

Together for Bulgarian education



- **Huawei overall update (5")**
- **Digital Journey of Education in Bulgaria (10")**
- **Huawei in Bulgaria & scholarship 2022 (10")**

Huawei Overview



Vision & mission

Bring digital to every person, home and organization
for a fully connected, intelligent world

195,000

employees

170+

countries and regions

No. 44

on Fortune Global 500

No. 2

in R&D investment

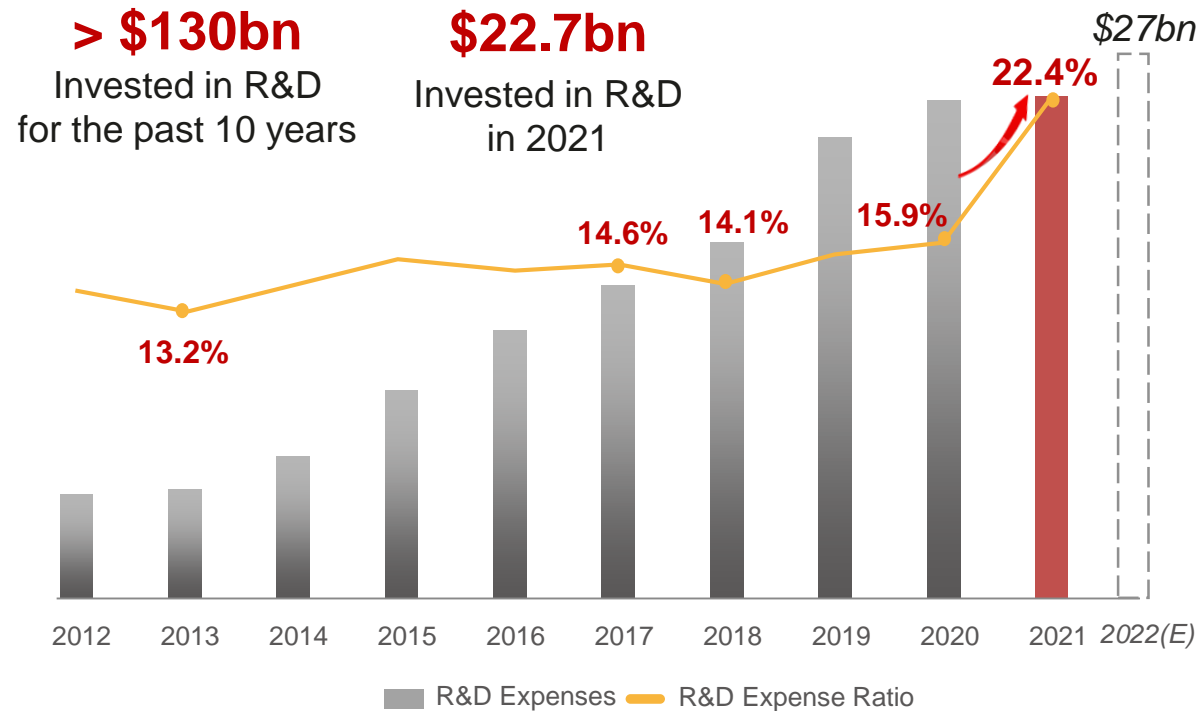
54.8%

of employees are in R&D

Driving Future Development through Nonstop Innovation

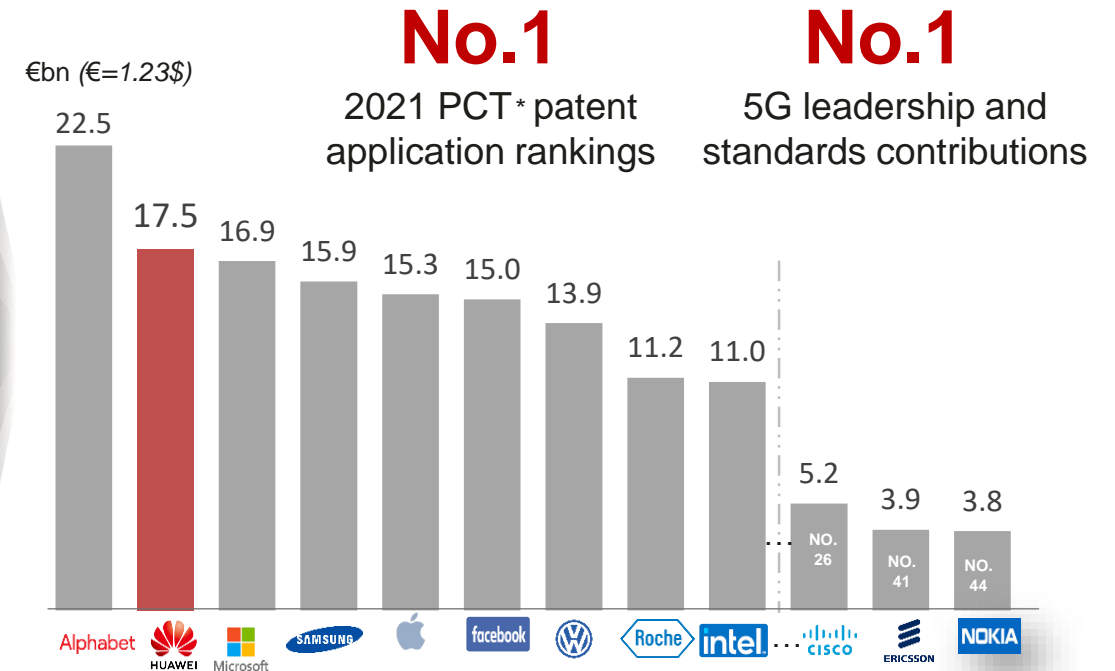
Hit a 10-year High in 2021: R&D

Investment in Amount & Percentage of Revenue



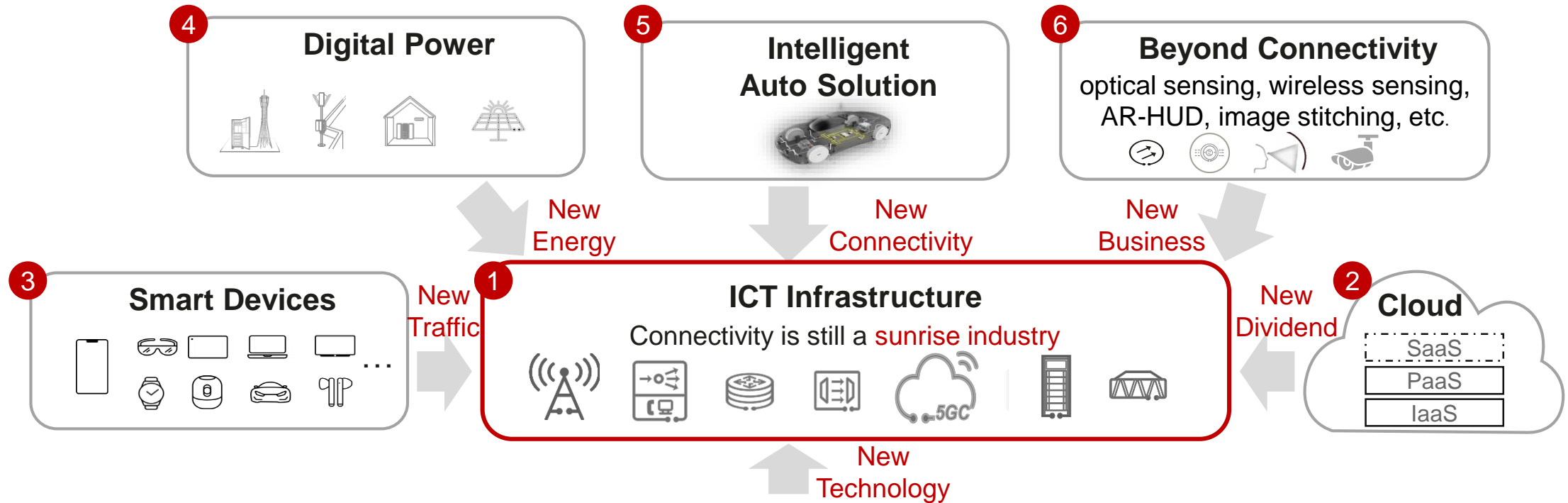
Source: Huawei annual report, 2021

No.2 R&D Investment in ICT Industry



Source: 2021 EU industrial R&D investment scoreboard, EU, WIPO report 2022, IPIytics report Nov 2021
* PCT: Patent Cooperation Treaty

6 Business Portfolios as Strategic Initiatives for Leading ICT



Foundation

Persist with Heavy R&D Investment
for long term leading innovation and invention

Noah's Ark lab | Bohr Planck lab | Network technology lab | DC technology lab | Thermal lab ...

Worldwide recognition of brand value

#9

2022

Brand Finance
Global 500

#67

2022

BrandZ
Top 100 Most Valuable
Global Brands

#85

2021

Interbrand
Best Global
Brands

Huawei Ranked NO.8 in BCG's Most Innovative Companies of 2022



Attracting excellent and creative talent with world-class opportunities



Universum

**World's Most Attractive
Employers**

2021



Forbes

#8 in World's Best Employers

2021



Top Employer Institute

Top Employer

2022

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Huawei Intelligent Higher Education Solution Panorama

Smart classroom

Students-centric
Extends the classroom
boundary.



Hybrid learning

Online Merge Offline



Collaborative classroom
Group-based teaching
+ Multi-screen sharing



Digital classroom
Multi-media & interactive
teaching

Smart campus

Simplifies campus management, improving
management efficiency and resource
availability.



Safe campus
Access control and
perimeter security

**Smart campus
network**
All-optical, wireless,
and intelligent O&M

Intelligent collaboration
Collaboration of teaching,
research, and office



Scientific research

Improves research and
shares information.



HPC

Powerful computing, AI,
and high performance
network



NREN

Intelligent, simplified,
secure, and ultra-
broadband

Talent development

Collaborates with
industries for talent
development.



1500+ academies
3000+ certified
trainers
60,000+
students/year

Digital Classroom, Combining Traditional and Information-based Teaching, and Technology Drives Interactive Innovation in Teaching



Helping the teacher

- Keep away from dust and protect your health
- Rich subject tools for digital teaching
- HD teaching plan, one-second scanning
- Shared screen, two-way collaboration
- Banshu Enters the Interactive Teaching Era

Helping students

- Protecting Eye Health
- Two sides of the blackboard, large screen synchronous display
- Active classrooms, ultimate experience
- Record on board and share at any time
- Keep courseware and review after class

Case study

Switzerland — Federal Institute of Technology

Solution

- 2 campuses, 180 buildings with wireless coverage
- 3000+ AP high-speed access
- One-click planning and OAM
- Customized Remote Fault Diagnosis Solution



Ranked **6th** in the 2021 QS World University Rankings

Benefits

- High reliability & quality network
- Optimal access experiences
- Greatly reducing OAM costs

- Accelerates the university's strategy of "learning anytime, anywhere" and maintains its world-class quality of education.
- Enables more students to complete online learning and exams.

Case Study

Wi-Fi 6 Enhances Wireless Network Experience at Mondragon University in Spain



Value for customer

- All-scenario wireless campus network provides a brand-new experience for users.
- The Wi-Fi 6 network better meets the needs of high-density access and the increasing diversity of teaching applications.
- Digital talent training in colleges and universities is no longer hindered by network limitations such as bandwidth and latency.

Solution: Campus network (AirEngine Wi-Fi 6, wireless network planning, and CloudCampus)

Project Background

- Mondragon University, located in Gipuzkoa in Spain, was founded in 1997 and is part of the Mondragon Corporation.
- As of February 2016, the university had about 4000 students and offered 22 undergraduate programs and 13 master's programs.
- The project resolves bottlenecks encountered by traditional networks in teaching method innovation and upgrades the wireless network.

Solution Advantages

- Huawei deliver a campus-wide wireless campus solution.
- Huawei deliver full-scenario network coverage with seamless roaming, high bandwidth, and low latency.

Other reference cases in Education Sector



Huawei Liquid-Cooled HPC Solution Helps PCSS Improve **Computing Performance** and Regain the Top100 List In HPC TOP500 List



Large scale scientific computing infrastructure :

- Huawei systems based on Haswell
- 1,4 Pflops
- 1300+ nodes, 90+ kcores

Perform
ance

Total Rpeak: **5.9 PFLOPs**
95% Cooling efficiency
Cooling PUE: **1.0x**



The latest intelligent network products

- eSight Network Management
- S5700 Series Ethernet Switches
- NE40E-M2K-B Metro Services Platform
- S6700 Series Ethernet Switches



National Research and Education Network (NREN).

- Egress routers upgraded to **100 Gbit/s**,
- Aggregation switches can be upgraded to **100 Gbit/s**
- Forwarding capability Of **5 Gbit/s+**



Huawei CloudEngine help upgrade the DataCenter Network

CE8860 data center switches on backbone nodes

Uplink **N*100GE** nodes are interconnected
downlink **10GE/GE** nodes

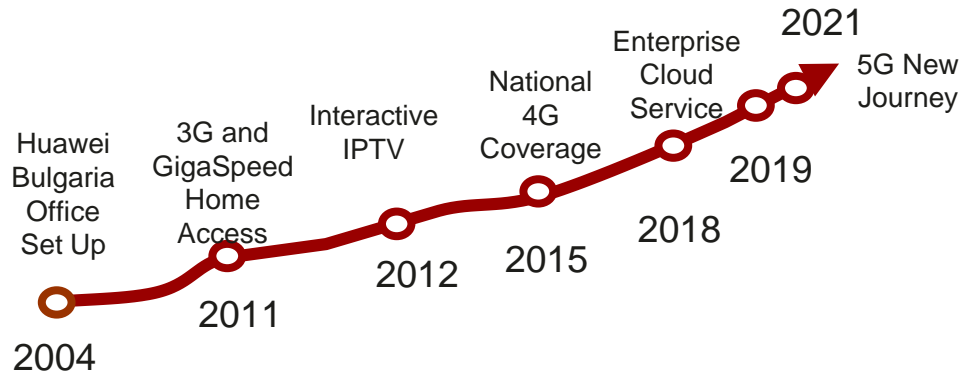
- Ultra-high bandwidth: **200GE** links on the backbone network
- **Low OPEX:** build a flattened large Layer 2 network



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Huawei Bulgaria 18 years Journey: in Bulgaria, for Bulgaria

- Been in Bulgaria for **18 years**
- **110+ employees** more than 80% are locals
- Indirectly provides more than **1000+ jobs**
- **44M €** contribution to GDP and continue innovation



Leading ICT



- **Best Network**
- cover **99%** population
- Leading local and EU market



- **Top 3** Device Sales
- **94%** Brand Awareness

Contributing locally



Seeds for the Future

10 Bulgarian students each year on study trip to China



1000 Dreams

Donated devices to "Our Children" Foundation and Children's wards of the hospital



SFTF Scholarship

100K € in Total for 50 winners of the SFTF Scholarship Program



COVID-19 Masks Donation

180K Masks donation to Bulgarian Red Cross and 10+ Bulgarian Municipalities

Safeguarding Bulgaria Cyber Security

100%

"100% Compliance"

100% Compliance for all projects/solution in Bulgaria

Zero

"Zero bad record"

Zero bad security record in Bulgaria past 18 years

Contribution: Collaboration with 10+ Universities to Train 2,000 ICT Students till 2025



Focuses on digital talents and digital upskills, setting targets in the digital education action plan to ensure that 70% of adults have basic digital skills by 2025.



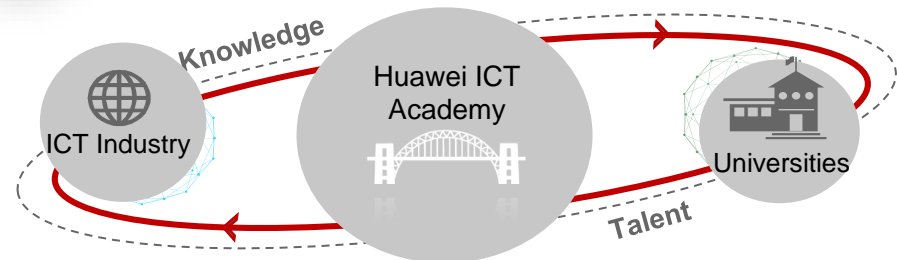
All the up coming key candidates priorities and goals to develop the digital skills of Bulgaria society, including increased investment in the talents cultivation, availability and accessibility of education and training programs, etc.

01 Seeds For the Future

- ✓ First launch in 2014, collaborating with top Bulgaria universities and have cultivated 100+ ICT talents



02 ICT Academy

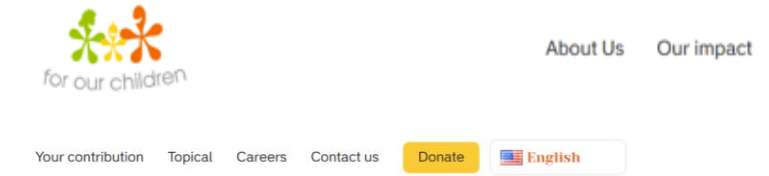


- ✓ First launch in 2020. By end of 2022 there will be **10+** cooperative universities, **10** online courses, and **250** students.

1000 Dreams Social Value Project 2022

In order to support the most vulnerable part of the society, the children with special needs, **Huawei decided to support the biggest Foundation in Bulgaria “For our Children” through its program 1000 Dreams**. The emotional and very hard work of the Foundation inspired Huawei to support them in realizing their dream to create a training Academy in the new center in Plovdiv. The event was held on the 29th of June 2022.

- **Supporting the academy of the center** in Plovdiv with equipment.
- **The Academy will serve as educational and training center** for teachers, children and their parents
- **Digitalization is important part of every community and Huawei is committed to bring digital to every person**, home and organization for a fully connected, intelligent world



Terry Li- CEO of HUAWEI Bulgaria
Presentation as one of the major donor representatives



Ivanka Shalapatova
"Our Children" Foundation
CEO



Zdravko Dimitrov
Mayor of Plovdiv



Ivan Krastev
Deputy Minister for Labour and
Social Policy



Mariya Gaidoarva
Deputy Minister of
Education

Huawei Bulgaria ICT Roadshow 2022

On the 7th of July Huawei demonstrated its latest technologies and solutions such as: Smart Education, Campus Networks, Digital Government , full-stack Data Centers, Huawei Clouds, Finance, ISP, Electric Power, Transport and Smart City.

- **Huawei presented the newest smart solutions** for education, transport, finance, governance and many more.
- **It was the first EBG Roadshow presenting smart solutions** which can significantly make the life in the cities easier.
- **Many guests from different professional fields visited the roadshow** and asked for follow up meetings for more information on the different solutions



Smart Cities Series Events in 2022

In the period April – June, with the local association partner – digital Bulgaria and the local municipalities collaborate with HUAWEI successfully to organize event “Digital. Smart City” and took the place as trusted partner and major speaker of events. The purpose of the events was to promote the digitalization of the cities and to demonstrate the opportunities how to make them “smart”. The cities where the event were held are Sofia, Burgas and Varna.

- Share know how and best practices from global experience of Huawei with partners, customers and governments.
- Digitalization of the cities is the future and Huawei’s expertise as leading position as technology company can support the organizations in their journey through digitalization.



Communication with Sofia Municipality Team



The association partner digital Bulgaria gave a big thank you for Huawei’s support of digital Burgas event



Support from the mayor of Varna

SFTF Scholarship Program: Support Young Talents Together with Universities, to Inspire Innovation and Development in Bulgaria

In order to provide assistance and development opportunities for local ICT talents, Huawei start the Bulgaria ICT Talents Training – *Huawei Seeds for the Future (SFTF) Scholarship Program* to promote the training of talents in the ICT field in Bulgaria and to support innovation development of the country.

- **2021 100K € in Total for 50 students**, who selected as winners of the SFTF Scholarship Program, as well as internship opportunities for 10 outstanding winners.
- ★ **2022 will increase to 160K € in Total for 80 students**
- **Long-term partnership with TOP local universities**, including but not limited to Sofia University, Technical University of Sofia, Varna Economic University, Gabrovo University, University of Library Studies and Information Technologies and University of National and World Economy etc.
- ★ **2022 will cooperate with 8 Universities and BAS**
- **250+ applications submitted** by students, 77,000+ had shared and following the topics.

Apply SFTF scholarship program 2022

For 2022, we will select 80 students, who will earn 2000 EUR scholarship, as well as internship opportunities for 10 outstanding winners. A jury of experts in ICT and education field will select the winners.

- **Requirements:**
- ✓ **Motivation letter +CV**
- ✓ **Up to 3 min video on ICT related topics**
- ✓ **University performance**
- ✓ **Online courses**
- ✓ **hrbulgaria@huawei.com**
- ✓ **Deadline: 11.11.2022**

Huawei Contact person:

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desislava.atanasova@huawei.com



New Opportunities for New Graduates in Huawei

Huawei is looking for young, motivated students in **4th year** in the university or just graduated to join our Team in Bulgaria.

Job positions we are hiring:

- **Engineers**
- **ICT Sales Specialists**
- **Solution Sales Specialists**
- **Supply Chain Specialists**
- **Administration Specialists**

Together with customers and partners, we endeavor to bring better communication services to more people to help them live a better life.

We are offering a challenging position, the opportunity to grow with us!

If you are interested to apply for job in Huawei please send your CV to:

hrbulgaria@huawei.com

Or apply directly on our open positions on LinkedIn:

<https://www.linkedin.com/jobs/search/?currentJobId=3295861176&keywords=Huawei%20Bulgaria>



Join Huawei, achieve together





**Together, We Welcome the
Arrival of the Intelligent World**
