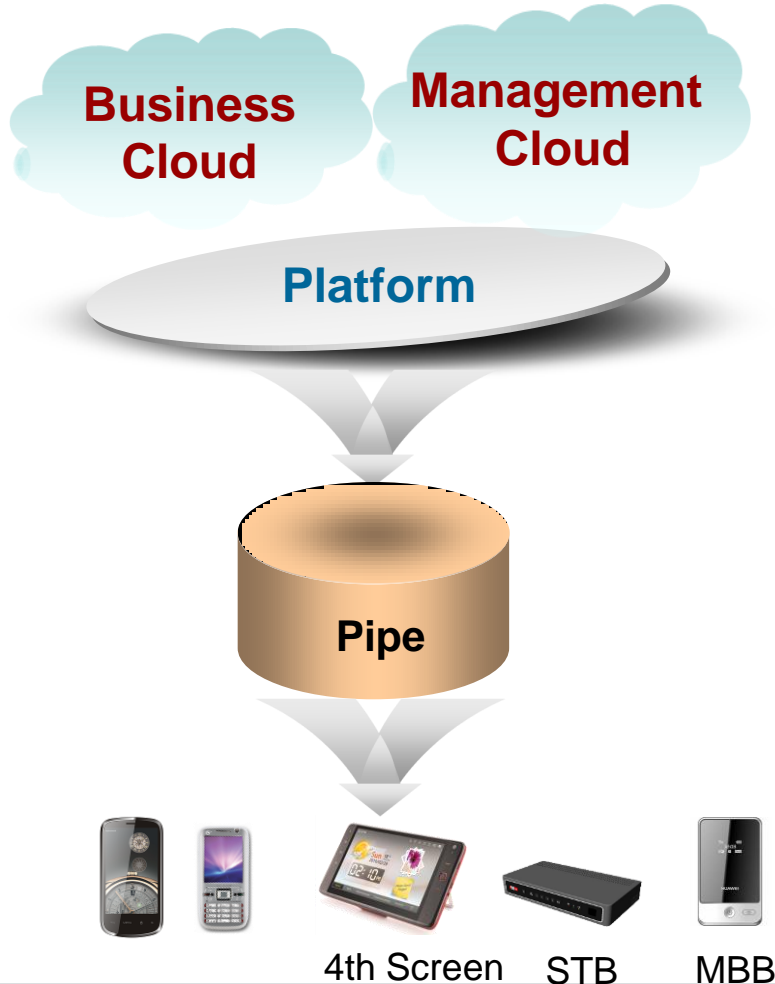
Note: Only some representative countries are listed

Huawei Smartphone Products Overview



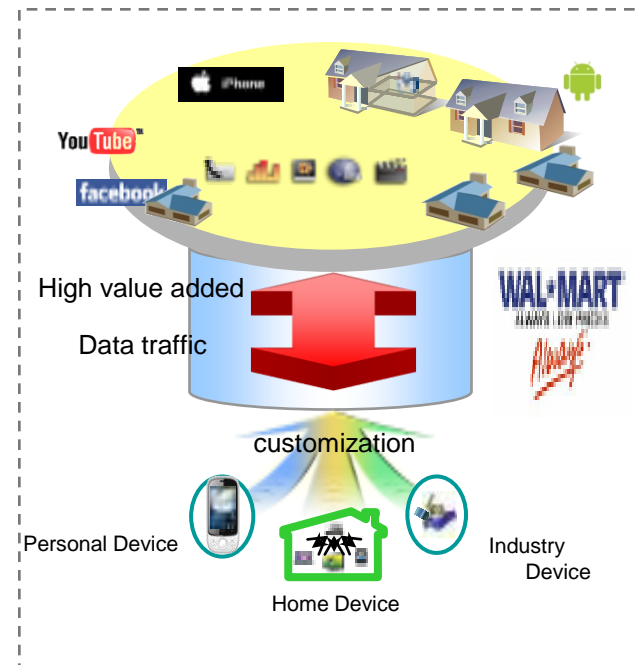
Huawei Smartphone Solution

Device \ Pipe \ Cloud



Huawei App Store (HiSpace)

Help operators build self owned App store ,integrated operators' services, to achieve more revenue, control the value chain.



HiSpace introduction

Huawei Terminal App Store Solutions —— “HiSpace”



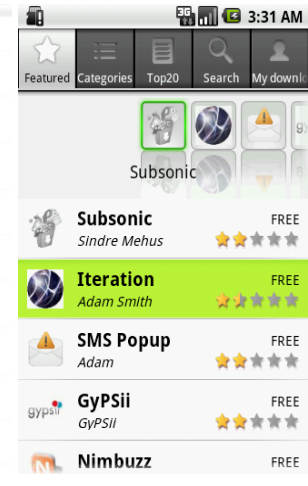
The graphics combination of Shopping bags with icon vividly demonstrate the rich diversity and convenience of HiSpace, while providing users the same shopping experience as in a supermarket when select the favorite applications.



Developer community



Web Portal



Mobile client

HiSpace Introduction



Developer

Developer Registration

Free to become a developer of HiSpace can enjoy community service.

SDK and Development environment

SDK and development environment using the standard development environment, while Huawei will continue to expand the corresponding API, provides developers with a variety of support.



Software Testing

Log in developer community, upload your own software, can Apply for putting on shelf, we will provide free testing for them and feedback to developers.



Test



Software Releasing

The software will be tested and released via HiSpace to users, users will use the software positively and offer comments.

Software Sales

Developers can log in the developer community at any time, check download times and sales amount of their own software, the system automatically count on developers' billing software sales once each month .



Income

When settlement funds raised up to a certain amount, that is, Huawei's designated agent will make a payment.

3、Competitive Advantages

- **Excellent Quality Assurance**
- **Customizable Products**
- **Fast Response to Market**
- **Cost-effective Products**

Excellent Quality Assurance

- Technical support and information sharing among OHA members
- High-quality chipset support like Qualcomm
- The software / application support from well-known vendors
- Worldwide sales and service team

open handset alliance



QUALCOMM

frog design



Customizable Products

- Carry customized applications

The advantages of open platform in carrying customized applications is very tempting.

It can help operators to load their own business quickly, enhance the user viscosity and control the industrial chain, so as to provide operators with solutions to the ecological chain

Focus on operator market, and to be operator's customization partner Provide the competitive and customized phone to realize operator's strategic requirements

The world's first
"Full Service Customized"
Android phone



... T-Mobile ...
simply closer



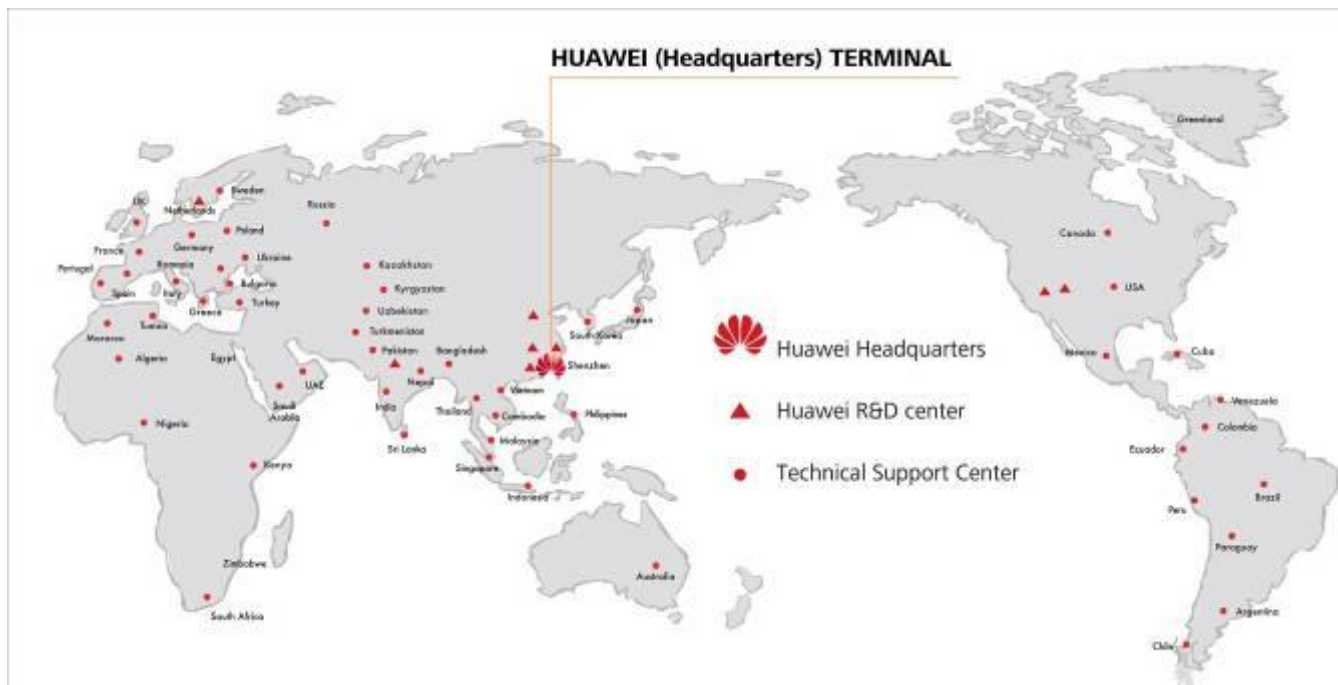
T-Mobile and Huawei -----World's First pre-paid Android Smartphone

- **Huawei Solution**
 - **Affordable Android phone with TMO's customized services and application**
 - **Unique Canvas user interface to create new user experience**



Fast Response to Market

- **Global Sales/Service/Supply Platform: 7 R&D centers and 8 sales districts and over 100 representatives around the world** to ensure fast response to customer requirements
- **Localized customer service system: Service covering 70+ countries, 50+ after-sales service partners and 430+ authorized service centers** to make sure deeply understandings of customers' pressures and challenges
- Smoothly cooperation with **one ecosystem of supply chain** to ensure delivery on time.

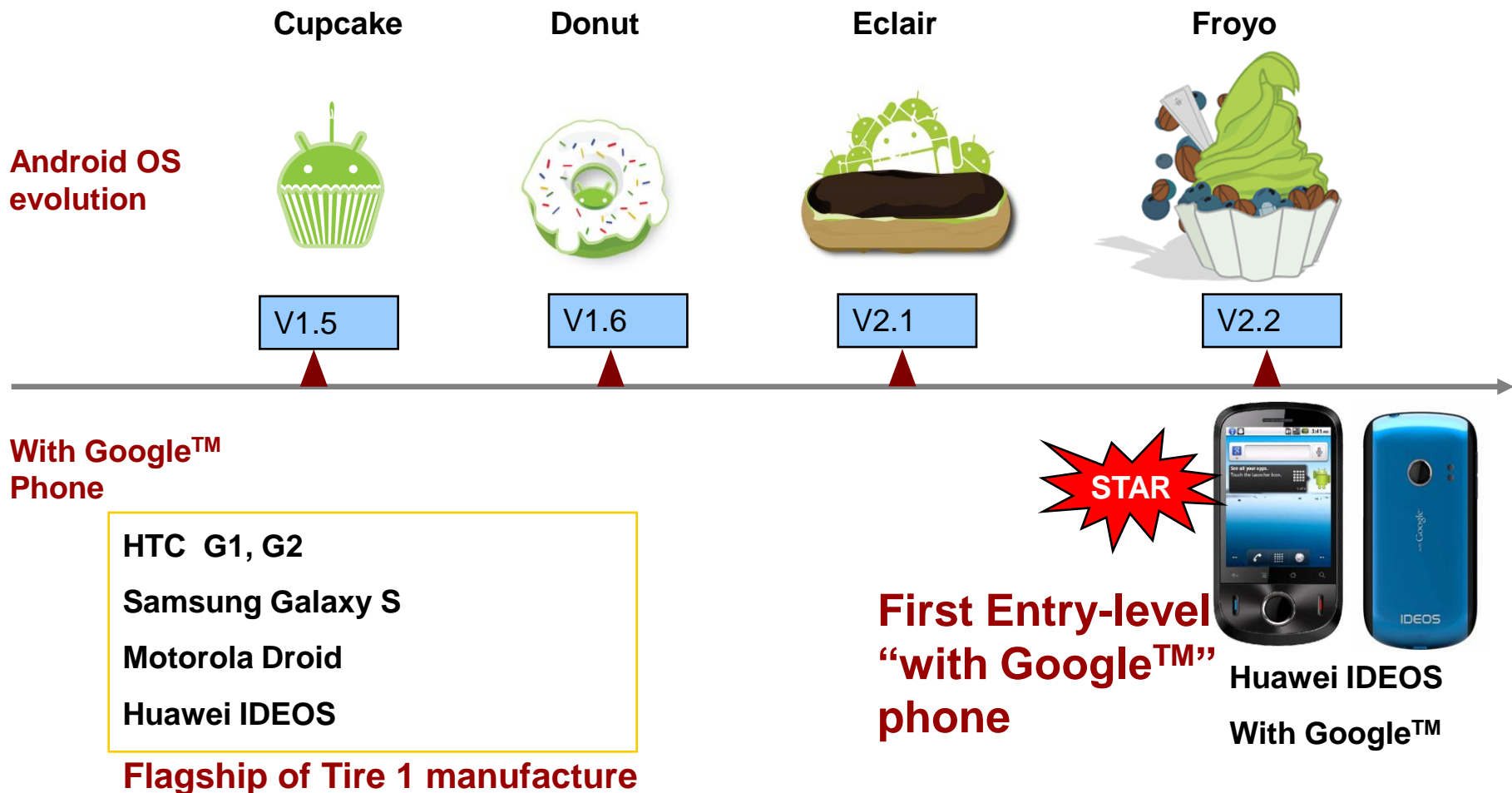


Cost-effective Products

more consumers can enjoy the pleasure of smart phones



First Entry-level “with Google™” Phone



IDEOS

IDEOS launched in 2010 Q3

- **An affordable smartphone powered by the latest iteration of Android™ 2.2.**
- **The smartphone is priced between US\$100 and US\$200, depending on the market. IDEOS™ redefines the "entry-level" concept by combining high-quality hardware and software with a high price-to-performance ratio.**



4、Open Source at Huawei

- **Huawei attaches great importance to use open source software correctly and securely.**

Open Source Management in Huawei



Huawei set up a special team to manage the open source open source related issues

R & D, the open source group, lawyer form a multi-functional team to fully consider the open source risks.



Huawei established the policy and process for open source software management.

The consumption and contribution of Open Source, the quality assurance in usage etc. are all be considered.

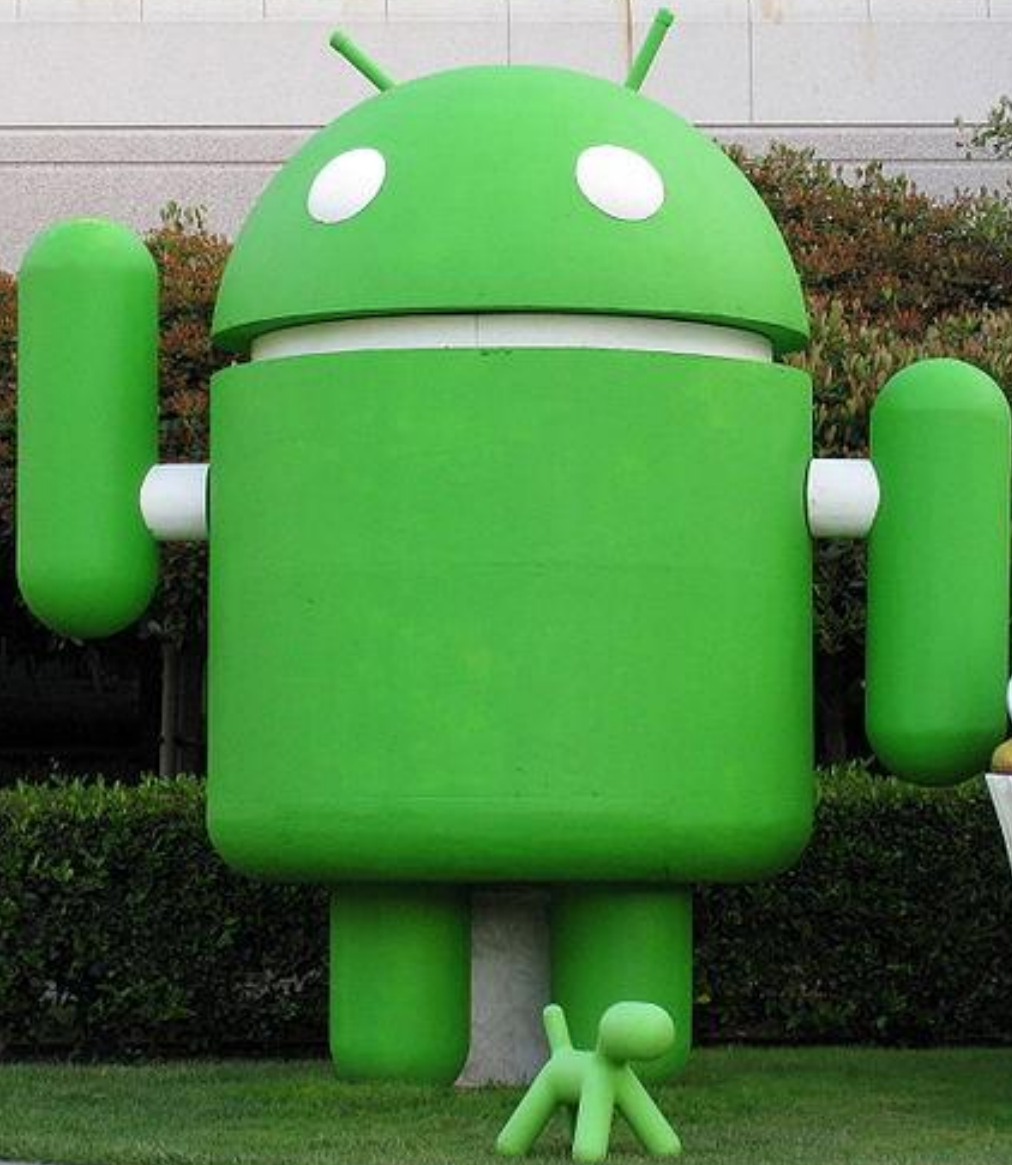


Huawei strives to protect the intellectual property rights of third parties.

Subject to strict compliance of the relevant licenses, FOSS is used discreetly whilst fulfilling the corresponding obligations.



Huawei organize open source training to improve staff capability in using open source.



Thank You !

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