

SP switching and routing vendor profile: Huawei Technologies

https://marketpublishers.com/r/S8BAD28625BEN.html

Date: February 2010

Pages: 24

Price: US\$ 1,495.00 (Single User License)

ID: S8BAD28625BEN

Abstracts

Huawei's service provider switching and routing (SPSR) revenue growth continues in China, but has slowed elsewhere as market demand fell by more than 20% from last year. Huawei is a formidable competitor with a comprehensive product line. Ovum expects it to continue to lead in China and many emerging nations, but it faces challenges in the IP routing market in developed nations.



Contents

Executive summary

In a nutshell

Ovum view

Market position

Key changes affecting Huawei since the last update

Analysis of competitive position

Corporate

SP switching and routing (also known as datacom)

Strategy definition and execution

ON – the tip of the spear

Product line management

Huawei's datacom milestones

Product network positioning

Globalization

Solutions selling

Financial health

SWOT analysis

Huawei is moving forward – fast

Strengths

Weaknesses

Financial/corporate weaknesses

Product/technology weaknesses

Opportunities

Threats

Huawei's SP switching and routing ratings

Still advancing in all SPSR segments

Huawei has all the datacom bases covered, but not necessarily with the best players IP applications

IP/Ethernet aggregation products the shining star in Huawei's SPSR portfolio to drive growth

Regional market data by product segment

China still driving R&D and sales but Huawei is starting to have success with Tier 1s in Europe

Huawei leads AP's IP/Ethernet market and is booking strong emerging market results in EMEA and SCA

Marketing strategy

Messaging



Channel strategy and partnerships Partnerships/acquisitions Links



List Of Tables

LIST OF TABLES

- Table 1: Ovum's overall rating of Huawei in SP switching and routing
- Table 2: Huawei's key strengths, weaknesses, opportunities, and threats in the SP switching and routing market
- Table 3: Mapping of Huawei's products to Ovum's segmentation
- Table 4: Huawei datacom products certified as in compliance by the MEF (as of November 2009)
- Table 5: Regional switching and routing revenues by product segment (rolling 4Q, 4Q08–3Q09)
- Table 6: Huawei's regional market share by product segment (rolling 4Q, 4Q08-3Q09)



List Of Figures

LIST OF FIGURES

- Figure 1: Huawei's wireline products: ON, datacom, and access (2008)
- Figure 2: Huawei's datacom (switching and routing) portfolio for service providers
- Figure 3: Global capex vs. revenues for Cisco, Huawei, and ZTE, 2003–8 (2003=100)
- Figure 4: Huawei's SP switching and routing ratings
- Figure 5: Huawei SPSR product competitiveness by product segment



I would like to order

Product name: SP switching and routing vendor profile: Huawei Technologies

Product link: https://marketpublishers.com/r/S8BAD28625BEN.html

Price: US\$ 1,495.00 (Single User License / Electronic Delivery)

If you want to order Corporate License or Hard Copy, please, contact our Customer

Service:

info@marketpublishers.com

Payment

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page https://marketpublishers.com/r/S8BAD28625BEN.html

To pay by Wire Transfer, please, fill in your contact details in the form below:

First name:	
Last name:	
Email:	
Company:	
Address:	
City:	
Zip code:	
Country:	
Tel:	
Fax:	
Your message:	
	**All fields are required
	Custumer signature

Please, note that by ordering from marketpublishers.com you are agreeing to our Terms & Conditions at https://marketpublishers.com/docs/terms.html

To place an order via fax simply print this form, fill in the information below and fax the completed form to +44 20 7900 3970