



INNOVATION
Beyond Networks

Ruijie Networks

Company Profile

An aerial night view of the Shanghai skyline, featuring the Oriental Pearl Tower and other illuminated skyscrapers. A red semi-transparent band is overlaid across the middle of the image, and a network of white lines connects various points across the cityscape.

[About Ruijie]

About Ruijie

Ruijie

Name: Ruijie Networks Co.,Ltd

Location: Fuzhou of Fujian,China

Founded: Year 2000

Sales 2020: USD 1.5 billion

Stock Market: Listed in Hongkong



7

R&D Centers



7000+

Employees



20000+

Channel Partners



50+

Global Branch
Offices

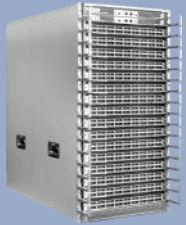


50+

Countries and Regions of
Business Coverage



Innovative Product Lines



Switches



Wireless



Routers



Gateways



Security



Cloud Class



Smart Classroom



IT Management



**Authentication
& Accounting**



**Smart Campus
Mobile Platform**

Ruijie has researched and developed more than **400 products**
covering **10 product lines** with nearly **2,000 patents**

Business Coverage Worldwide



Key Business Region

Hong Kong, Macau, Malaysia, Thailand, Indonesia, India, Singapore, Vietnam, Philippines, Myanmar, Cambodia, Sri Lanka, Bangladesh, Pakistan, Turkey, United Arab Emirates, North America, South America, Spain

Strategic Cooperation

Japan, South Korea, Russia, Brazil

Gartner Magic Quadrant

Niche Players in Gartner Magic Quadrant 2020 for Wired and Wireless LAN Access Infrastructure

Top 5 Global Market Share

According to Gartner Q4-2020 Vendor Revenue Report on Enterprise WLAN and Switches (10/25Gbps) Market Segment

Strength

“Ruijie has an aggressive cloud management strategy. The free Ruijie cloud solution excludes licensing costs, regardless of the number of devices managed. Ruijie also has advanced network technologies which include automation and policy enforcement capabilities.”

Source: Gartner MQ Report (Nov. 2020)



Steady Growth and Inspiring Achievements

Niche Players in **Gartner Magic Quadrant 2019 and 2020** for Wired and Wireless LAN Access Infrastructure

(Source: Gartner 2019,2020)

Top 2 market share in **China enterprise WLAN market**, and **Top 1 in Wi-Fi 6 market (40.66%)**

(Source: IDC, December 2019)

Top 3 market share in **China Ethernet Switch market**

(Source: IDC, December 2019)

Rank 1st in **China Internet industry Data Center Switch Market**

(Source: : IDC Q4 2020)

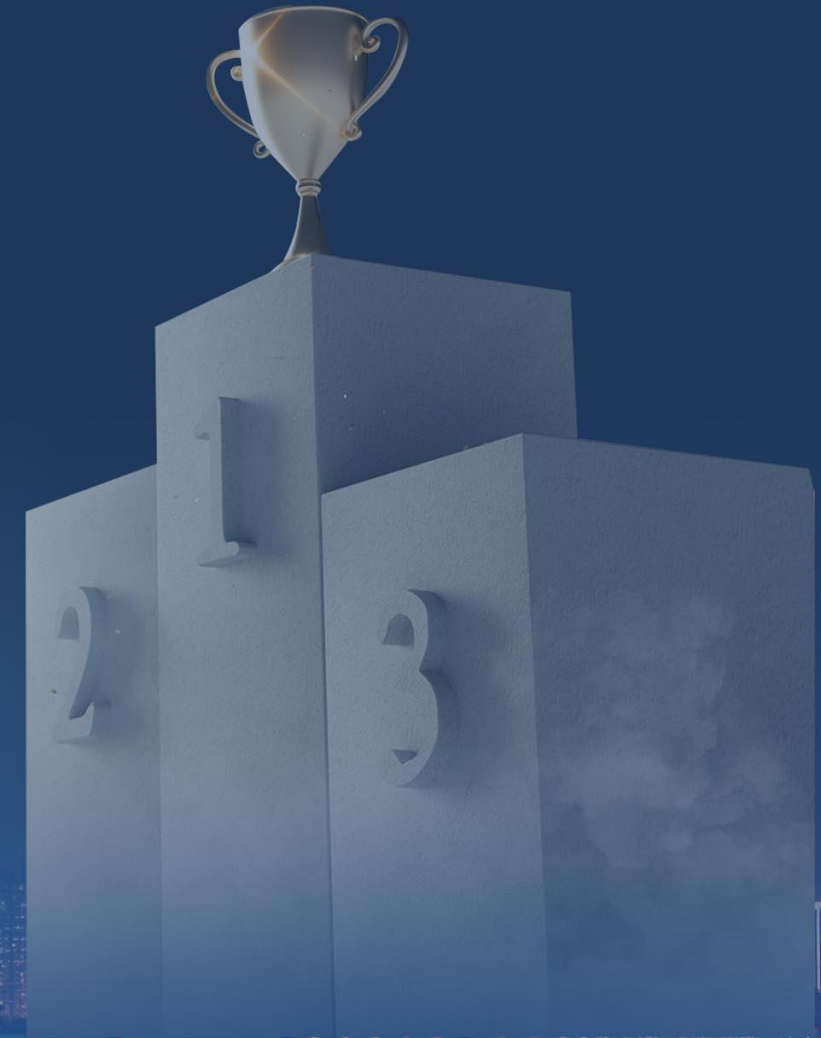
Rank 1st in **China VDI terminal market for 5 continuous years**

(Source: IDC, November 2019)

Rank 1st in **China Cloud Class** (Virtualized Computer Classroom) solution market (Source: CCW Research, May 2019)

Rank 1st in **China enterprise IT service operation, maintenance and management platform software market**

(Source: CCW Research, March 2019)



Outstanding Performance in China Various Industries



Government

Provide service for over **70** ministries and commissions, more than **5,000** local government users and over **100** wireless cities



Finance

No.1 WLAN market share in China Financial market, served 1000+ financial institution



Telecommunications

One of the major vendors of China Mobile, China Telecom and China Unicom. Data center switch served China Mobile in 23 provinces



Internet

No.1 in Internet industry. Provide service for over **300** Internet customers like Alibaba, Tencent, Baidu, JD.COM, etc.



Transportation

No.1 WLAN market share in China transportation market. Unique solutions for high-speed train and metros



Education

Provide service for over **2,600** higher education institutions, 98% market share. Served more than **50,000** primary and secondary schools and kindergartens



Healthcare

No.1 healthcare mobile solution market share. Provide service for more than **3,500** hospitals and over **30** provincial and municipal health information platforms



Energy & Electric Power

Provide service for the informatization construction of State Grid, China Southern Power Grid, China Datang Corporation, CNPC, etc. with nearly **30,000** devices deployed



Stadium | Park | Scenic Area

Provide service for nearly **500** large-scale stadiums, **200** industrial parks and over **1,000** high-qualified smart scenic areas



Commerce | Real Estate | Hospitality

Provide service for nearly **1,000** real estate customers and over **11,000** hotel customers



Manufacturing

Provide service for top-level enterprises like BAIC Group, Liuzhou Iron and Steel Group, Wuliangye Group, Tsingtao Brewery, etc.



Small and Medium-sized Business

Top market share in hospitality, retail and other small and medium-sized business in China

Excellent Service for global Top-level Events and Conferences



Beijing Olympic Games

- Network construction of Olympic Village, Olympic Forest Park and Tianjin Olympic Sports Center
- Xinhua News Agency reporting platform

London Olympic Games

- Media platform for games reporting under Xinhua News Agency

Guangzhou Asian Games

- Dedicated management network setup and maintenance

Rio Olympic Games

- Media platform for games reporting under Xinhua News Agency

BRICS Summit 2017

- Integrated cabling network, information distribution network, security network and wired network for the conference hall

APEC Summit 2017

- Dedicated management network setup and maintenance
 - Wireless network support

Trusted Partner of Well-known Customers Worldwide



Alibaba

High-quality large-scale data center cluster
Entering the 25G/100G era



Honda Turkey Factory

Highly secured 10G network with efficient
real-time monitoring system



CITIC Tower

Dual core, security private network, smart
network control and network security for the
highest building in Beijing, China



DHL Express

Ruijie IP Surveillance Solution for DHL's
logistics center



Sharjah Stadium

Simplified IP Surveillance Solution in the
Sharjah Stadium for Asian Cup 2019



Manila Smart City

6,000+ wireless city public Wi-Fi hotspots
Urban life accompanied by Wi-Fi



China Mobile

The only supplier to win the WLAN
procurement tenders for 4 consecutive times;
Main supplier of switches and routers



University of Malaya

Addressed most of the challenges faced by
UM with the SCN+ solution

[Why Different]



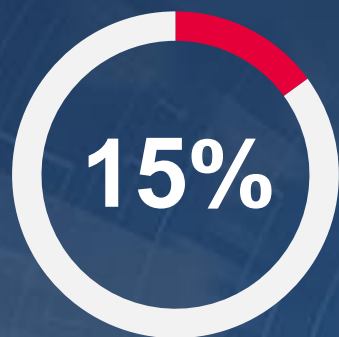


1 Deeply Immersed into User
Scenarios

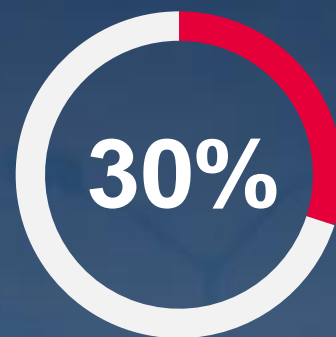
2 Accurately Finding the
Pain Points

3 Focusing on Solution
Simplicity

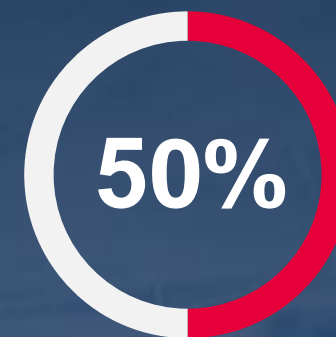
Independent R&D and Continuous Innovation



Sales revenue
reinvestment in R&D



R&D budgets reinvestment
in pre-research



Personnel engaged
in R&D



6 R&D centers located in Fuzhou, Beijing, Shanghai, Chengdu, Tianjin and Suzhou



The advanced R&D management system standardizes and institutionalizes the whole process from project approval to mass production.



In-depth and comprehensive technical cooperation with manufacturers such as Microsoft, Broadcom, Marvell, Qualcomm, Intel, and TI



2,127 patent applications for invention

Extensive Testing Laboratory



Product Test Lab

Scenario Test Lab

Superimposed
auto Test Lab

Auto Test Lab

Immersion Test Lab

Delivery Test Lab

- Network Equipment: 2500+ Sets
- Server and storage: 1500+ Sets
- Tester: 3000+ Ports (10G/25G/40G/100G)

Feature
Testing

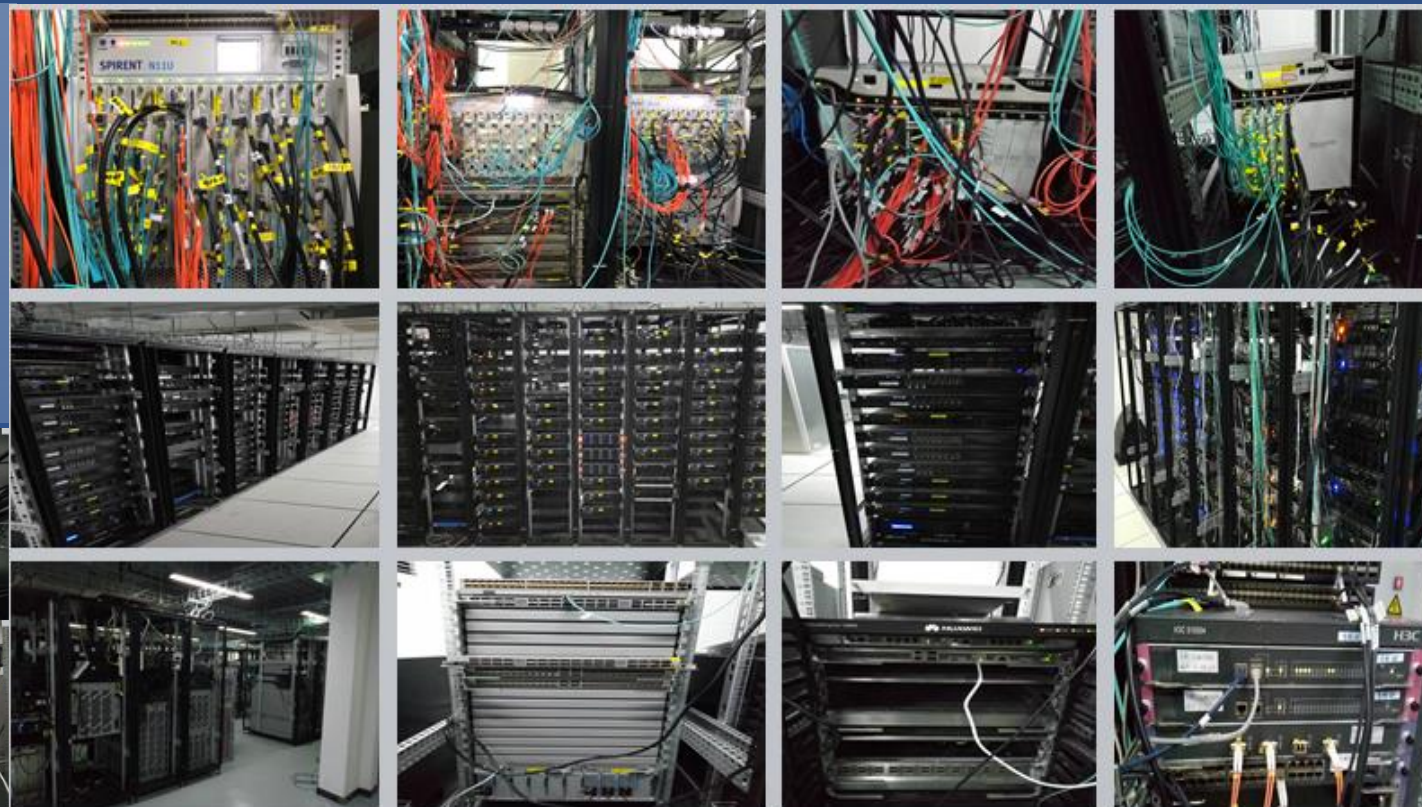
Performan
ce
Testing

Reliability
Testing

Product
Testing

System
Testing

Solution
Testing



Ruijie Product Reliability Laboratory



Temperature environment lab (cycle, impact)



Salt spray environment lab



Electrostatic lab



Lightning surge + EFT lab



Mechanical environment lab (drop, transport, impact, crash)



ESS environmental stress screening:

Adopt dynamic temperature cycle screening and use temperature cycle environmental stress to excite potential defects into faults, and at the same time isolate faults through power-on and power-off operations and continuous monitoring of the business.



HASA highly accelerated stress screening:

High and low temperature cycle + vibration test (10g acceleration), to impose environmental stress higher than the specification on the equipment in a short period of time to find product reliability problems during the introduction of new products.

	测试结果	实测情况记录
机	Pass	
均	Pass	
不	Pass	
坏	Pass	
，	Pass	
	Pass	
	Pass	
<div>Test Management</div>		
	Pass	
能	Pass	
异	Pass	高低温启动后出现1台系统启动卡比较久
息	Pass	高低温启动后出现1台灯不亮

SVN Document Management

Manufacturing quality control



- ✓ Production throughput rate monitoring
- ✓ Real-time analysis of production abnormalities

Production data monitoring and analysis

Inspection control

- ✓ 100%AOI
- ✓ 100%ICT
- ✓ IPQC
- ✓ 100% aging/PQC
- ✓ OQC and high-end machine joint debugging inspection
- ✓ Non-conforming product control

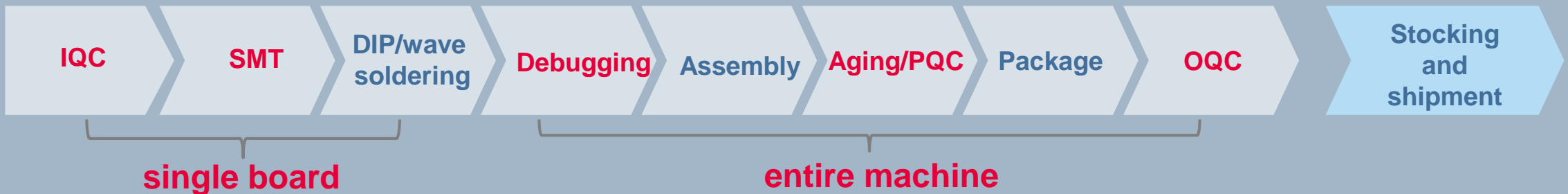


- ✓ Safety test
- ✓ Mechanical test
- ✓ Climate test
- ✓ Hardware test
- ✓ Software test
- ✓ Products ESS and ORT
- ✓ HASA test

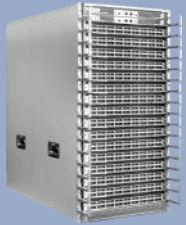
Trials and tests

Environment control

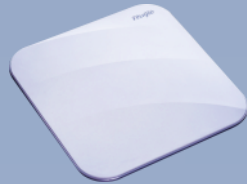
- ✓ Temperature and humidity
- ✓ ESD (certified ANSI/ESD S20.20: 2014)
- ✓ 5S (Sort, Set in Order, Shine, Standardize, Sustain)



Innovative Product Lines



Switches



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Data Center Switch Family

Ruijie RGOS Switch



RG-N18000-X Series
10GE/25GE/100GE/400GE



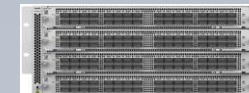
RG-S6510-4C
25/100GE



RG-S6520-64CQ
100GE



RG-S6910-3C *



RG-S6920-4C *
100G/400GE



RG-S6980-64QC *



RG-S6580-48CQ8QC *
100GE



RG-S6510-48VS8CQ
25GE



RG-S6250-48XS8CQ
10GE

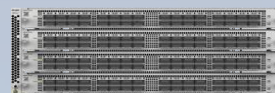
White Box Switch



B6930-32CDQ



B6910-3C



B6920-4C



B6520-64CQ



B6510-48VS8CQ

Programmable Switch



F9500-32CQ/BFN



F9300-48VS8CQ/BFN

Switch Product Family

Core Switches – Layer 3



RG-N18000 Series



RG-S7800C Series



RG-S7910E Series

Distribution Switches – Layer 3



RG-S6120 Series

1GE/2.5GE/5GE/10GE



RG-S5750-H Series



RG-S5760C-X Series *

Access Switches – Layer 2 / Layer 2+



RG-S2910XS-E
Series



RG-S2910-H HPoE
Series



RG-S2900G-E
Series



RG-S5300-E / RG-S5310-E *
Series

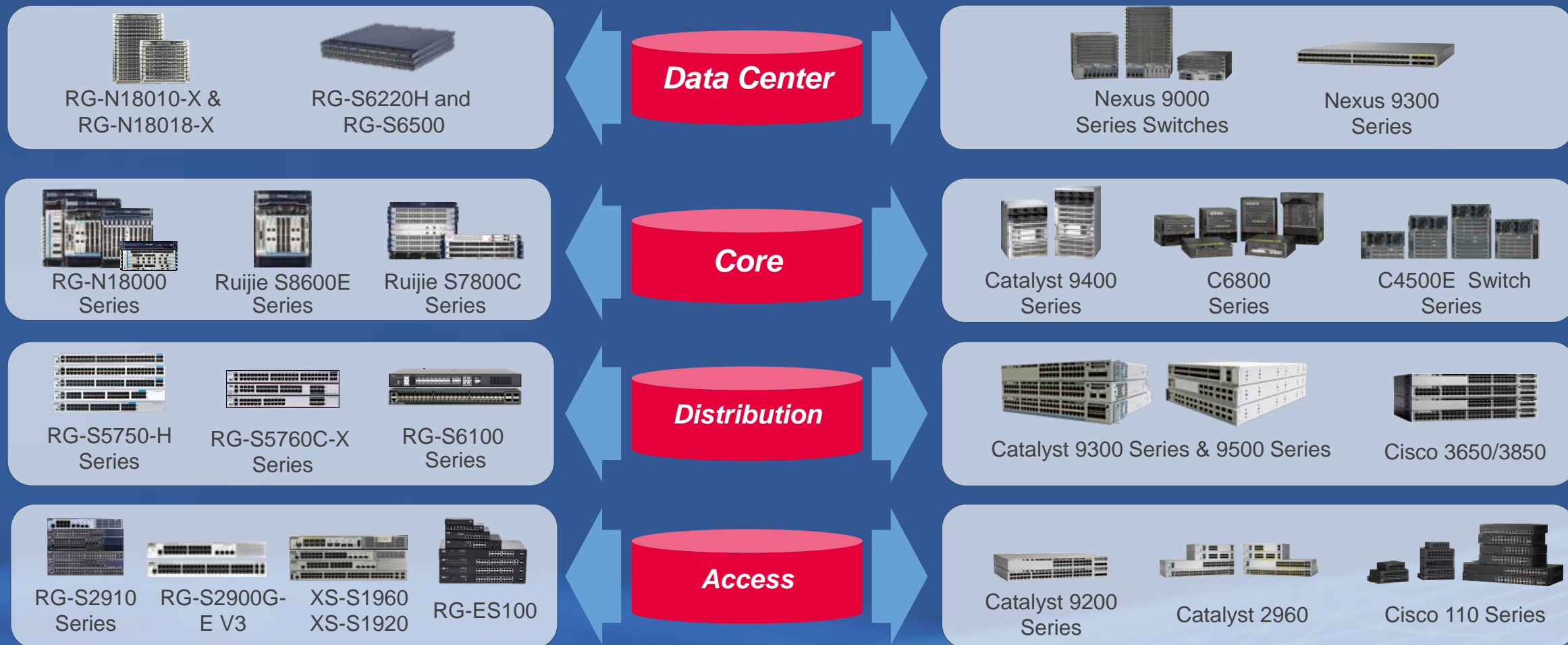


RG-XS-S1930J
Series

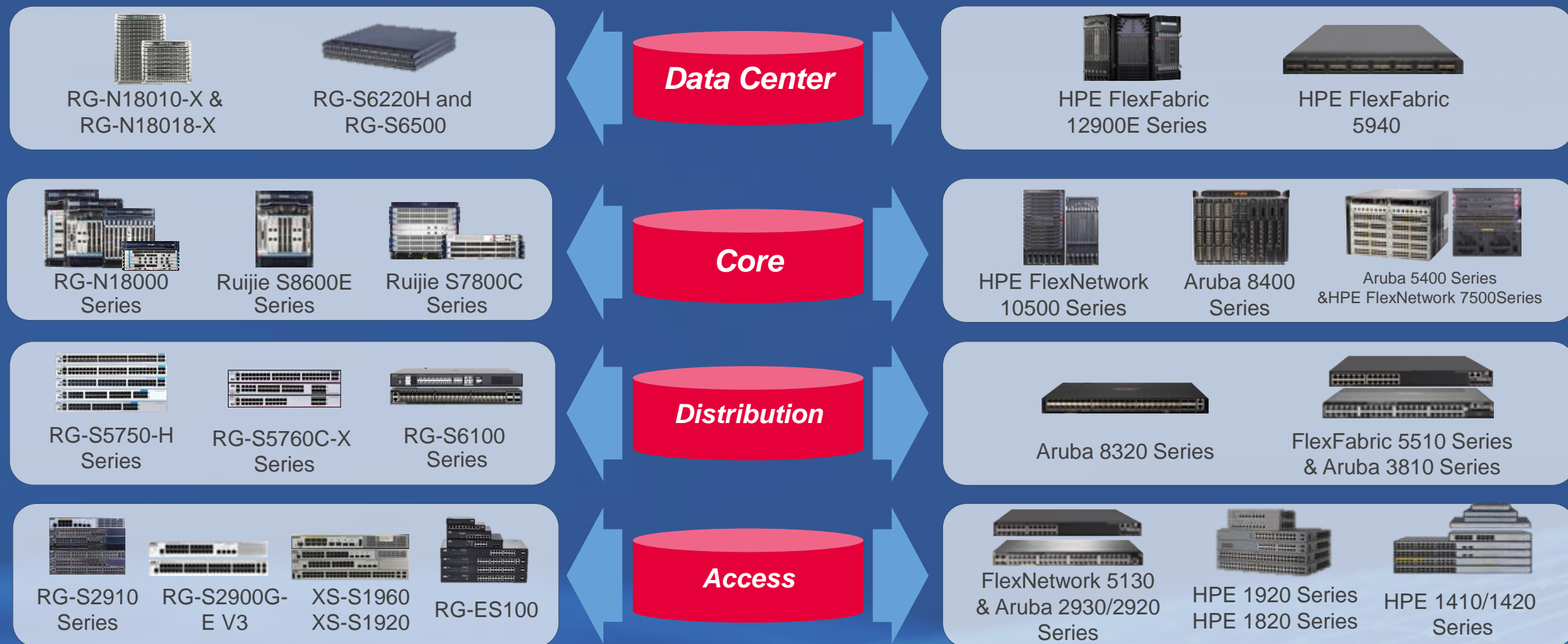


Industrial
Switches

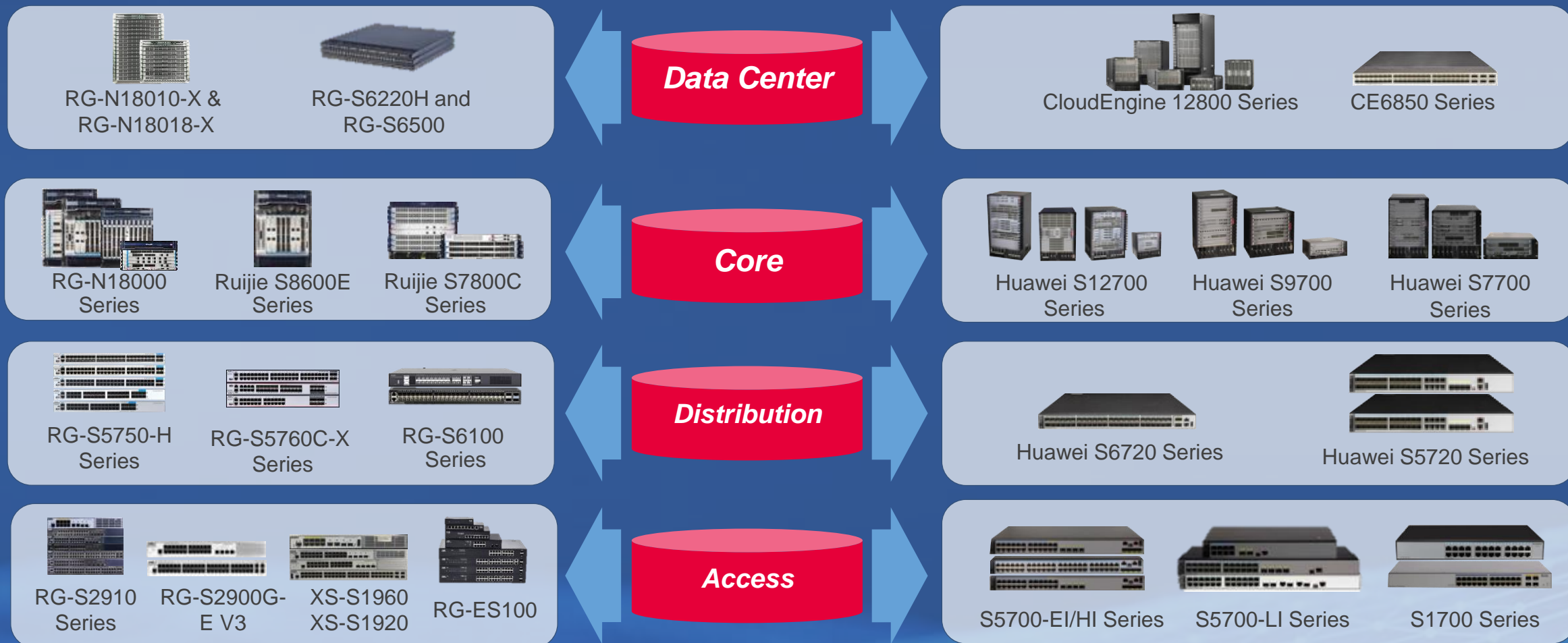
Ruijie Mapping with Cisco



Ruijie Mapping with HPE



Ruijie Mapping with Huawei



Data Center Solution

Hyperscale | Ultra-low Latency | Automatic Operation



In the past three years, Ruijie switches have grown exponentially. Especially in the field of data center, Ruijie was the first in the world to build a 25G data center and launched more than 50 data center products.

WLAN Product Family

Wireless Software



RG-SNC



RG-SAM+



RG-MACC-BASE



RG-MACC-SAM

Cloud Service



WIS Service



Ruijie Cloud 3.0

Wireless Controller



RG-WS6008



RG-WS6024



RG-WS6108



RG-WS6816



M18000-WS-ED

Scenario AP

Wall AP

Wi-Fi 6



RG-AP180

802.11ac



RG-AP130(W2)



RG-AP110-L

RG-AP800 Series Wi-Fi6



RG-AP880-I



RG-AP880(TR)



RG-AP850-I V2



RG-AP840-I



RG-AP820-L

Indoor AP

RG-AP700 Series 802.11ac



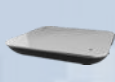
RG-AP710



RG-AP720-L



RG-AP740-I



RG-AP720-I



RG-AP730-L

RG-AP680 Series Wi-Fi6



RG-AP210-L



RG-AP680-I



RG-AP680 (CD)

RG-AP630 Series 802.11ac



RG-AP630 (IDA2)



RG-AP630 (IODA)

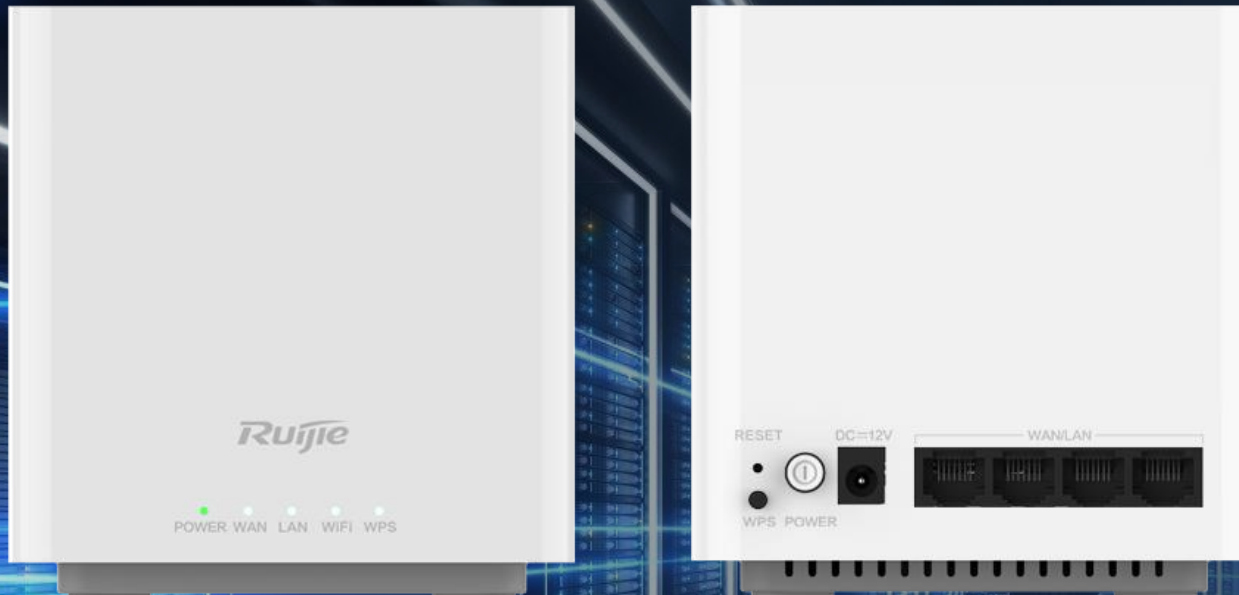


RG-AP630 (CD)



RG-AP630-L

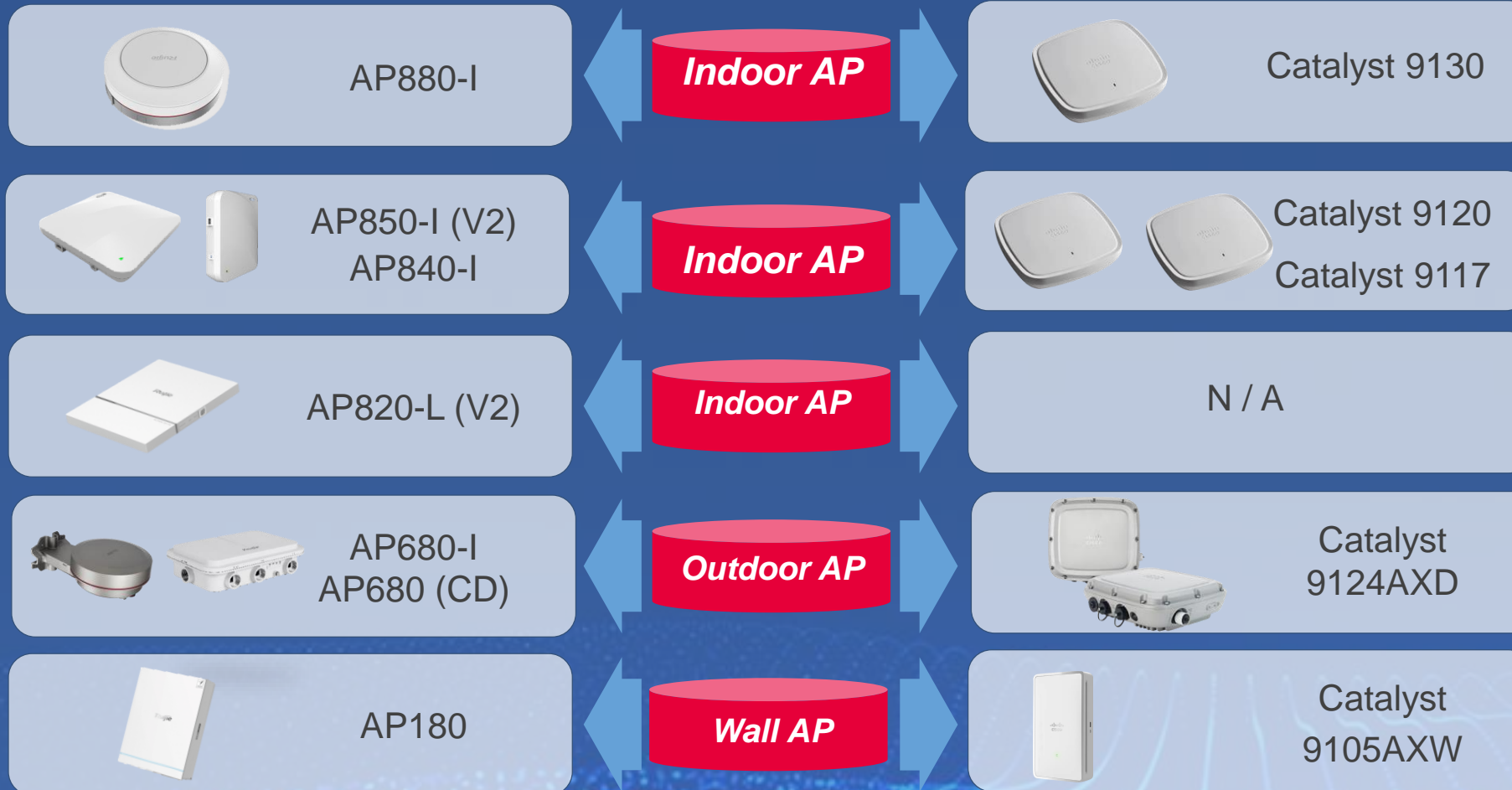
Gigabit dual-band Wi-Fi 6 router RG-MA2820(T)



RG-MA2820(T)

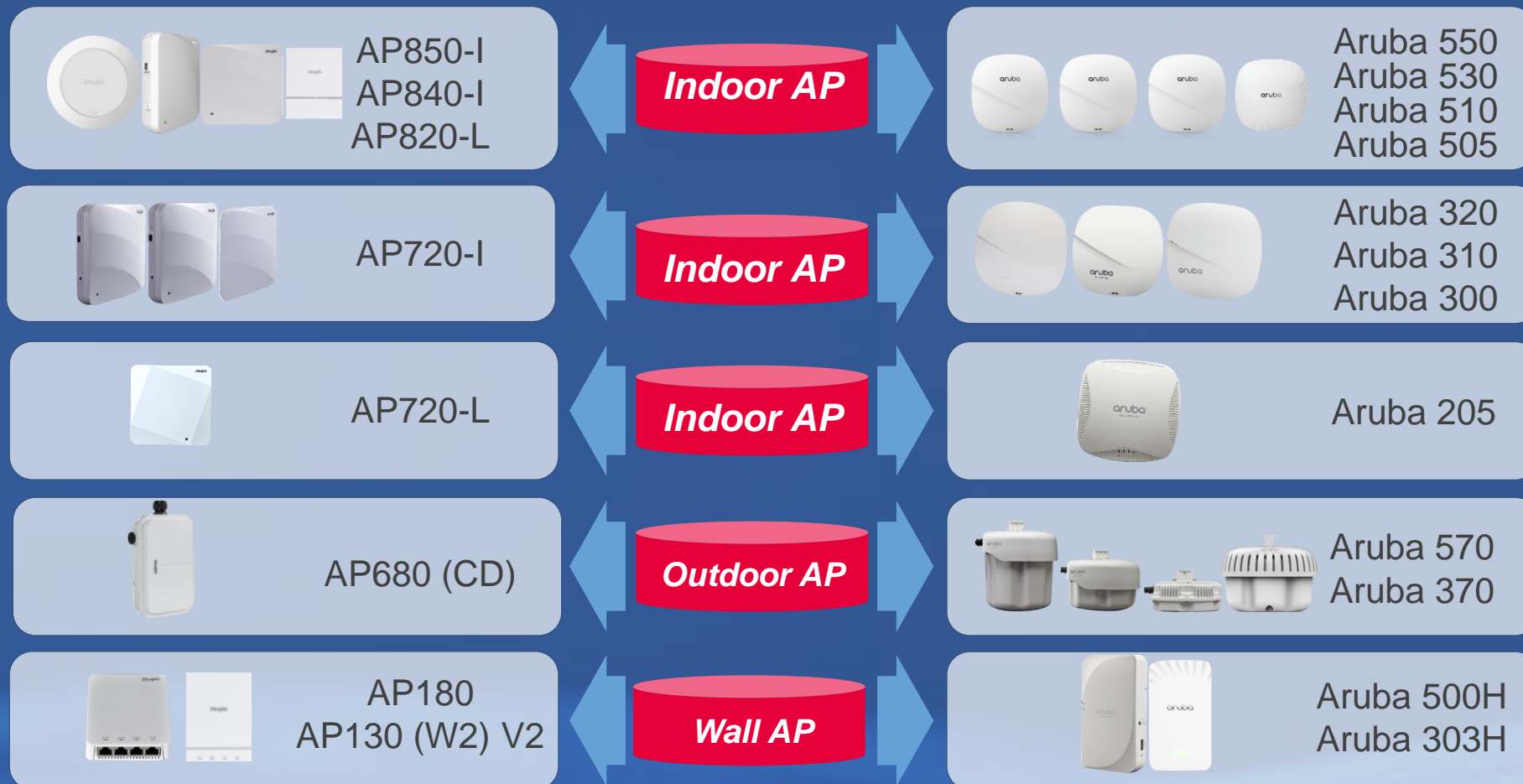
- 4* GE Adaptive WAN/LAN
- 2.4G Wi-Fi 6 2*2 600Mbps
- 5G Wi-Fi 6 2*2 1200Mbps
- Built-in high-gain smart antenna

Ruijie AP Mapping With Cisco



- Competitive price full WiFi6 AP product line.
- Easy to config WLC and AP.
- All AP product can be managed via WLC and Cloud without any hardware / firmware change.
- Free Wireless Intelligent Service for WLAN visualization and optimization.
- Flexible business mode, available for OEM/ODM. Can develop new feature base on the project.

Ruijie AP Mapping With Aruba



- Competitive price full WiFi6 AP product line.
- Easy to config WLC and AP.
- All AP product can be managed via WLC and Cloud without any hardware / firmware change.
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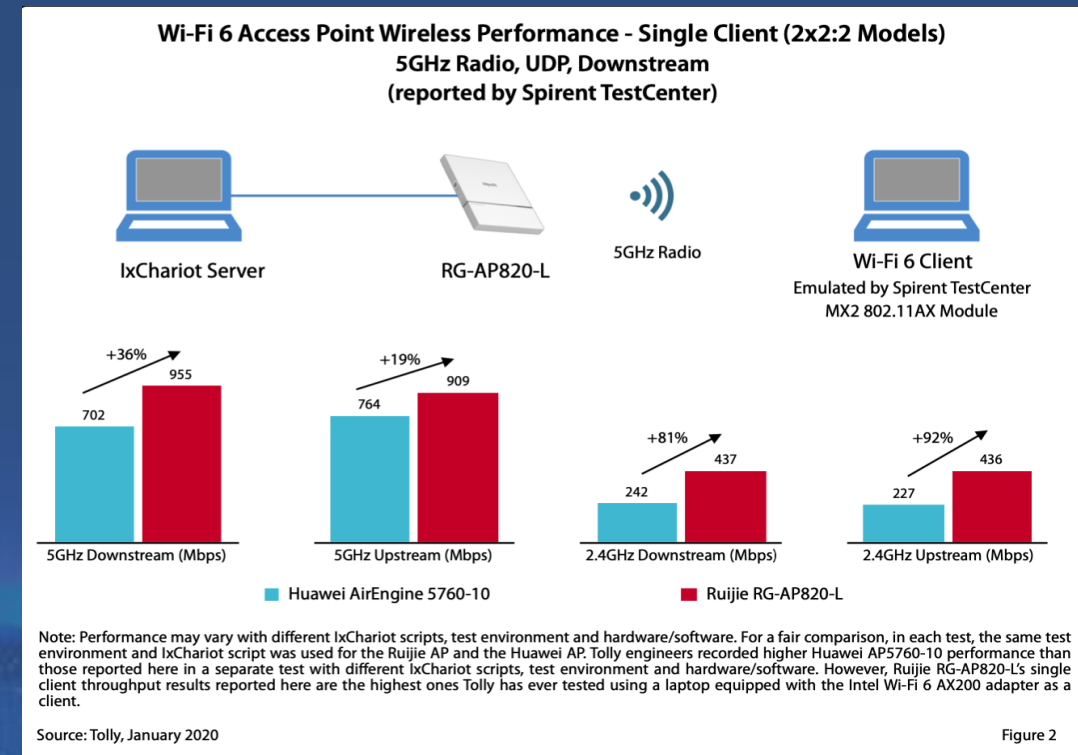
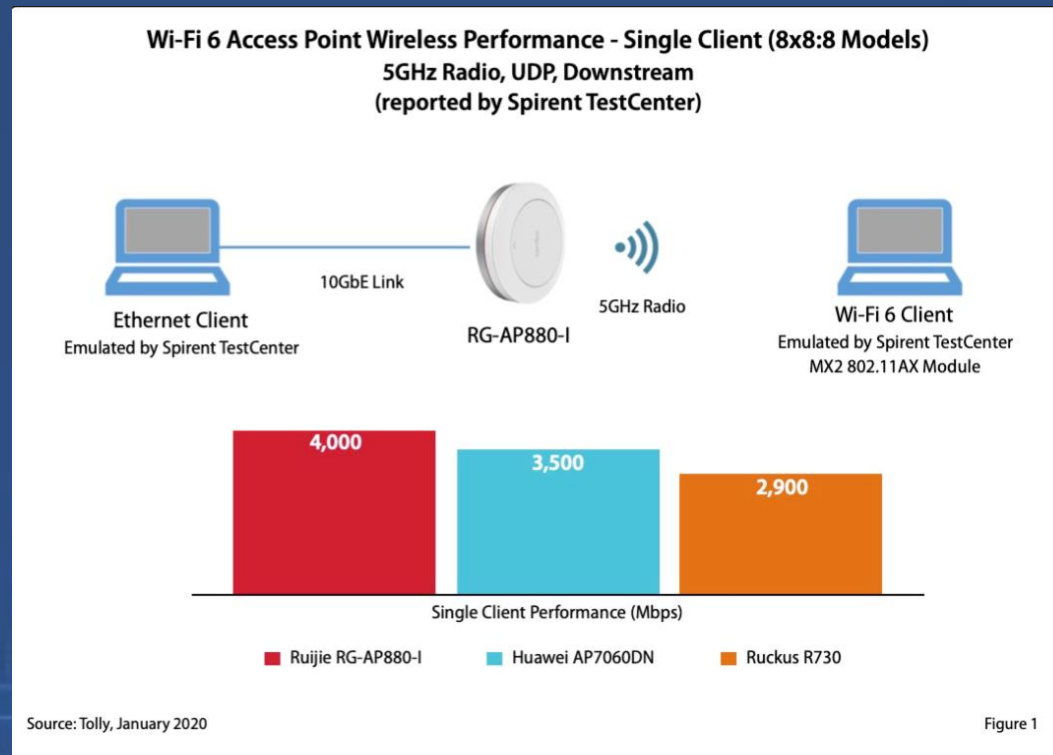
Ruijie AP Mapping with Ruckus



- More complete switch portfolio for campus networks.
- Free Wireless Intelligent Service for WLAN visualization and optimization.
- Flexible business mode, available for OEM/ODM. Can develop new feature base on the project

Tolly Certified – Fastest and Largest user capacity

The fastest Wi-Fi access point – RG-AP880-I and the largest user capacity Wi-Fi access point – RG-AP820-L(V2) Tolly has ever tested to the date of this test



WIS - Smart Tools to Build High-quality Wi-Fi Network



Online Deployment Planning

Based on client requirements, automatically generate a scenario-based solution with hot-map

SSP

Delivery Test Mobile APP

Publish delivery standards. Control devices to perform self/neighbor-testing. User APP to carry out key location testing. Generate reports.



MOHO



WISπ

WLAN DiagnosisOptimization

Visualize network experience of all users for continuous optimization. Support one-click optimization for WLAN experience



World Leading AI and Big Data Analysis Platform for
WLAN

A man and a woman, both wearing lanyards with ID badges, are standing in a server room. The woman is pointing at a server rack. The background is filled with server racks and a glowing network diagram overlay. A red semi-transparent banner is across the middle of the image.

[Support]

Global Service Capability System



7*24 Technical Service Capability Coverage

- Global 1+5 technical support center and L1-L3 three-level technical support structure, which can radiate mainstream global business countries/regions
- Up to 7*24*4H high-efficiency spare parts + manual response covering 50+ regions around the world
- Support ≤3BD on-site response within 500KM and have technical service capabilities to undertake edge computing scenarios in mainstream countries/regions



Global Spare Parts Service Capability

- 7*24 spare parts service support system
- Professional spare parts warehousing monitoring, and full-time asset management personnel
- According to the customer's equipment scale and demand, quickly establish a three-level central spare parts warehouse, covering 50+ countries around the world (currently mature spare parts warehouses: Hong Kong, Singapore, Indonesia, Malaysia, Russia, Japan, the United States)



Logistics Customs Clearance

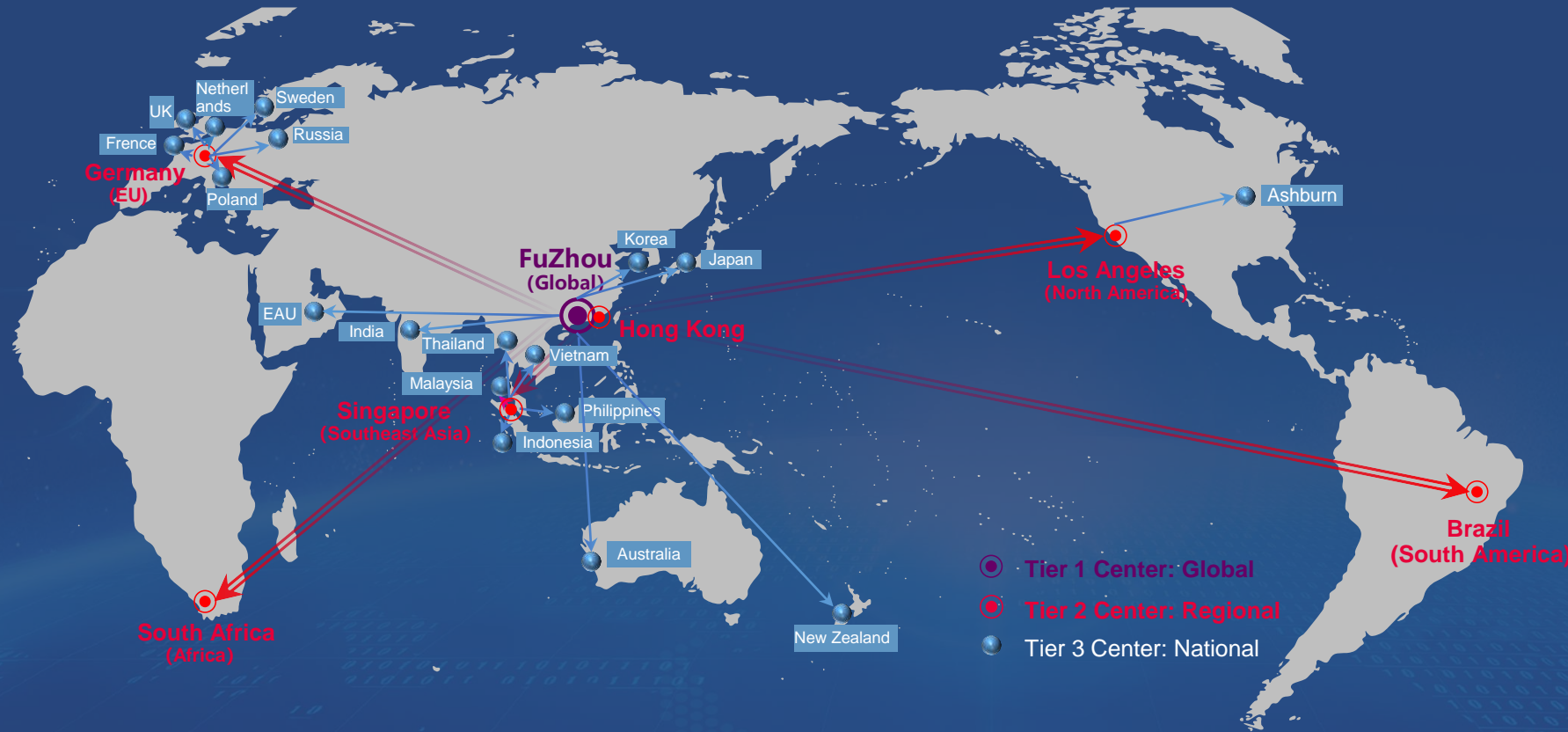
- More than 100 countries and regions with import customs clearance capabilities
- 7CD can reach conventional mainstream countries (complete qualification certification, Asia-Pacific, Europe can be reached)
- Full logistics customs clearance and taxation



Rich Choice of Value-added Services

- Can provide value-added service products of different specifications and technical levels
- Can quickly productize services according to customer needs, and provide customized service capabilities
- Cover the full life cycle of product service capabilities (admission integrated delivery, equipment life cycle operation and maintenance, important moment guarantee, flexible man-day and training, etc.)

Global Spare Parts Service System



In the future, according to your business scale needs, we can establish a three-level spare parts service system for you within a week to ensure the safe water level coverage of spare parts, improve the utilization rate and rapid turnover, and ensure the timeliness of spare parts delivery.

We provide long-term services in more than 50 countries and regions.

Strategic Cooperation Division

WHAT'S THE DIFFERENCE



- Long term strategic cooperation between you and Ruijie
- Not only one single order nor not only one single project
- But to develop business together with you. Your success is our success
- Include but not limited to OEM, ODM

- Company level cooperation, not just one department
- Full resource support, we take care of all you need
- Independent R&D team for deep customization
- Looking forward to potential, long-term, increasing business for both

WHAT WE DO

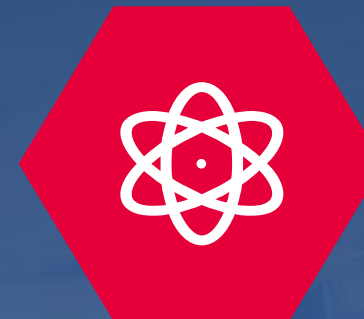
Succeed with Ruijie Together



China leading network solution vendor, capable player in global market



World-class, high level product such as Ethernet switch, WLAN, etc



Company-level, long-term, deep cooperation

Your success is our success



INNOVATION
Beyond Networks

THANKS

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