

# Huawei Fast Track Promotion

July 2021



# Fast Track Promotion Application Scope

## Purpose

1. Improve channel-driven partner sales through better commercial and quick shipment.
2. Use programs to shorten the processing speed of small and medium orders and strengthen the sales operation of small and medium transactions.

## Application Scope

1. Rep offices in the West European region: Germany, France, Switzerland, Spain, Italy, and multiple countries in the West European region (Netherlands, Portugal, Belgium, Luxembourg, and Ireland).
2. The program is valid from July 30, 2021 to October 31, 2021. The approved draft within the validity period must be POs completed within three months.
3. Only specified models participate in promotion, trade factor 1.07 is required for DDP orders
4. If the amount of a single PO is greater than US\$200K, the distributor shall submit the PO for approval through the channel manager of the rep office.
5. Huawei has the right to reject a single PO or terminate this promotion program unilaterally.
6. No return is allowed unless the product quality is defective. Equipment with quality issues must be handled in accordance with the DOA process or Return Material Authorization (RMA) agreement.

# Fast Track Promotion Content – Switch Plus WiFi6

## Promotion Key Messages

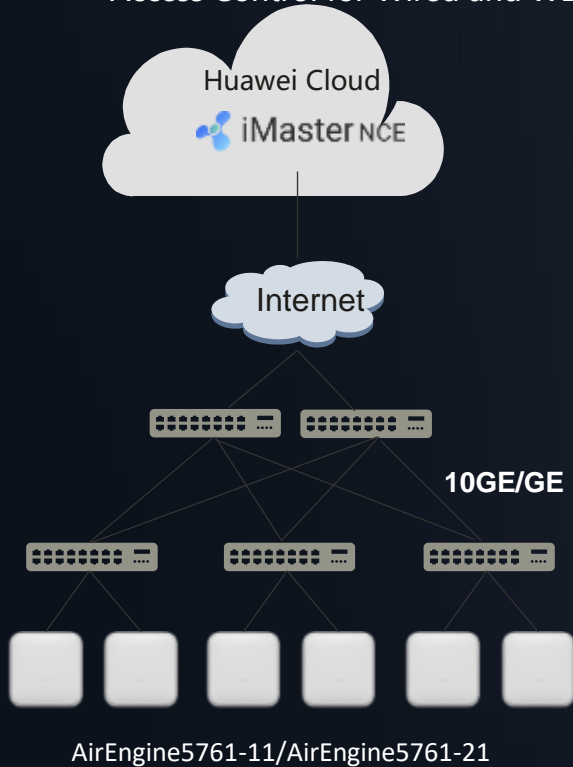
- Ready to Ship, Order Today Get The Equipment JUST in 2 weeks
- On Sale: Not Only Fast Delivery, But Also Great Discount
- Switches and WiFi 6 AP Are Covered

Model	Description
AirEngine5761-21	AirEngine5761-21 (11ax,2+4 dual radio, smart antenna, USB, BLE)
AirEngine5761-11	AirEngine5761-11 (11ax,2+2 dual radio, smart antenna, USB, BLE)
S6730-H24X6C	S6730-H24X6C (24↑10 GE SFP+,6 * 100GE/40GE QSFP28)
S5735-L8P4S-A1	S5735-L8P4S-A1 (8*10/100/1000BASE-T Ethernet Interface, 4*GE SFP+,PoE+,AC)
S5735-L24P4X-A1	S5735-L24P4X-A1 (24*10/100/1000BASE-T Ethernet Interface, 4*10 GE SFP+,PoE+,AC)
S5735-L48P4X-A1	S5735-L48P4X-A1 (48*10/100/1000BASE-T Ethernet Interface, 4*10 GE SFP+,PoE+,AC)
Opticals	GE, 10GE, 40GE (Please refer to the BOQ for detail)
License	N1, SNS, TBL license applied

# Can be managed by Cloudcampus: On-Premise, Cloud, Ideal for SMBs

Access+Core 2 Layer Network

Access Control for Wired and WLAN



- **Between access and core layers:** The backbone link supports 10GE link.
- Dual-link bonding increases uplink bandwidth.

## High-performance core switch



### CloudEngine S6730-H

- 10GE/25GE/40GE/100GE
- Native AC, managing up to 1K APs
- Pluggable dual power slots
- 220 mm deep for flexible installation and deployment
- Wired and wireless convergence, simplified network and user management
- Telemetry-based network fault locating in minutes

## Simplified gigabit access switch



### CloudEngine S5735-L

- 8/24/48 x GE downlinks, 4 x GE SFP or 10GE SFP+ uplinks
- SVF, enabling plug-and-play
  - Intelligent port hibernation and fan speed adjustment for energy saving
  - Fast/Perpetual PoE, providing reliable power supply and access for PDs

## Typical Scenario



K12-Campus



Retail Store



Branch Office



Hotel



Clinic

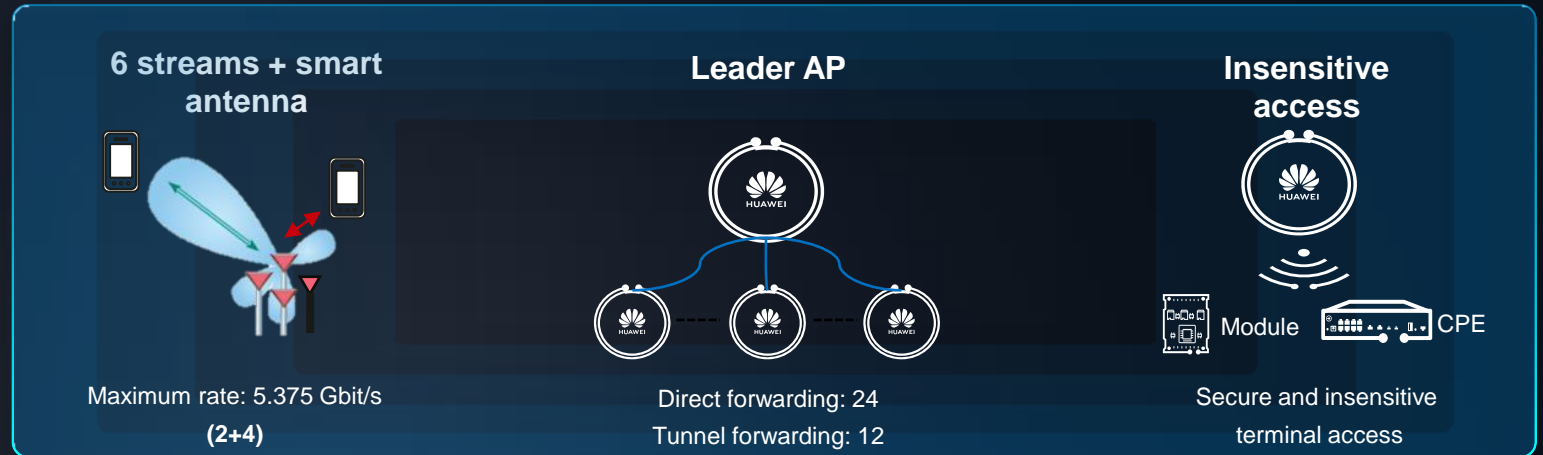


SMB

# Indoor Mid-Range Wi-Fi 6 AP: AirEngine 5761-21



**AirEngine 5761-21**



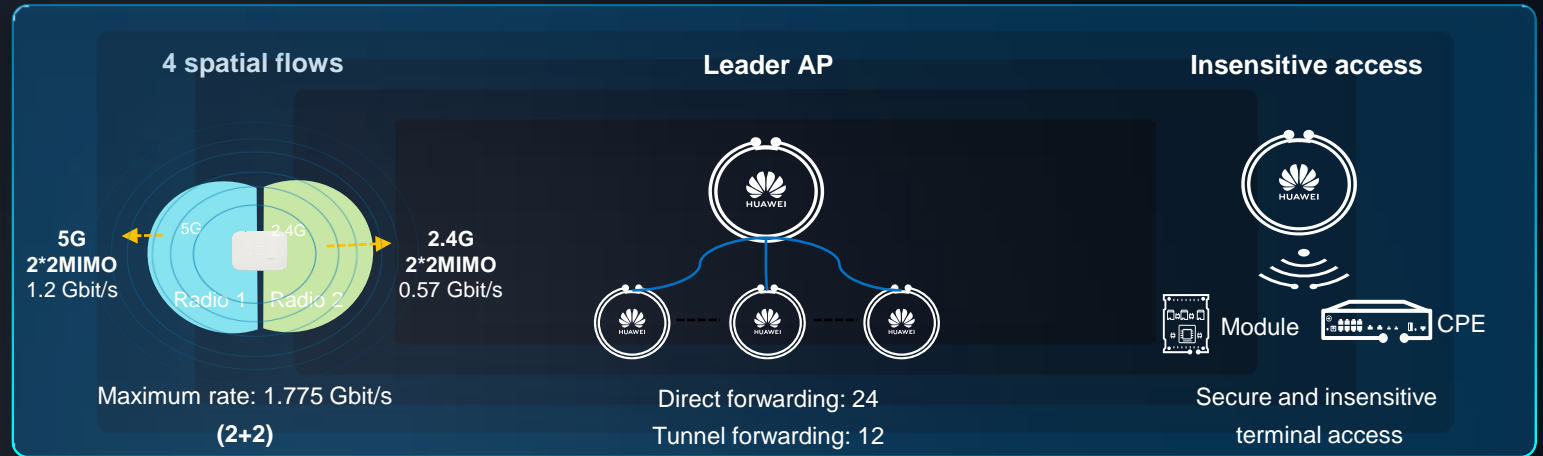
Parameter	Specifications	Parameter	Specifications
Maximum rate	5.375 Gbit/s (0.575Gbps+4.8Gbps)	Antenna	Built-in smart antenna
Interface	2 x GE electrical port	Bluetooth	Bluetooth 5.0
Power consumption	17.9 W (excluding USB)	USB	One
Power supply	DC:12V±10%; PoE+ power supply	IoT expansion	USB extended external IoT



# Indoor Economical Wi-Fi 6 AP: AirEngine 5761-11



**AirEngine 5761-11**



Parameter	Specifications	Parameter	Specifications
Maximum rate	1.775 Gbit/s (0.575Gbps+1.2Gbps)	Antenna	Built-in smart antenna
Interface	1 x GE electrical port	Bluetooth	Bluetooth 5.0
Power consumption	15.3 W (excluding USB)	USB	One
Power supply	DC:12V±10%; PoE+ power supply	IoT expansion	USB extended external IoT

# CloudEngine S6730-H: Full-function 10GE routing switch

Stack bandwidth:  
1.2Tbps

MAC address: 384K

24 x 10GE optical ports, and 6 x 40GE/100GE optical ports



✓ SVF   ✓ VXLAN   ✓ iPCA   ✓ ECA   ✓ NetStream   ✓ MPLS   ✓ Telemetry   ✓ Cloud mgmt.   ✓ iStack

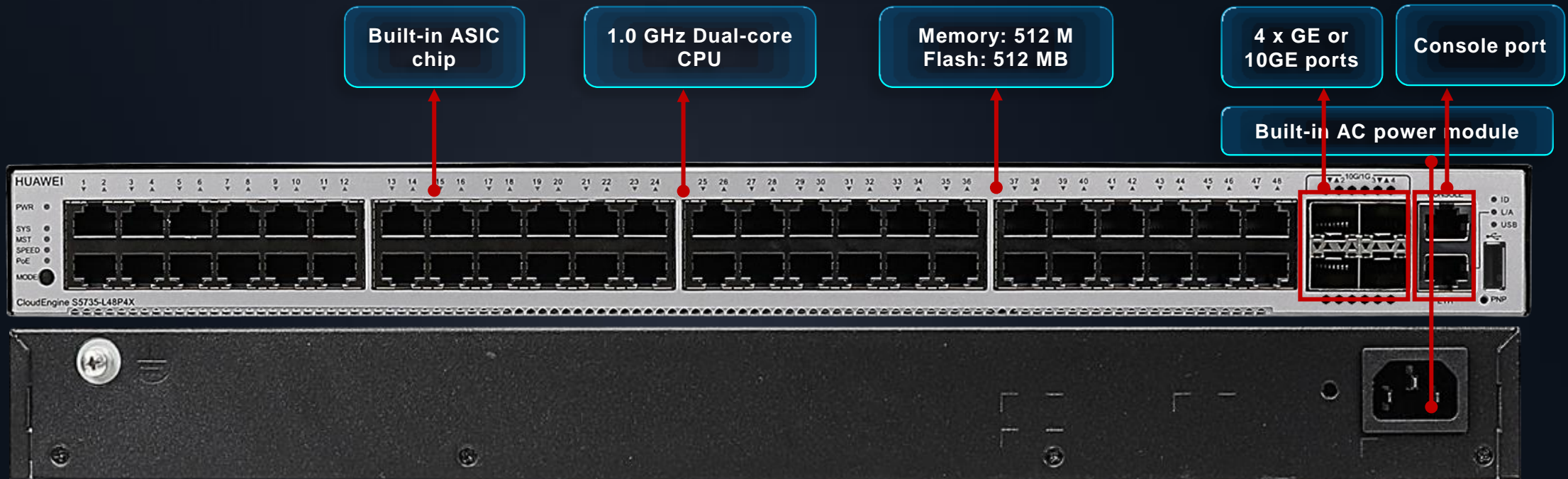
Native AC, managing a maximum of 1K APs

SVF parent/client mode, simplified deployment and management

Supports IEEE 1588v2 protocol to achieve preHiSec  
Insight time synchronization.

VXLAN-based automatic virtual network deployment,  
implementing multi-purpose network

# CloudEngine S5735-L48P4X-A1: Simplified GE POE+ Access Switch



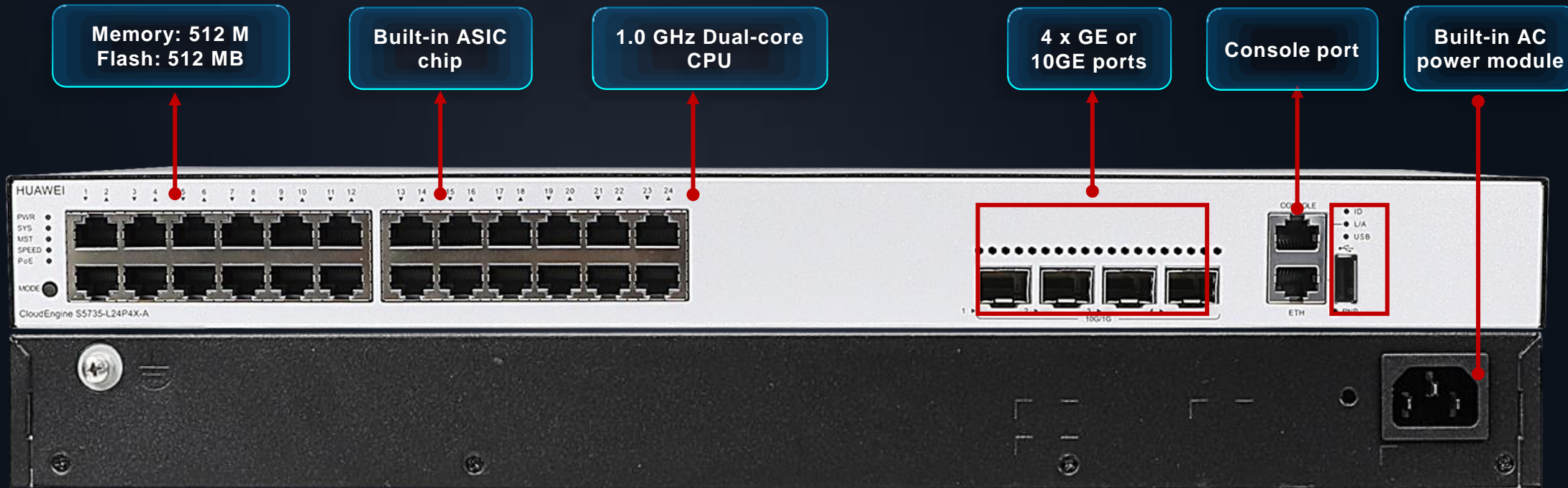
- ✓ SVF
- ✓ sFlow
- ✓ eMDI
- ✓ USB-based deployment
- ✓ RIP/RIPng
- ✓ OSPF
- ✓ Telemetry
- ✓ Cloud mgmt.
- ✓ iStack

Supports perpetual/Fast PoE, providing high-quality power supply

Supports intelligent port hibernation and intelligent fan speed adjustment, conserving energy



# CloudEngine S5735-L24P4X-A1: Simplified GE POE+ Access Switch



- ✓ SVF
- ✓ sFlow
- ✓ eMDI
- ✓ USB-based deployment
- ✓ RIP/RIPng
- ✓ OSPF
- ✓ Telemetry
- ✓ Cloud mgmt.
- ✓ iStack

Supports perpetual/Fast PoE, providing high-quality power supply

Supports intelligent port hibernation and intelligent fan speed adjustment, conserving energy

# Order Hardware

- 1 Shopping on SCT, first add the hardware you are going to order, and use the promotion discount

The screenshot shows a product catalog interface with the following elements:

- Navigation tabs: **Product** (selected), Pre-sales Product, Favorites
- Search bar: "Product" dropdown, "Type a product name or description" input, "All Products" dropdown, "Search" button, "Show EOM" checkbox, "Show sale controlled" checkbox
- Table with columns: NO., Product Name, Std Config, Qty, Description

NO.	Product Name	Std Config	Qty	Description
2	CloudCampus		1	with this cloud management license, customers can benefit from full-lifecycle m...
3	AirEngine 6761-21T	Hot	1	A next generation indoor Wi-Fi 6 (802.11ax) Access Point (AP), AirEngine 6761
4	AirEngine 5761-21	Hot	1	A next generation indoor Wi-Fi 6 (802.11ax) Access Point (AP), AirEngine 5761
5	AirEngine 5760-51		1	AirEngine 5760-51, High-performance indoor settled Wi-Fi 6 (802.11ax) access
6	CE6865-48S8CQ-EI		1	8-port 100GE QSFP28 ports, 25GE access switches Support VxLAN,BGP-EVF
7	S5700 Spares		1	
8	CloudEngine S5736-S24UM4XC		1	S5736-S24UM4XC base (24*100M/1G Ethernet ports, optional RTU upgrade to
9	SmartAX MA5800-X2		1	The SmartAX MA5800 multi-service access module is the industry's first smart
10	iMaster NCE-FAN Lite		1	NCE-FAN (access domain) aiming at the trend and challenges of access O&M

- 2 If you need to order Cloudcampus/Campusinsight License, please refer to next slides.





**Huawei AirEngine Wi-Fi 6**  
**Accelerating Campus Network Digitalization**

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**Thank You!**