

Huawei FusionServer Pro Promotion Toolkits

May 2020



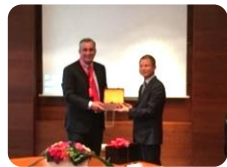
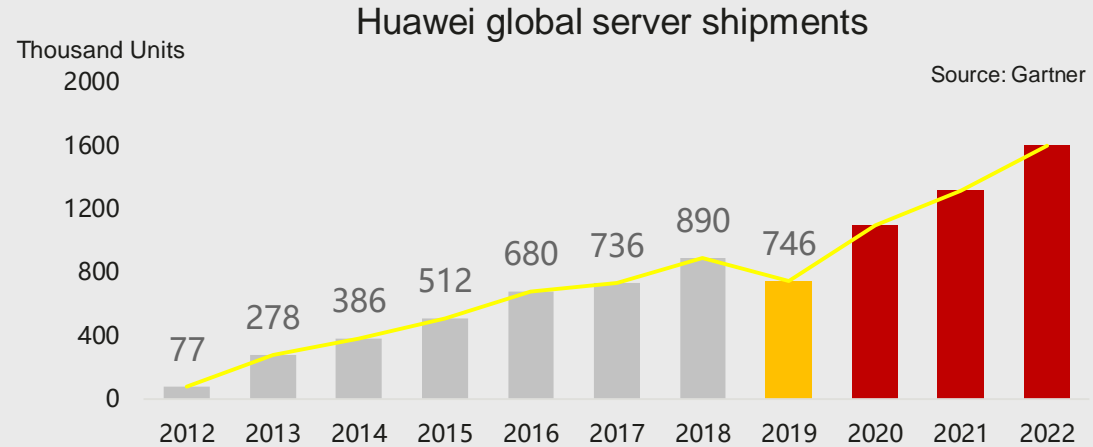
Dedicated promotional offers and resources

- ① Huawei Server Market Performance
- ② Promotional offers
- ③ Battle Cards and Frequently Used Tools
- ④ Demo equipments
- ⑤ Dedicated Solution Sales Managers

19 Year Continuous Innovation with Intel

Total shipments

4.31M units



2001

In 2001, Huawei and Intel signed strategic partnership, and Huawei started server R&D.



...

High-level interaction for a long time, continuing to jointly release new products and solutions



2016

2016 HCC Conference, jointly released the RSD server
2016, jointly released KunLun, the 32-socket mission critical server



2016, jointly built the innovation computing center in Hangzhou



2017

2017, Huawei and Intel held CTO technical forums about AI, edge computing, and cloud computing
2017, the two parties signed the HPC innovation MoU



2019

2019, jointly released the FusionServer Pro server based on 2nd generation Intel Xeon processors



2020




Release next-generation server product

Intel has received export license from the USG allowing export to Huawei. Based on our robust business continuity management plan, we will ensure the continuous supply of our current and latest-generation FusionServer which is in valid product lifecycle, and provide relevant technical support.

Full intelligent server lineup fuels intelligent transformation of enterprises



Full series upgraded to the latest Cascade Lake Refresh processor

<p>Mission Critical Server</p>  <p>KunLun 9008 V5</p>	<p>Full Liquid Cooling Solution</p>  <p>X6000 XH321L V5 E9000 CH121L V5</p>	<p>E9000 Blade Servers</p>  <p>Liquid-cooled CH121L V5</p> <p>General CH121 V5</p> <p>Compute-intensive CH242 V5</p>	
<p>Rack Servers</p> <p>General: 1288H V5 Balanced: 2288H V5 NEW Storage-intensive: 2298 V5 Compute-intensive: 5288 V5, 2488/H V5 Mission critical: 5885H V5</p>			<p>High-Density Servers</p> <p>2U 4-node: X6000 Compute-intensive: XH321 V5, XH321L V5 4U 4-node: X6800 Storage-intensive: XH628 V5</p>
<p>Intelligent Acceleration Engine</p> <p>SSD: ES3000 V5 Intelligent NIC: IN200/300 AI accelerator card: Atlas 300</p>		<p>Intelligent Management Engine</p> <p>FusionDirector 5 intelligent management features</p>	<p>Heterogeneous Servers</p> <p>G5500 full-width server G5500 half-width server</p>

Huawei Server Certification with VMware System/Servers(ESXi)

Huawei FusionServer Pro with Intel Skylake and some models with Intel Cascade Lake are certified with VMware ESXi release (6.7 U3). The list of certified servers can be found below.

Partner Name	Model	CPU Series	Supported Releases
Huawei Technologies Co., Ltd.	2288H V5	Intel Xeon Gold 6200/5200 (Cascade-Lake-SP) Series	ESXi 6.7 U3 6.7 U2 6.7 U1 6.5 U3
Huawei Technologies Co., Ltd.	CH121 V5	Intel Xeon Gold 6200/5200 (Cascade-Lake-SP) Series	ESXi 6.7 U3 6.7 U2 6.7 U1 6.5 U3
Huawei Technologies Co., Ltd.	CH121L V5	Intel Xeon Gold 6200/5200 (Cascade-Lake-SP) Series	ESXi 6.7 U3 6.7 U2 6.7 U1 6.5 U3
Huawei Technologies Co., Ltd.	CH221 V5	Intel Xeon Gold 6200/5200 (Cascade-Lake-SP) Series	ESXi 6.7 U3 6.7 U2 6.7 U1 6.5 U3
Huawei Technologies Co., Ltd.	CH225 V5	Intel Xeon Gold 6200/5200 (Cascade-Lake-SP) Series	ESXi 6.7 U3 6.7 U2 6.7 U1 6.5 U3
Huawei Technologies Co., Ltd.	CH242 V5	Intel Xeon Gold 6200/5200 (Cascade-Lake-SP) Series	ESXi 6.7 U3 6.7 U2 6.7 U1 6.5 U3

The below screenshot shows the detail of Huawei 2288H V5 servers with VMware ESXi 6.7 U3.

[Home](#) / [Resources](#) / [Compatibility Guides](#) / [Detail](#)

VMware Compatibility Guide

The screenshot shows the VMware Compatibility Guide for the Huawei 2288H V5 server. It includes details such as the model, partner, CPU series, system type, and supported ESXi releases. A table of BIOS features is also visible, showing features like VM Direct Path IO and Fault Tolerant(FT) are supported.

BIOS	Feature Category	Features	Feature Value	Hardware Health
INSYDE Corp. 6.53 UEFI Mode (Boot Mode:UEFI)	Server	VM Direct Path IO Fault Tolerant(FT) UEFI Secure Boot		

https://www.vmware.com/resources/compatibility/search.php?deviceCategory=vsan&details=1&vsan_type=vsanreadynode&vsan_partner=242&vsan_releases=284&page=1&display_interval=10&sortColumn=Partner&sortOrder=Asc

Note: Captured at 2020/04/16

https://www.vmware.com/resources/compatibility/search.php?deviceCategory=server&details=1&keyword=Huawei&cpuSeries=128&page=1&display_interval=10&sortColumn=Partner&sortOrder=Asc

https://www.vmware.com/resources/compatibility/search.php?deviceCategory=server&details=1&keyword=Huawei&cpuSeries=128&page=1&display_interval=10&sortColumn=Partner&sortOrder=Asc

Note: Captured at 2020/04/16

Huawei Server Certifications with VMware vSAN

Huawei FusionServer Pro models with Intel Skylake are certified with VMware vSAN (6.7 U3). The part of Huawei vSAN ready node lists is shown below, for the entire list please check the link.





▼ vSAN ReadyNode Models For Vendor: [Huawei Technologies Co. Ltd.](#)

Vendor	Model	Profile & Capacity
Huawei Technologies Co. Ltd.	HY-2-HUAWEI-1288H V5	vSAN ReadyNode Generation: Intel Xeon Scalable (Skylake-SP) Profile: HY-2 Series Raw Storage Capacity: 2 TB
Huawei Technologies Co. Ltd.	HY-4-HUAWEI-1288H V5	vSAN ReadyNode Generation: Intel Xeon Scalable (Skylake-SP) Profile: HY-4 Series Raw Storage Capacity: 4 TB
Huawei Technologies Co. Ltd.	HY-4-HUAWEI-2488 V5	vSAN ReadyNode Generation: Intel Xeon Scalable (Skylake-SP) Profile: HY-4 Series Raw Storage Capacity: 4 TB
Huawei Technologies Co. Ltd.	HY-4-HUAWEI-X6000 V5	vSAN ReadyNode Generation: Intel Xeon Scalable (Skylake-SP) Profile: HY-4 Series Raw Storage Capacity: 4 TB
Huawei Technologies Co. Ltd.	HY-6-HUAWEI-2288H V5	vSAN ReadyNode Generation: Intel Xeon Scalable (Skylake-SP) Profile: HY-6 Series Raw Storage Capacity: 16 TB





<https://www.vmware.com/resources/compatibility/search.php?deviceCategory=vsan>

Note: Captured at 2020/04/16

Huawei Server Certifications with Microsoft Windows

    **2288H V5**
by Huawei Technologies Co.,Ltd

Compatible with the following versions of Microsoft Windows

	Windows Server 2019 x64	Certified for Windows <ul style="list-style-type: none">• Hardware Assurance• Software-Defined Data Center (SDDC) Premium
	Windows Server 2016 x64	Certified for Windows <ul style="list-style-type: none">• Hardware Assurance• Software-Defined Data Center (SDDC) Premium
	Windows Server 2012 R2 x64	Certified for Windows
	Windows Server 2012 x64	Certified for Windows

Submission Details

Baseboard manufacturer	Huawei
Baseboard product name	2288H V5
Firmware manufacturer	INSYDE Corp.
Firmware release date	
Firmware type	UEFI
Firmware version	INSYDE - 1
Maximum memory supported	4096 GB (4294967296 KB)



➤ Huawei servers are certified Windows Server

Version:

- ✓ Windows Server 2019 x64
- ✓ Windows Server 2016 x64
- ✓ Windows Server 2012 R2 x64
- ✓ Windows Server 2012 x64

Huawei Server Certifications with RedHat OS



FusionServer 2288H V5
by Huawei Technologies Co., Ltd.

Certifications

Select a certification to see details:

Products	Version	Arch	Level	Notes	Additional Information
Red Hat Enterprise Linux	8.0 - 8.x	x86_64	Certified		Details
Red Hat Enterprise Linux	7.3 - 7.x	x86_64	Certified		
Red Hat Enterprise Linux	6.9 - 6.x	x86_64	Certified		
Red Hat Gluster Storage	3.2 - 3.x	x86_64	Certified		
Red Hat Gluster Storage	3.1.3 - 3.x	x86_64	Certified		
Red Hat Gluster Storage	3.1 - 3.x	x86_64	Certified		
Red Hat OpenStack Platform for Compute	13.0	x86_64	Certified		
Red Hat OpenStack Platform	12.0	x86_64	Certified		
Red Hat OpenStack Platform for Compute	11.0	x86_64	Certified		
Red Hat OpenStack Platform for Compute	10.0	x86_64	Certified		
Red Hat OpenStack Platform for Compute	9.0	x86_64	Certified		
Red Hat OpenStack Platform for Bare Metal	14.0 - 14.x	x86_64	Enabled		
Red Hat OpenStack Platform for Compute	14.0 - 14.x	x86_64	Certified		
Red Hat OpenStack Platform for Bare Metal	13.0 - 13.x	x86_64	Certified	Notes	


- Huawei FusionServers are certified by latest RHEL versions.
- Huawei certifications with RedHat Enterprise Linux OS can be found on RedHat customer portal.
- The screenshot is one of certifications for Huawei 2288H V5 Server, you may find other certifications on official website.

Source: <https://access.redhat.com/ecosystem/hardware/3086851>

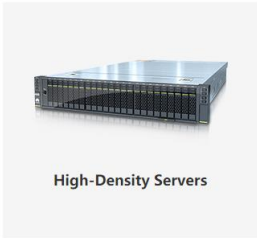
Example: Compatibility of 2288H V5

HUAWEI Intelligent Computing Compatibility Checker English

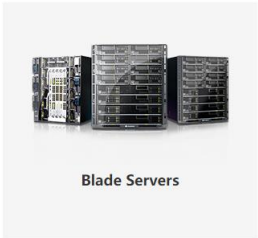
FusionServer Pro Intelligent Servers




Rack Servers



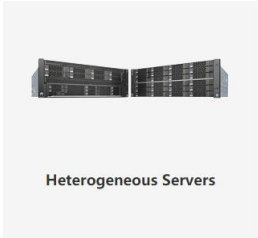
High-Density Servers



Blade Servers



KunLun Mission Critical Servers



Heterogeneous Servers

HUAWEI Intelligent Computing Compatibility Checker Rack Servers English

Search OSs
Search Parts

*** Product Model**

2288H V5

*** Part**

CPU

Cascade lake Gold All

DIMM

Disk

SAS/SATA

LOM

NIC LOM-X722 Activated

Mezz Card

NIC All +

RAID Card

+

PCIe Card

NIC All +

Export Word
Export Excel
Export PDF
Reset
Search

For latest compatibility information, please refer to Intelligent Computing Compatibility Checker:
<http://support.huawei.com/onlinetoolweb/ftca/en>

Name	Details	Certification	Drivers	Notes
BC-Linux V7.6	Big Cloud Linux for Intel EM64T		Link	Note78;
CentOS 7.6	CentOS Linux 7 Update 6 Server for Intel EM64T		Link	Note78;Note79;
CentOS 7.7	CentOS Linux 7 Update 7 Server for Intel EM64T		Link	Note78;Note92;
CentOS 8.0	CentOS Linux 8 Server for Intel EM64T		Link	Note78;
Debian 10.0	Debian 10.0 for Intel EM64T		Link	Note78;
Oracle Linux 7.6	Oracle Linux Release 7 Update 6 for Intel EM64T		Link	Note78;Note91;
Oracle Linux 7.7	Oracle Linux Release 7 Update 7 for Intel EM64T			Note78;Note101;Note109;
Oracle Linux 8.0	Oracle Linux Release 8 for Intel EM64T			Note78;Note101;Note109;
RHEL 7.6	Red Hat Enterprise Linux 7 Update 6 Server for Intel EM64T		Link	Note78;Note79;
RHEL 7.7	Red Hat Enterprise Linux 7 Update 7 Server for Intel EM64T			Note78;Note101;Note109;
RHEL 8.0	Red Hat Enterprise Linux 8 Server for Intel EM64T	Link	Link	Note78;
RHEL 8.1	Red Hat Enterprise Linux 8 Update 1 Server for Intel EM64T	Link		Note78;Note101;Note109;
SLES 12 SP3	SUSE Linux Enterprise Server 12 Service Pack 3 for AMD64 & Intel64	Link	Link	Note78;Note79;
SLES 12 SP4	SUSE Linux Enterprise Server 12 Service Pack 4 for AMD64 & Intel64	Link	Link	Note78;
SLES 12 SP5	SUSE Linux Enterprise Server 12 Service Pack 5 for AMD64 & Intel64		Link	Note78;
SLES 15	SUSE Linux Enterprise Server 15 for Intel EM64T	Link	Link	Note78;
SLES 15 SP1	SUSE Linux Enterprise Server 15 Service Pack 1 for AMD64 & Intel64		Link	Note78;
Ubuntu 16.04.5 LTS	Ubuntu 16.04.5 LTS Server Edition for Intel EM64T		Link	Note78;
Ubuntu 16.04.6 LTS	Ubuntu 16.04.6 LTS Server Edition for Intel EM64T		Link	Note78;
Ubuntu 18.04 LTS	Ubuntu 18.04 LTS Server Edition for Intel EM64T	Link	Link	Note78;
Ubuntu 18.04.1 LTS	Ubuntu 18.04.1 LTS Server Edition for Intel EM64T	Link	Link	Note78;
Ubuntu 18.04.2 LTS	Ubuntu 18.04.2 LTS Server Edition for Intel EM64T		Link	Note78;
VMware ESXi 6.0 U3	VMware ESXi 6.0 update 3 for Intel EM64T	Link Link Link	Link	Note36;Note78;Note79;
VMware ESXi 6.5 U2	VMware ESXi 6.5 Update 2 for Intel EM64T	Link Link	Link	Note78;Note79;
VMware ESXi 6.5 U3	VMware ESXi 6.5 Update 3 for Intel EM64T	Link Link		Note78;Note101;Note102;
VMware ESXi 6.7 U1	VMware ESXi 6.7 Update 1 for Intel EM64T	Link Link	Link	Note78;
VMware ESXi 6.7 U2	VMware ESXi 6.7 Update 2 for Intel EM64T	Link Link	Link	Note78;
VMware ESXi 6.7 U3	VMware ESXi 6.7 Update 3 for Intel EM64T	Link Link		Note78;Note101;Note102;
Windows Server 2012 R2	Microsoft Windows Server 2012 R2 x64		Link	Note46;Note78;Note79;Note97;
Windows Server 2016	Microsoft Windows Server 2016 x64		Link	Note47;Note78;Note79;Note97;
Windows Server 2019	Microsoft Windows Server 2019 x64	Link	Link	Note78;

Dedicated promotional offers and resources

- ① Huawei Server Market Performance
- ② Promotional offers
- ③ Battle Cards and Frequently Used Tools
- ④ Demo equipments
- ⑤ Dedicated Solution Sales Managers

Threshold and Benefits for Partners

- **Computing products help you reach the sales performance threshold and Certification requirement more easier.**
- **Become Huawei Certificated Partner , enjoy more incentive ,marketing support (DEMO support ,Joint Marketing Fund)**
- **Computing Incentive program is open to all partners .**

Partner	Sales Performance Threshold (USD)	Pre-sales Certification	Post-sales Certification	Incentive	Marketing support	Program
Gold Partner	1M	HCPA x 3	CSP 3 star	√	√	√
Silver Partner	0.5M	HCPA x 2		√	√	√
Authorized Partner	Transactions			√	√	√

Computing Program Summary

Program

Ultra Value Program

(Deal Reg.) Partner-led Deal Incentive Program

Benefits

- Price discount (Up to 10% extra saving)
- Fast delivery: 7-10 working days(EU supply only)
- Simplified ordering: Fast-click configured in SCT

- Better price 4% extra on discounted price for Tier 1 only
- Deal Reg. rebate for VAP, Gold Partner, Silver Partner
- First-come-first-served, reduced conflict

Objective

We are dedicated to working together with partners to win more projects and generate profits with best technical and delivery support.

Ultra Value Program

What is the Ultra-Value?

We are aiming to provide you with the classic server configurations in all countries in West Europe market with favorable price, short lead time and simple ordering process! We will also update our configurations quarterly to meet your demand change!



What is the program requirement?

Eligible Partner



Distributor, VAP, Gold Partner,
Silver Partner, Authorized
in WEU region

Incentive
Period



April.
20, 2020 - Jun. 30, 2020
*Will be updated quarterly

What does the program offer?

Favorable Price



[click to see more details](#)



Classic Configurations



1U, 2U FusionServer 14 models and
58 components



Short Lead Time



Supplied from Huawei EU Supply
Center 7-10 working days lead time



Simplified Order Process



Simplified configuration &
ordering process



Warranty



Standard warranty 3 years



Ultra Value Program



- ✓ Zeitraum: Apr.20, 2020 - Jun.30, 2020, wird quartalsweise aktualisiert
- ✓ Produkte: 14 Systeme (1HE, 2HE Server) und 58 Komponenten, Sie finden diese im SCT Konfigurator mit der Programm ID: **P28200415**
- ✓ SCT Link: <http://unistar.huawei.com/unistar/sctnext/#/catalog/search/product?nodeId=220186>
- ✓ Lieferzeit: Lieferung erfolgt vom Huawei EU Supply Center, Vorlaufzeit 7-10 Werktage.
- ✓ Garantie: Standardgarantie 3 Jahre

- ✓ For detail ordering instruction, please click and open attachment on the right:

Please click the icon below to open editable **Banner, EDM and Program Letter.**

DE version available

(Deal Reg.) Partner-led Deal Incentive Program

What is a Partner-led Deal?

A partner-led deal refers to the customer opportunity that a partner proactively discovers, pursues, and submits to Huawei as a deal registration (DR). We believe that we can win together with your partner-led effort!



What does the program offer?



Price Advantage ✓

Rebate ✓

What is the program requirement?

Applicable Product & Service?

✓ FusionServer Pro products and services



Eligible Partner?

✓ VAP, Gold Partner, Silver Partner in WEU region



Performance Threshold?

✓ Partner-led performance \geq €40K



Partner-led Performance?

✓ Performance from qualified DR (\geq €4K) and non-named accounts



Incentive Period?

✓ April. 20, 2020 - Dec. 31, 2020



(Deal Reg.) Partner-led Deal Incentive Program

- (Deal Reg.) Partner-led Deal Definition: Partner-led deal refers to customer opportunity that a partner proactively discover, pursue and submit to Huawei as a deal registration.**

Applicable Product & Service	FusionServer Pro products and services
Target Partner	VAP, Gold Partner, Silver Partner
Requirement	Qualified Deal Registration
Incentive Period	Apr. 20, 2020 - Dec. 31, 2020(Purchase order date to Distributor or Huawei)

(Deal Reg.) Partner-led Deal Incentive Program	
Price Advantage	Up to extra 4% price off for partner
Program ID	Partner must input the ID P28200416 into the 'Program ID' fields. It is MANDATORY for partner incentive calculation.
Rebate	2%
Rebate Formula	$(\text{Partner-led performance} - 40\text{K EUR}) \times 2\%$
Rebate Threshold	Partner-led performance $\geq 40\text{K EUR}$
Partner-led Performance	Channel performance generated from Non-Named Account Deal Registration
Incentive issuance period	within 4-6 weeks after the end of the incentive period, we follow the EBG incentive payout policy.
Example	If partner has partner-led performance 500k EUR during incentive period, partner will get $(500\text{k}-40\text{k}) \times 2\% = 9200\text{EUR}$ Rebate.

*Qualified FusionServer Pro Deal Registration $\geq 4\text{K EUR}$ are eligible for Rebate; The net price of ordered PO from partner to Huawei Distributor must be above 4K EUR.

*Partner can enjoy Ultra Value Program and Partner-led Deal Incentive Program at the same time.

Dedicated promotional offers and resources

- ① Huawei Server Market Performance
- ② Promotional offers
- ③ **Battle Cards and Frequently Used Tools**
- ④ Demo equipments
- ⑤ Dedicated Solution Sales Managers

Battle Card



Click to get more details

Selling Point 1: High Efficiency

Sales wording

- Five intelligent management features, reducing data center **OPEX by 15%**
- Intelligent installation and deployment, not requiring commissioning engineers
- Intelligent asset management, **zero** material loss
- Deployment space reduced by **20%**

Support technologies: **Huawei-developed chip, AI algorithm, and advanced design**

Huawei-developed Hi1710 management chip with built-in AI management engine and algorithms; 5 intelligent management features based on the Hi1710 chip and FusionDirector management software

Selling Point 2: High Performance

Sales wording

Supports comprehensive acceleration for scenarios involving different types of workloads. Acceleration components include SSDs, FPGAs, intelligent NICs, and AI acceleration components.

- SSD, leading the second by 33% in performance
- Intelligent NIC with protocol convergence, offloading CPU usage by 15%
- FPGA: Huawei has 30 years of experience and is the industry leader. It is the only vendor that can provide online and offline solutions.
- AI acceleration component, Huawei-developed AI chip, with a computing density 3x higher than the industry average

Key Cases:



Singapore Sea: The e-commerce unicorn in Southeast Asia replaced SAS SSDs with SATA SSDs, improving overall performance by 30% and improving management efficiency by 50%. Now it can flexibly customize services, accelerating the company's rapid expansion.



China Merchants Bank: Replaced NVMe SSDs with SATA SSDs for acceleration, improving the system IOPS performance by more than 3x.



DiDi: China's No.1 one-stop travel platform integrated Huawei's virtual network (VxLAN) acceleration solution, significantly improving gateway performance and reducing TCO, and improving virtual network performance by 3x.

Selling Point 3: High Reliability

Sales wording :

Huawei is committed to providing industry-leading server products, improving device reliability from four dimensions: reliability design, component selection and process, reliability test and certification, and enhanced features. The device failure rate is **15%** lower than the industry average, and the drive failure rate is the **lowest in the industry**.

Support technologies

- Heat dissipation thermal design, supporting stable operating at 45°C
- Passive backplane, avoiding single points of failure
- High-reliability hard drive design
- Anti-carbonization design, ensuring electrical safety
- Redundancy and hot swap design, ensuring service continuity
- HALT test, ensuring continuous reliability growth
- Enhanced RAS technologies, higher system stability

Frequently Used Tools:

- **3D Viewer:**

<https://support-it.huawei.com/server-3d/>

- **OS and Parts Compatibility Tool:**

<http://support.huawei.com/onlinetoolweb/ftca/en>

- **Server Power Consumption Calculator**

<http://support.huawei.com/onlinetoolsweb/ftpa/en>

- **Management Software Compatibility Query Tool:**

<http://support-it.huawei.com/server-plugin-compatible/#/home>

- **Product Documents:**

<https://support.huawei.com/enterpriseproduct/en/doc/index.html?version=new>

- **Life cycle Documents:**

https://support.huawei.com/enterprise/news?lang=de&idAbsPath=03_ROOT|03Second_0304|7919749|9856522&pid=9856522

Dedicated promotional offers and resources

- ① Huawei Server Market Performance
- ② Promotional offers
- ③ Battle Cards and Frequently Used Tools
- ④ Demo equipments
- ⑤ Dedicated Solution Sales Managers

Server Demo Equipment

Recommended to have 2-4 sets demo equipments to cover the German market

Suggested Configurations:

Model	2288HV5
Quantity	2
Configuration per System	2*Intel 6230/12*16G DIMM/2*1.92 NVMe SSD/4*6T SATA HDD/2*10GE/2*16Gb FC cards/

Dedicated promotional offers and resources

- ① Huawei Server Market Performance
- ② Promotional offers
- ③ Battle Cards and Frequently Used Tools
- ④ Demo equipments
- ⑤ **Dedicated Solution Sales Managers**

Contact

Benedikt Erdmann

Product Manager

Benedikt.Erdmann@also.com

02921-99 6786

Stephan Krücken

Focus Sales Manager

Stephan.kruecken@also.com

02921-99 2167