

# DISCOMP - HUAWEI eKit

KKDS 2024 - eKit SME Network

Speaker: Lukáš Sokol ([lukas.sokol@discomp.cz](mailto:lukas.sokol@discomp.cz))  
Petr Klusoň ([petr.kluson@huawei.com](mailto:petr.kluson@huawei.com))



# PROČ PRÁVĚ MY?

## **Vše na jednom místě**

Kompletní servis – sklad, reklamace i kanceláře.

## **Kapacita velké distribuce, osobní přístup rodinné firmy**

Různorodé nadstandartní požadavky našich zákazníků řešíme denně.

## **Přímé napojení na výrobce**

Špičková technická podpora a schopnost řešit komplexní problémy Vaší sítě.

## **Komplexní sortiment a skladová dostupnost**

Vše potřebné máme skladem v dostatečném množství, včetně příslušenství.

## **Rychlost a efektivita**

Doručení zboží do druhého dne. Reklamace vyřešeny do týdne.

[www.DISCOMP.cz](http://www.DISCOMP.cz)

25 let na trhu

# A NĚJAKÁ ČÍSLA

Obrat v roce 2023

**1,35 mld. Kč**

Počet různých produktů skladem

**4 200**

Počet kusů zboží skladem

**1,5 milionu (ano, včetně konektorů)**

Počet značek s přímou distribucí

**15**

Obsloužených zákazníků v roce 2023

**3 000**

[www.DISCOMP.cz](http://www.DISCOMP.cz)

**25 let na trhu**

# Contents

- 1. About the HUAWEI eKit Brand**
- 2. HUAWEI eKit SME Network Products**
- 3. HUAWEI eKit NIS2**

# Distribution business is a sales channel. Its target customers are SMEs and can cover all-channel customers

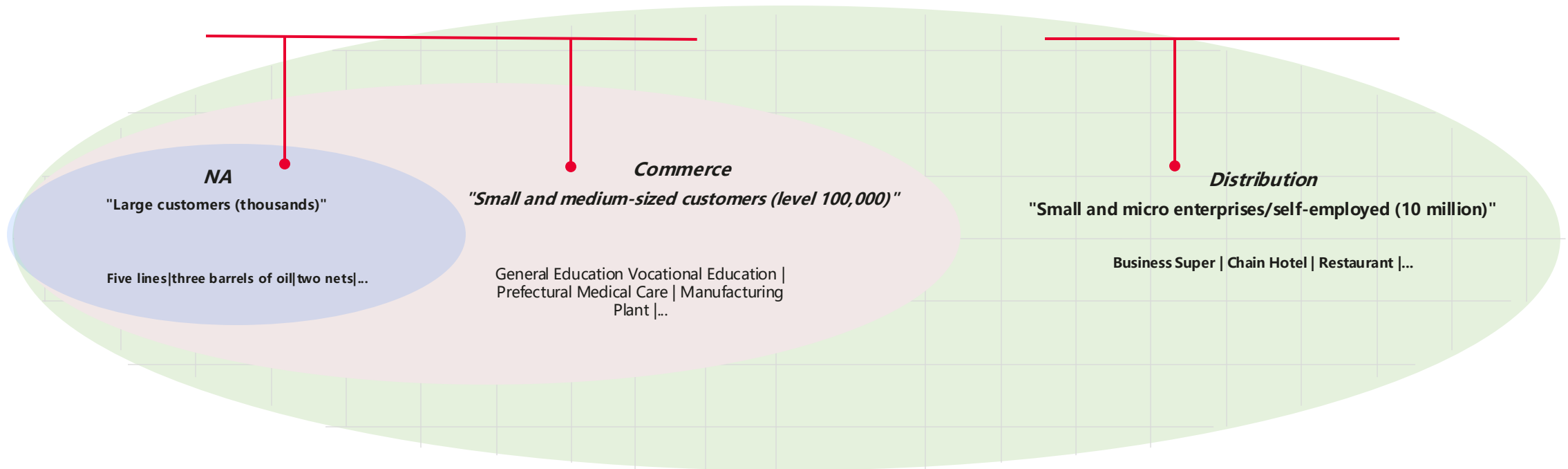
## Differences between Project Sales and Distribution Sales

### Project sales

- Project Order
- Project model
- Manage projects based on opportunities
- Discount system, relying on "purchase and sales difference" profit

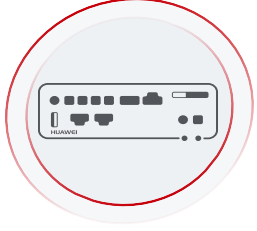
### Distribution sales

- Stock Order
- Distribution model
- Manage PSI if there is no opportunity
- Flat price within the region, usually with "post rebate"

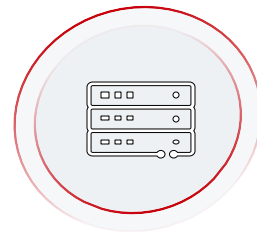


Project sales are centered on project opportunities, and distribution sales are wholesale and retail models.

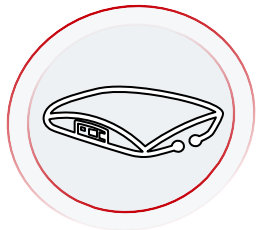
# HUAWEI eKit SME Network, Ideal for E2E Networking



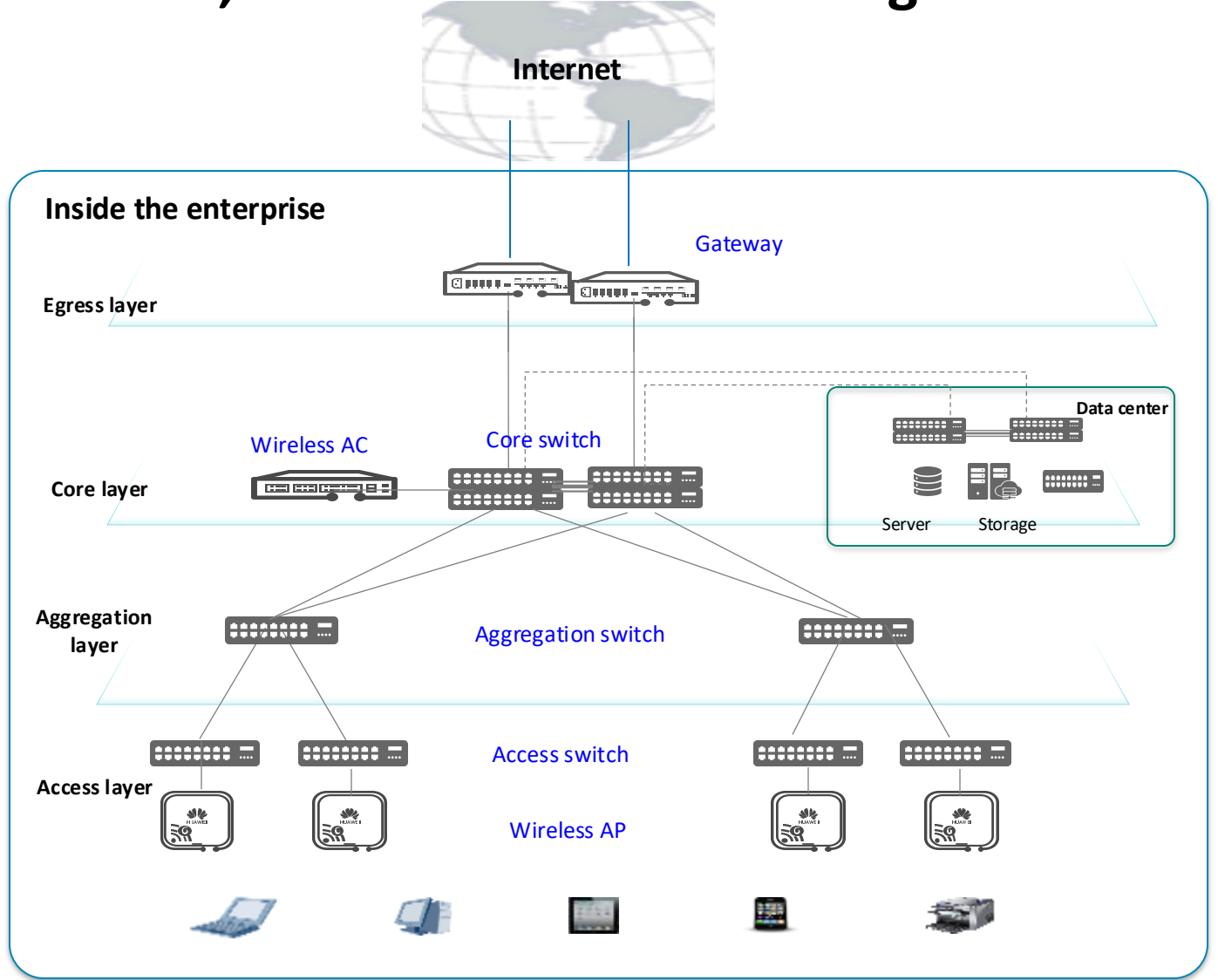
**No. 2**  
Enterprise branch office router global market share



**No. 2**  
Enterprise campus switch global market share



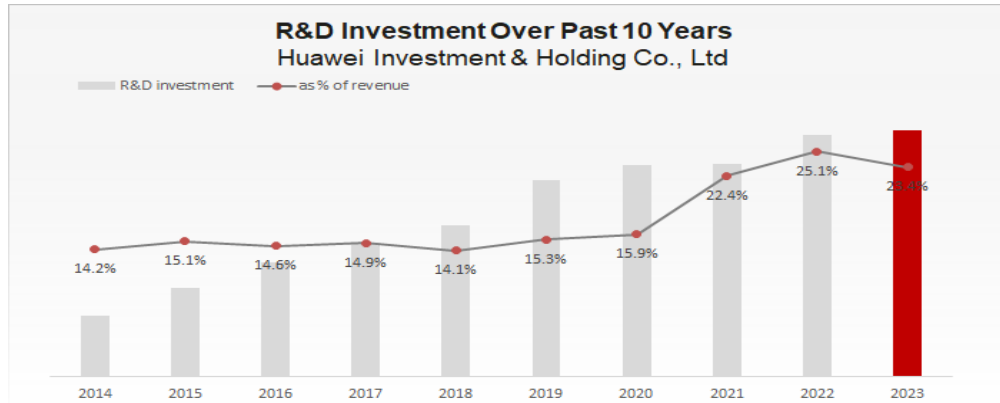
**No. 1**  
Enterprise Wi-Fi 6 global shipment  
(Excluding North America)



**Always in the top 1 tiers Widely recognized by customers**

# What Is HUAWEI eKit?

## What's Its Relationship with HUAWEI Brand?



Source: 2023 Annual Report of Huawei Investment & Holding Co., Ltd.

**14**  
Global Research Centers  
**100+**  
Scientists/leaders



A **Leader** in the 2023 Gartner®  
Magic Quadrant™










# Contents

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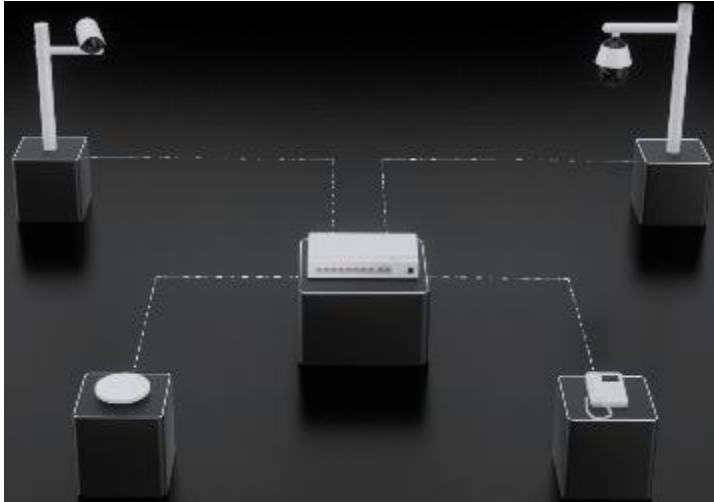


# Layers of Huawei eKit Switches

	Access Switch			Aggregation Switch		Core Switch	
SPEC	<b>S110</b> Unmanage	<b>S220S</b> Layer 2 Based	<b>S220</b> Layer 2 Standard	<b>S310S</b> Layer 2 +	<b>S310</b> Layer 3 Standard	<b>S530</b> Layer 3 Plus	<b>S620</b> Layer 3 Ultra
Pic							
Uplink Ports	2*GE (Fiber)	2*10GE/4*2.5GE (Fiber)	4*GE/4*10GE (Fiber)	2*10GE/4*2.5GE (Fiber)	4*GE/4*10GE (Fiber)	4*10GE (Fiber)	2*100GE (Fiber)
Downlink Ports	8/16/24*GE	8/24*GE	8/24/48*GE	8/24*GE	24/48*GE; <b>24*2.5GE</b> ; 24*GE (Fiber)	24/48*GE; 24*GE (Fiber)	24*GE+16*10G+8*25G
PoE/PoE+	●	●	●	●	●	-	-
PoE Budget	124W	128W~400W	125W~400W	156W~400W	380W~400W	-	-
Installation	Rack & Desktop	Rack & Desktop	Rack & Desktop	Rack & Desktop	Rack	Rack	Rack
Management Mode	-	Web/Cloud	Web/CLI/Cloud/SNMP	Web/Cloud	Web/CLI/Cloud/SNMP	Web/CLI/Cloud/SNMP	Web/CLI/Cloud/SNMP
High light	Red/Blue Port	STP/RSTP/ERPS	<b>MQC/LBDT/MSTP</b> <b>IPSG</b> VLAN: 4094 MAC: 16K	<b>DHCPv4 Server</b> <b>Policy-Based Route</b> <b>Static Route</b> MAC: 16K FIBv4: 256	OSPF/VRRP <b>Stack</b> MAC: 16K FIBv4: 512	<b>ISIS</b> , <b>BGP</b> <b>ISISv6</b> , <b>BGP4+</b> <b>FRR</b> , <b>ECMP</b> MAC: 32K FIBv4: 8K	Routed main interface Layer 2/Layer 3 sub-interface <b>BGP VPN</b> <b>GRE</b>
Scenario	CCTV/Hotel/Office/ Retail Store/ Education/Hospital				Hotel/Office/ Retail Store/ Education/Hospital /Government		

# eKit Switches Deliver Uninterrupted Power Supply to Downstream Cameras

**Wide PoE compatibility, stable running of terminals**



- Compatible with 100+ types of non-standard terminals in the industry
- Easy power supply to most terminals in today's market

+

**Perpetual PoE, zero power interruptions**

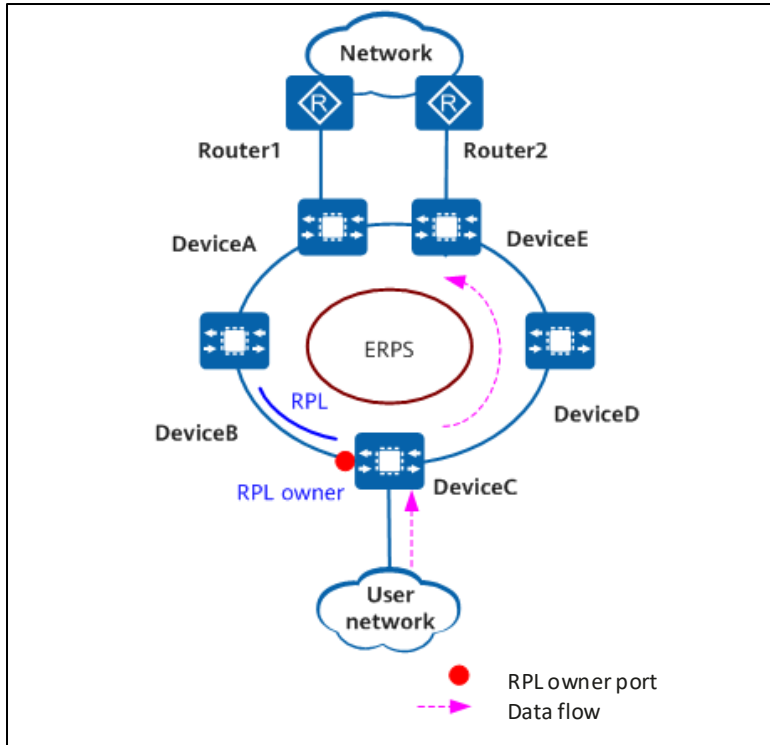


When the switch reboots (e.g., upon a version upgrade), the power supply to downstream cameras is not interrupted, meaning cameras will not go offline.

# Highly Reliable Connections: ERPS, Meeting the Reliability Requirements

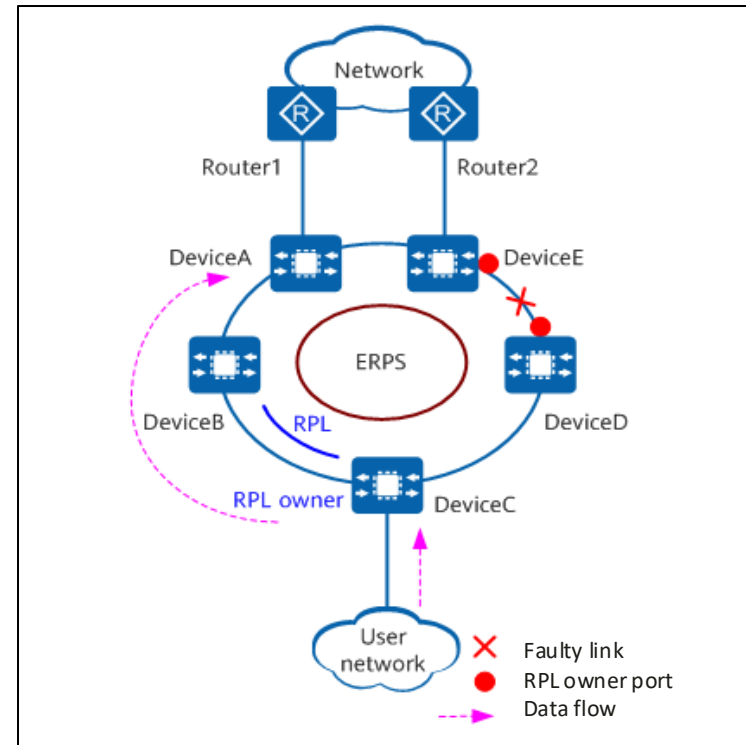
**ERPS: < 50 ms protection switching, millisecond-level service switchover**

**Application scenario:** manufacturing and transportation scenarios where fast failover is required upon a service fault



**When the link is normal**

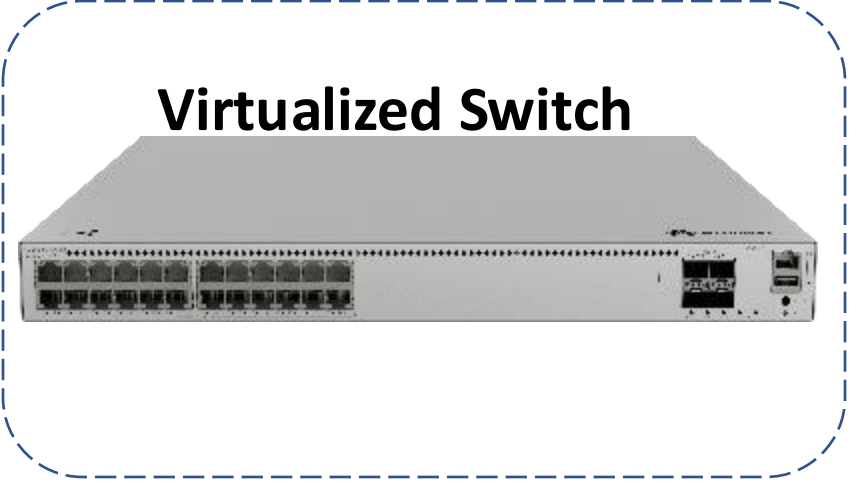
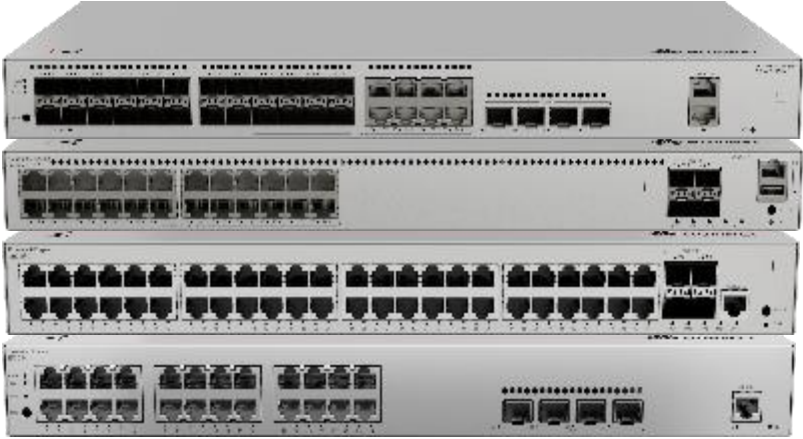
The RPL owner port is blocked, service traffic is forwarded normally, and the ERPS ring is normal.



**When the link is faulty**

The ports at both ends of the faulty link are blocked, and the RPL owner port is unblocked. Service traffic is forwarded normally, and the ERPS ring is normal.

# eKit S310/530/620: True Stacking



**Support up to 4 units stacking, mixed models**



**SFP/SFP+ Optical modules**



**SFP+ High Speed Direct-attach  
Cables, 1M/3M**



**SFP+ Dedicated  
Stacking Cable,  
0.5M/1.5M**

# HUAWEI eKit SME Network **WLAN** Product Portfolio

Spec	AP160	<b>New</b> AP162E	AP263	<b>New</b> AP265E	AP266	AP361	AP362	<b>New</b> AP362E	AP371	AP661	<b>New</b> AP673	AP761
Standards	Wi-Fi 6	Wi-Fi 6	Wi-Fi 6	Wi-Fi 6	Wi-Fi 6	Wi-Fi 6	Wi-Fi 6	Wi-Fi 6	Wi-Fi 7	Wi-Fi 6	Wi-Fi 7	Wi-Fi 6
Performance	1800Mbps	3000Mbps	3000Mbps	3000Mbps	3000Mbps	1800Mbps	3000Mbps	3000Mbps	3600Mbps	6500Mbps	13660Mbps	1800Mbps
Max. TX power	2.4G: 20dBm 5G: 20dBm	2.4G: 20dBm 5G: 20dBm	2.4G: 23dBm 5G: 23dBm	2.4G: 21dBm 5G: 23dBm	2.4G: 21dBm 5G: 23dBm	2.4G: 20dBm 5G: 20dBm	2.4G: 20dBm 5G: 20dBm	2.4G: 23dBm 5G: 23dBm	2.4G: 23dBm 5G: 23dBm	2.4G: 25dBm 5.2G: 23dBm 5.8G: 26dBm	2.4G: 23dBm 5G: 23dBm 6G: 26dBm	2.4G: 28dBm 5G: 27dBm
MIMO	2+2	2+2	2+2	2+2	2+2	2+2	2+2	2+2	2+2	2+2+4	2+2+4	2+2
Interface	2*GE	2*GE	2*GE	5*GE	5*GE	1*GE	1*GE	1*GE	2.5GE	2.5GE + 1GE	5GE + 1GE	1*GE SFP + 1*GE
Wireless security	WPA3	WPA3	WPA3	WPA3	WPA3	WPA3	WPA3	WPA3	WPA3	WPA3	WPA3	WPA3
Installation	In-wall	In-wall	Wall plate	Wall plate	Wall plate	Settled	Settled	Settled	Settled	Settled	Settled	Settled
Coverage	12m	12m	18m	18m	18m	18m	18m	24m	24m	40m	40m	300m
Power Consumption	9.1W	9.1W	12W	9.4W	9.4W	8.8W	11.2W	9.4W	13.6W	21.2W	21.1W	17.7W
Smart Antenna	•	•	•	•	•	•	•	•	•	•	•	Directional

## What If Wi-Fi Signals Are Weak at the Corner of office?

Solution: Smart Antennas, Enabling Pervasive Coverage Without Blind Spots

**Core technology:** phased array-based smart antennas, enabling pervasive coverage without blind spots in 100,000 directions



1. **Always-on signals for users:** Searchlight-like signal coverage optimizes the coverage direction at any time and maintains the optimal signal strength.
2. More focused signals and 20% wider coverage, **10% less AP required**

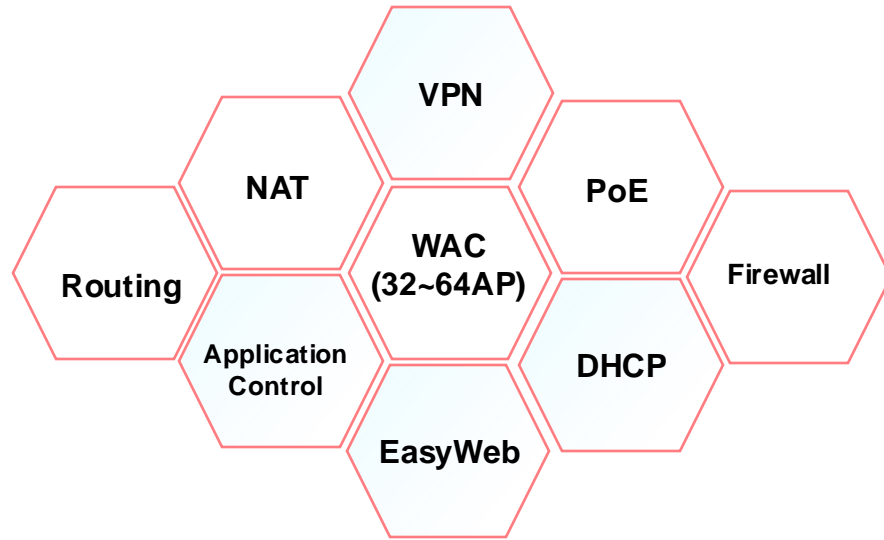
# eKit S380: Entire network setup via EasyWeb in 3mins



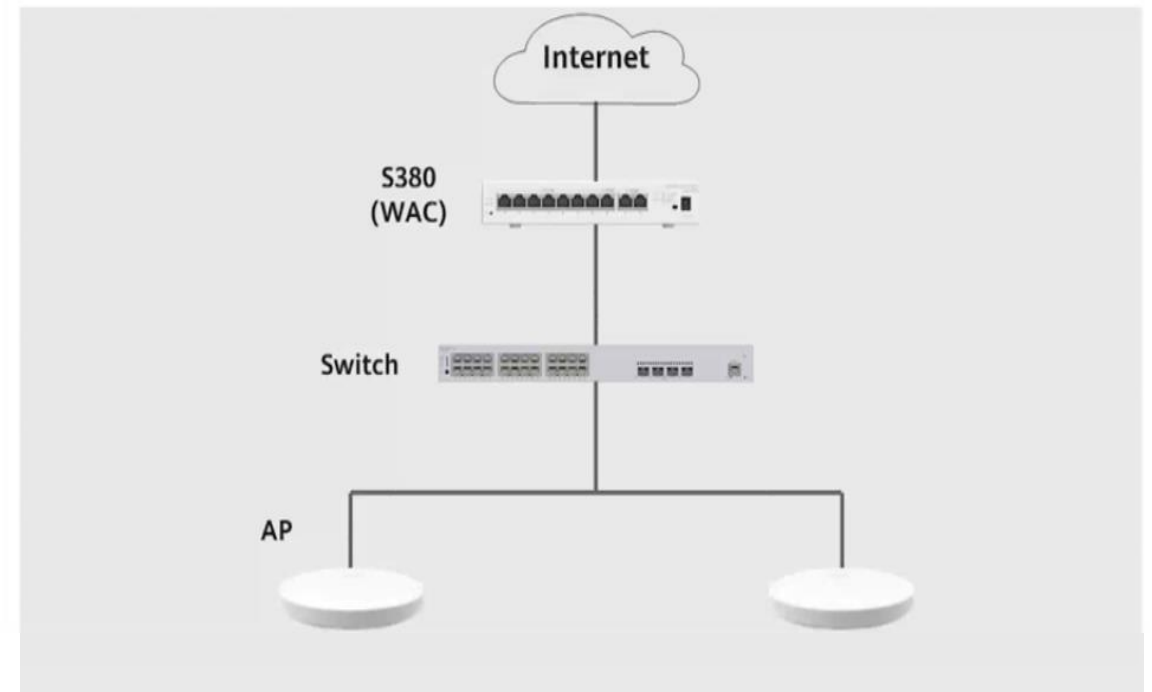
eKit AR700



eKit S380

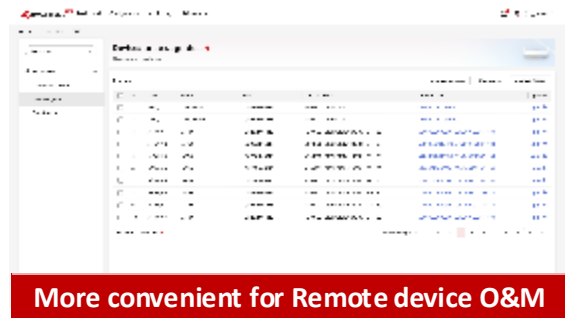
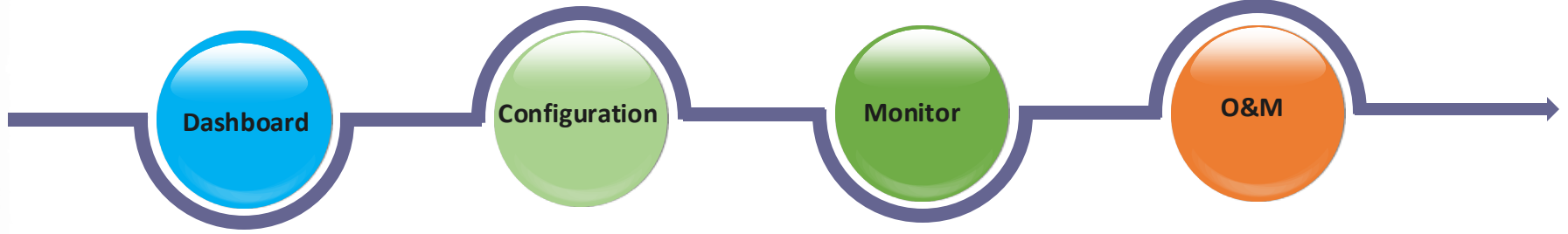
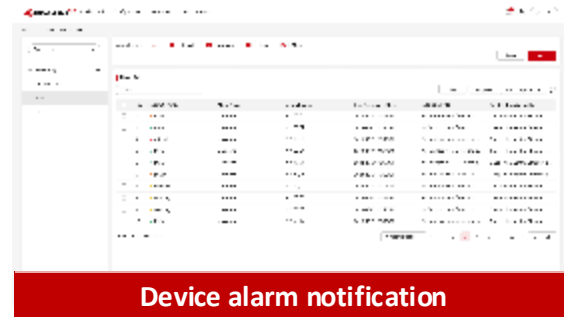
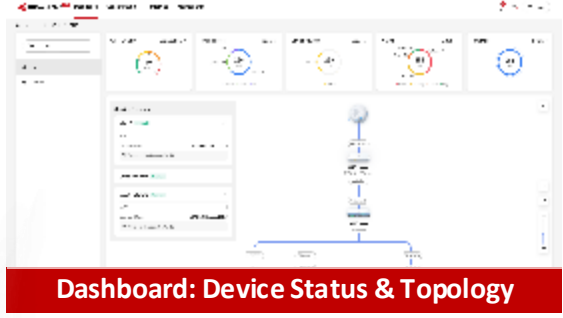


## Networking





# HUAWEI eKit SNC: A Cloud PC WEB That Makes Delivery and O&M Easier



**New features release every month**

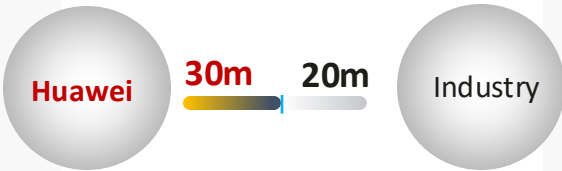


# Faster Hotel Network

## Customer benefits

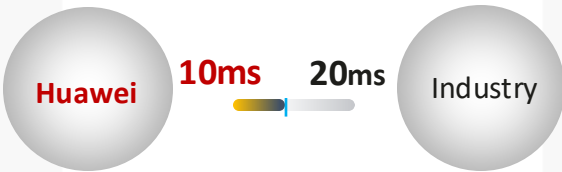
## Partner benefits

All-scenario Wi-Fi coverage,  
always-smooth office experience anywhere



Huawei smart antennas & intelligent optimization

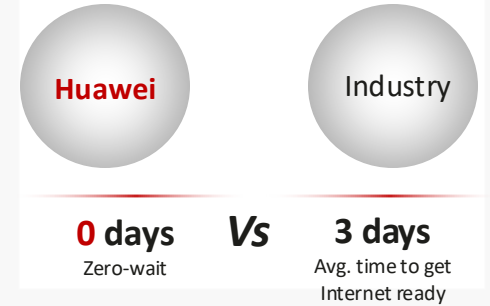
Ultra-low network latency,  
always-optimal gaming experience



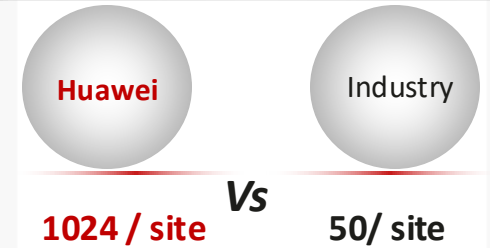
Huawei-only: Stream-Forwarding (SF) acceleration technology



Cabling networking first, high provisioning efficiency even without the Internet



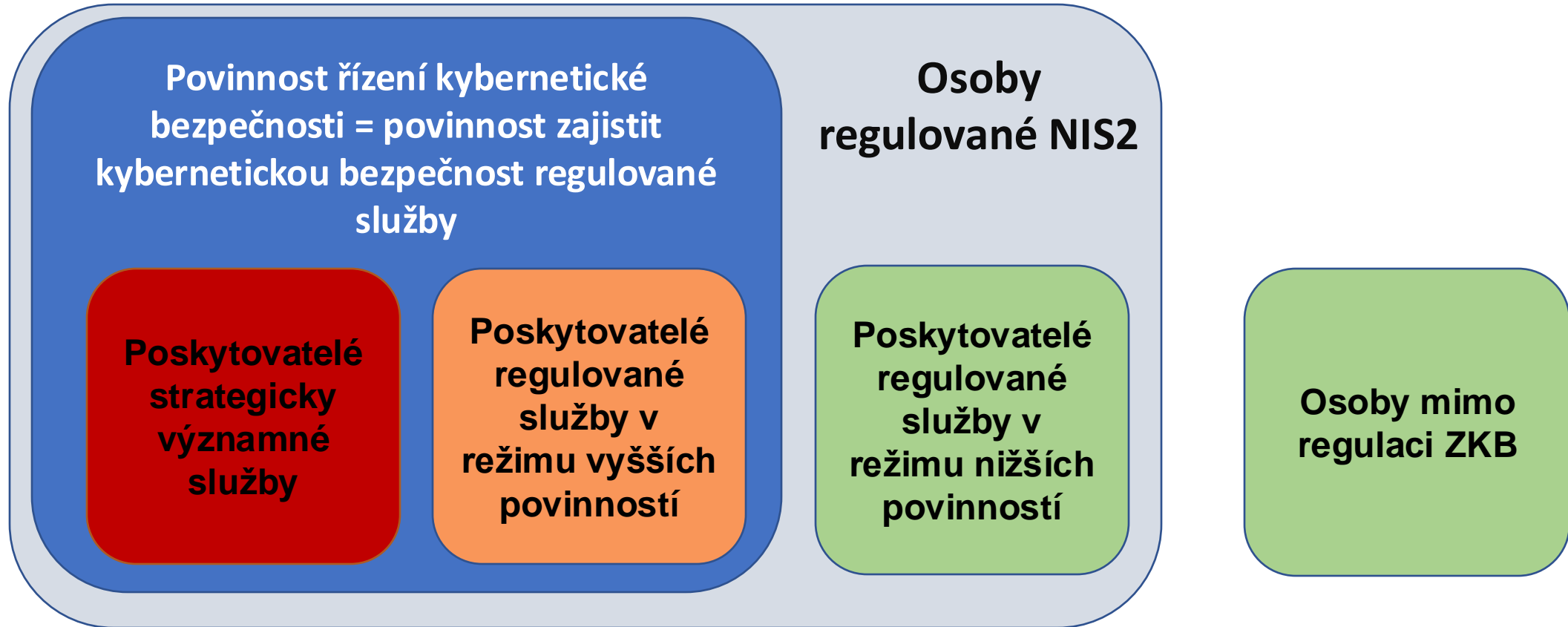
Large scale of free cloud management



Huawei: 1024 devices free managing per site, no limitation per account

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**HUAWEI eKit**

**Digitalization for Success**

**Thanks!**