

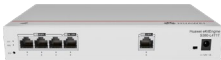
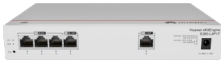
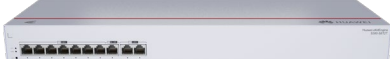
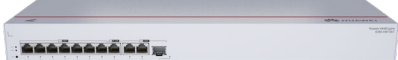
Sales Pitches for Huawei eKitEngine S380 Series Multi-Service Switches

Product Overview

Huawei eKitEngine S380 series multi-service switches (S380 for short) are designed for the SOHO market. The whole series adopts an all-new "crystal" appearance design with great visual impacts, winning itself the German Red Dot Design Award. The newly launched colorways of Yunjin White and Frost Silver are becoming increasingly popular. In addition, the iconic Huawei logo on eKitEngine S380 series multi-service switches gives them a more refreshing look. In terms of aesthetics, diamond cutting edge technology is employed to make the switches more elegant through an integrated and completely seamless surface with sleek corners.

eKitEngine S380 series multi-service switches include various models, such as those with 4 downlink GE electrical ports, 8 downlink GE electrical ports (PoE/non-PoE ports), or GE uplink ports. With features like easy installation and deployment, as well as flexible Ethernet networking, the products can be widely used in scenarios such as SOHO enterprise office, economic hotels, factories, primary and secondary education, shelter hospitals, and building security.

Product Specifications

Product Model	Product Appearance	Port Description	Others
eKitEngine S380-L4T1T		4 x 10/100/1000BASE-T ports 1 x 10/100/1000BASE-T port	AC power input
eKitEngine S380-L4P1T		4 x 10/100/1000BASE-T ports 1 x 10/100/1000BASE-T port - PoE+	AC power input
eKitEngine S380-S8T2T		8 x 10/100/1000BASE-T ports 2 x 10/100/1000BASE-T ports	AC power input
eKitEngine S380-S8P2T		8 x 10/100/1000BASE-T ports 2 x 10/100/1000BASE-T ports - PoE+	AC power input
eKitEngine S380-H8T3ST		8 x 10/100/1000BASE-T ports 2 x 10/100/1000BASE-T ports, 1 x GE SFP port	AC power input

Target Markets

Currently, the target markets of eKitEngine S380 series switches are SOHO enterprise office, commercial stores, and commercial real estate. Scenarios such as wireless coverage and office network construction are mainly involved.

Unique Selling Points

Differentiators	Huawei eKitEngine S380 Series Multi-Service Switches	Other Vendors' Multi-Service Switches	Benefits
☆Large connection capacity	150 to 500	100 to 350 (comparable models)	Benefits for users: meet customers' service development requirements in the next three to five years, facilitate capacity expansion, and protect customer investment. Benefits for installation partners: You can use this specification to make other vendors provide models of higher prices, improving the project success rate.
☆High-rate transmission	- Download performance: 500 kbit/s - Upload performance: 300 kbit/s - Forwarding bandwidth: 2 Gbit/s	Comparable models: - Download performance: 250 kbit/s - Upload performance: 80 kbit/s - Forwarding bandwidth: 1 Gbit/s	Benefits for users: fast network access for customers. Benefits for installation partners: You can use this specification to make other vendors provide models of higher prices, improving the project success rate.
☆Mean time between failures (MTBF)	> 40 years, higher device reliability	Basically only 20 years	Benefits for users: higher device stability and network reliability. Benefits for installation partners: low after-sales fault rate, saving service costs.
☆High-quality products with exquisite design	High-quality products: diamond cutting edge technology, winning itself the German Red Dot Design Award; assured pre-sales and after-sales support	Rough workmanship and ordinary materials	Benefits for users: high-quality products with assured pre-sales and after-sales support.
☆Perpetual PoE	Perpetual PoE: When the S380 series restarts, its power supply to cameras will not be interrupted as long as the device is not powered off.	Perpetual PoE is not supported by other vendors' multi-service switches. Generally, when a device is powered on, it takes about 1 to 3 minutes to provide power supply for cameras.	Benefits for users: After a multi-service switch is powered off and restarted, the connected cameras come back to work in a rapid manner, causing no impact on the monitoring services. Benefits for installation partners: This feature can be pitched as a bid control item to improve the project success rate.
☆Warranty	Three-year warranty	One-year warranty or three-year warranty	Benefits for users: long warranty period Benefits for installation partners: The three-year warranty meets the requirements of most projects and customers, preventing installation partners from bearing excessive after-sales responsibilities.

Sales Pitches

1. What are the advantages of using the S380 series multi-service switches in the commercial real estate scenario?

- 1) Less footprint of extra-low voltage (ELV) boxes
- 2) Large connection capacity, protecting customer investment in the next three to five years
- 3) High-rate transmission: The bandwidth of Huawei eKitEngine S380 series reaches 2 Gbit/s, twice that of other vendors' devices, ensuring smooth gaming and video services.

2. The S380 series is with great workmanship. Is it necessary for the SOHO market?

If you take a closer look at Huawei eKitEngine S380 series switches, you will understand the quality difference between this series and other vendors' products. In addition, the S380 series is more cost-effective. Moreover, the S380 series features fine workmanship out of better materials, ensuring higher device reliability and network stability.

3. What's the use of perpetual PoE?

- 1) In terms of perpetual PoE, when the S380 series restarts due to version update or camera failure occurs, power supply to the cameras is not interrupted as long as the switch is not powered off, causing no impact on video security.

Perpetual PoE ensures stable and continuous video security and prevents cameras from service interruptions caused by device restart or power-on.