

MAIPU
MAKE IT INTELLIGENT

MAIPU COMMUNICATION

MAIPU, MAKE IT INTELLIGENT

迈普大厦



BUILDING A STRONG CYBER-CHINA
LINKING A BETTER WORLD

Member of CEC Group



- **CEC** (China Electronic Corporation)
- **World's Top 500** for 11 consecutive years.
- **Maipu, the only** company on data communication in CEC Group.



PRESENCE OVER CHINA



1,600 Employees

 Operation Center for China Market

 R&D Center

 Headquarters

 Manufactory

 31 Branch Offices in China



Operation Center in Beijing



HQ in Chengdu



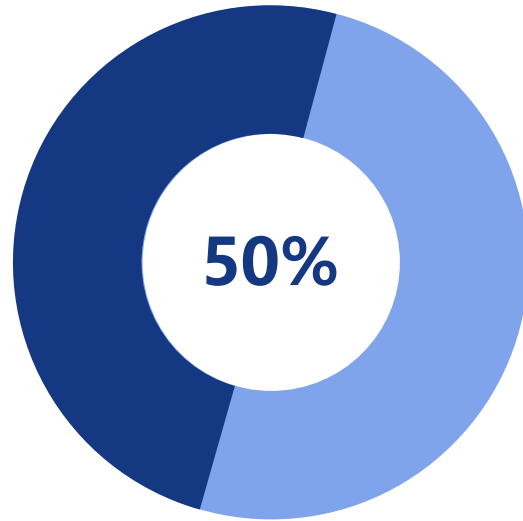
Manufactory in Chengdu



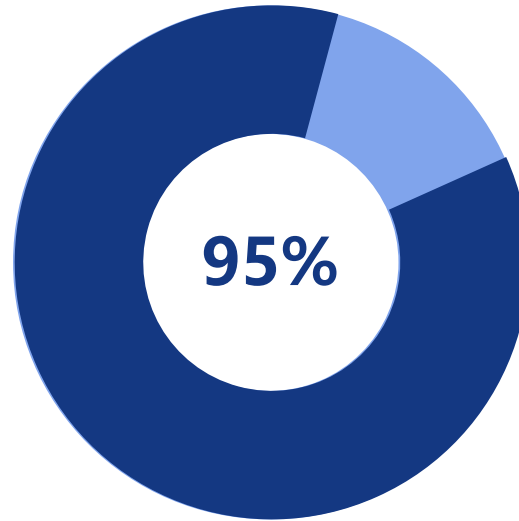
R&D in Wuhan



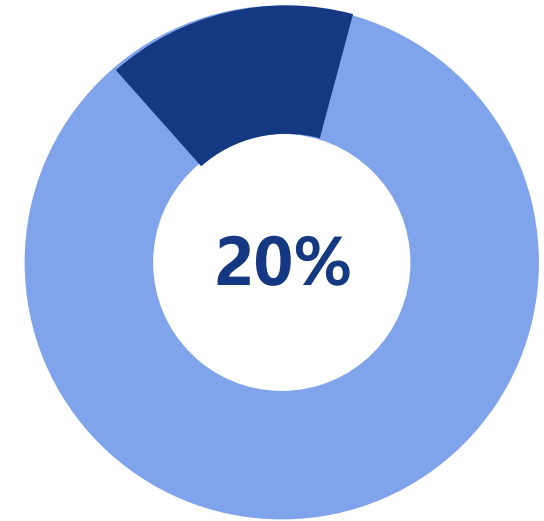
R&D in Chengdu



50% of the employee as
R&D professionals



95% professionals with
bachelor, master and above



20% of total sales revenue
investing in R&D



PATENT & CERTIFICATION

PATENTED TECHNOLOGY

- Over **1500** Patents Applications
- 240** Registered Software Products

CERTIFICATION

- CMMI Maturity Level 5
- ISO 9001 Certification
- ISO 14001 Certification
- ISO 27001 Certification
- ISO 45001 Certification
- CE, FCC, RoHS, MEF



MANUFACTORY

- ◆ Largest Networking Manufactory Base in Central & Western China





ADVANCED PRODUCTION LINES



FUTURE GOALS SEIKO SMART

- Siemens High-speed SMT Production Line
- ERSA Hot Air Reflower Soldering System
- GKG Automatic Solder Paste Press
- ...





China President
Xi Jinping



Philippine President
Gloria Macapagal Arroyo



Sri Lanka Speaker
Chamal Rajapaksa



German Chancellor
Gerhard Schröder



Czech President
Vaclav Klaus



Sri Lanka President
Mahinda Rajapaksa



Singapore Premier
Lee Hsien Loong



Thailand Princess
Maha Chakri Sirindhorn

GLOBAL EXHIBITION



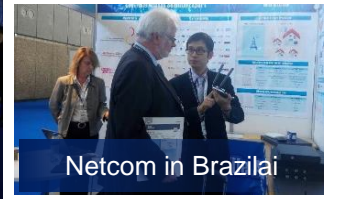
ConneCTechAsia in Singapore



SVIAZ in Russia



COMM WORLD in Philippines



Netcom in Brazil



GITEX in Dubai



Broadband Forum in Holland



Japan IT Week



ICTN AISA in Pakistan



Convergence in India



Izmir International Fair in Turkey



ICT COMM in Vietnam



CeBIT in German



GLOBAL TRAINING



Global Training in Malaysia



Global Training in China



Global Training in Algeria



Global Training in England



Global Training in Niger



Global Training in China



Global Training in China



Global Training in China



Global Training in China



1993

Multiplexer
Modem MP1000C



1998

DDN MUX MP9400



2000

Fix-Terminal
Router MP2600



2004

MP7200 Dual-Core
Aggregation Router



2006

MP2700 Switch
Integrated Router



2007

MP7500 ATCA
Architecture Core Router



2008

VG800/VG2000 VoIP
Media Gateway



2016

S12800 40G Datacenter
Core Switch



2015

MP1800 4G MPLS
Router
STR800 4G M2M
Gateway



2014

Campus Wi-Fi5 Solution



2013

MP7500E Many-Core
Core Router



2011

MP1800 Enterprise 3G
VPN Router



2010

VG6000 E1 Trunk
Gateway



2009

S8900 10G Core Switch



2017

NSR7500 Security Core
Router



2018

NSS8900 Security Core
Switch



2019

Campus Wi-Fi6 Solution



2020

MP1900X Enterprise 5G
MPLS Router



2021

S5930 100G/25G Data
Center ToR Switch
S12800 400G Data
Center Core Switch



→ Transmission

→ Enterprise IP Networking

→ Software Define



SD-WAN Solution

SD-LAN Solution



Cloud M2M Solution

Cloud Wi-Fi Solution





Over 10 Year R&D Investment in All-by-China Series



Start to develop All-by-China networking device



NSS4320

NSS3320

High Performance All-by-China Gigabit L3 Switch



NSS8900E

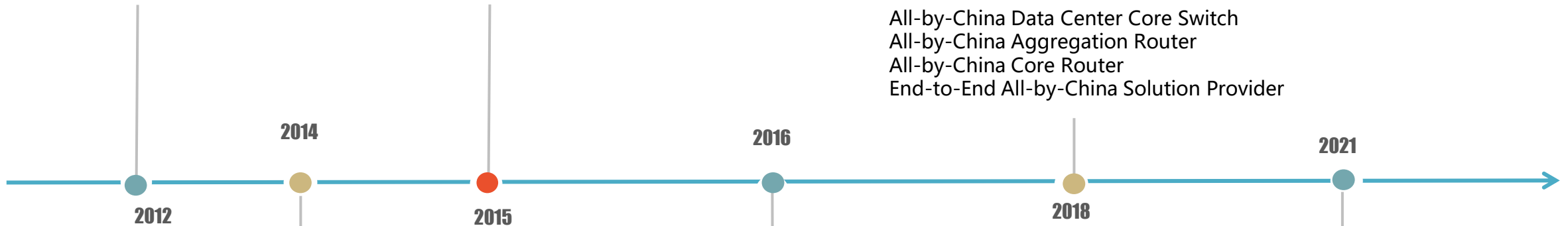


NSR7500X



NSR7300X

All-by-China Data Center Core Switch
All-by-China Aggregation Router
All-by-China Core Router
End-to-End All-by-China Solution Provider



NSR2900

NSR1900

Chinese 1st All-by-China Router



NSS6600



NSS5820



NSR2900X

All-by-China Aggregation Switch
All-by-China Data Center TOR Switch
All-by-China New Branch Router



NSS5810/5820



NSR3900X

All-by-China 100G Data Center Switch
All-by-China Aggregation Router

PRODUCT LINE

Router

Core Router



MP7500X-10



MP7500X-04



MP7300X-08

Aggregation Router



MP3900X-08



MP3900X-06

Access Router



MP2900X-24/24D



MP2900X-14/14D/14P



MP2900X-04/04D



MP1900X-22



MP1900X-12



MP1800X-50



MP1800X-51

4G Access Router



MP1800X-40



MP1800X-40E



MP1800X-40W



MP1700X-40

Switch

Datacenter VxLAN Spine Core Switch



S8900E-12/10/08/06

Datacenter VxLAN Leaf Switch



S5820-54XQFP



IS580-48XF



S5820-30XQFP



IS580-26XF

Campus Core Switch



S6600A-10/06



IS660-06/04

Aggregation Switch



S4330 Series



IS430-54TGXF



S4230 Series



IS420-36GTXF



S3330 Series



IS330 Series

Access Switch



S3230 Series



IS320 Series



S2300 Series



IS230 Series



IS170 Series



IS160 Series

5G/4G M2M Gateway

Industrial 5G M2M Gateway



STR880-4S



STR880-4SO



STR880-1SR

Industrial 4G M2M Gateway



STR800-4D



STR800-4S



STR800-2SR



STR800-4SO

WLAN

Access Controller



WNC6600-2000



WNC6600-1000



WNC6600-500



WNC6000-200



WNC6600-100

Access Point



WA2600-626



WA2600-620



WA2600-615



WA2600-821



WA2600-815

Access Point (Cloud)



IAP300-626



IAP300-620



IAP300-615



IAP300-821



IAP300-815

Unified Communication

Voice Gateway



VG6500



VG6000



VG2000-X

SIP Server



VC8110



VC8120

IP Phone



VEP600



VEP300

Security

NGFW



MPSec MSG4000-X4



MPSec MSG4000-X1



MPSec MSG4000-G6



MPSec MSG4000-G2



MPSec MSG4000-G1

Application

SD-Controller



SD-WAN



SD-LAN

Management



Matrix View



IOM

AAA Portal

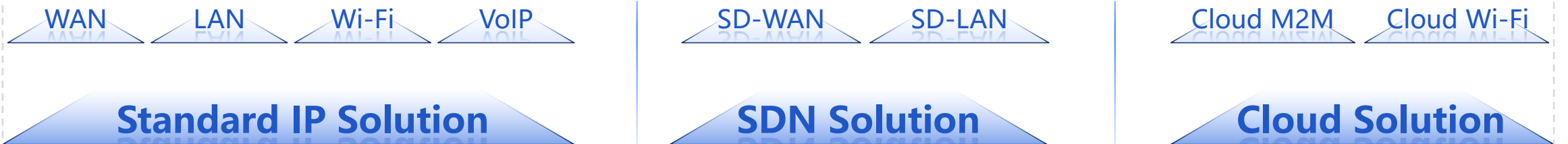


AAS

MAIN SECTOR

Telco/ISP	Bank	Enterprise	Government	Energy	SME
<ul style="list-style-type: none"> -Enterprise Business -FTTH/FTTB Business -Managed MPLS CPE -4G/5G Mobile VPN 	<ul style="list-style-type: none"> - Bank SDN-WAN - Bank SDN-LAN - Bank 4G/5G VPN of ATM - Bank 4G/5G VPN of CCTV - Bank 4G/5G Mobile Office 	<ul style="list-style-type: none"> -Enterprise SDN-WAN -Enterprise SDN-LAN -Enterprise Office Wi-Fi -Enterprise Datacenter -Enterprise VoIP 	<ul style="list-style-type: none"> -Government SDN-WAN -Government SDN-LAN -Government Office Wi-Fi -Government Datacenter -Government Call Center 	<ul style="list-style-type: none"> -Power Substation Network -Oil&Gas Station Network -Energy Office Building Network -Meter 4G/5G M2M DTU -Sensor 4G/5G M2M DTU 	<ul style="list-style-type: none"> -University Campus Network -Hospital Campus Network -Hotel&Resort Cloud Wi-Fi -Chain Store Cloud M2M -Manufactory Cloud M2M

TYPICAL SOLUTION



CHINA MARKET SHARE



FINANCE

Continued to serve the Chinese financial customers for 28 years.

- In the short list of all Chinese Top **5** banks including ICBC, BOC, CCB, ABC, BC;
- **35%** market share of Routing & Switching products for Chinese banks.
- **60%** market share of 3G/4G ATM routers for the banks In China.
- Unique “**Guest Wi-Fi**” solution supplier for ICBC, 1st largest bank in China. Totally **16,000** branches.
- **55%** market share of centralized purchase in PICC, the largest insurance company in China.



TELECOM

Continued to serve the Chinese main operator customers.

- In the short list of Chinese Top **3** operators including China Mobile, China Telecom, China Unicom.
- Largest market share of L3 PoE switch of China Mobile, **20000** units per year.
- **28%** market share of China Mobile enterprise CPE routers, more than **10M USD** per year.
- One of the main router & Switch suppliers for China Telecom and China Unicom.



GOVERNMENT

Continued to served more than 50 Chinese government departments.

- Providing more than **300,000** sets of equipment for Chinese government market
- Largest **VoIP** solution provider in political and legal system, **1M** lines totally.
- Providing **2,000** sets of switches for Chinese State Grid ‘Electric power dispatch system’.
- The largest “**All-By-China**” Routing & Switching product supplier for Chinese government market.



KEY CUSTOMER IN CHINA

Bank



中国工商银行
INDUSTRIAL AND COMMERCIAL BANK OF CHINA



中国农业银行
AGRICULTURAL BANK OF CHINA



中国银行
BANK OF CHINA



中国建设银行
China Construction Bank



交通银行
BANK OF COMMUNICATIONS

Internet



阿里巴巴
Alibaba.com



Baidu 百度

Tencent 腾讯



蚂蚁集团
ANT GROUP



快手

Telecom



中国移动通信
CHINA MOBILE

移动通信专家



中国电信
CHINA TELECOM

世界触手可及



China unicom 中国联通

Energy



中国石油



中国石化
Sinopec



国家电网公司
STATE GRID CORPORATION OF CHINA



中国华能
CHINA HUANENG

Insurance



中国人民保险公司
The People's Insurance Company of China



中国人寿
CHINA LIFE



中华保险
CHINA INSURANCE

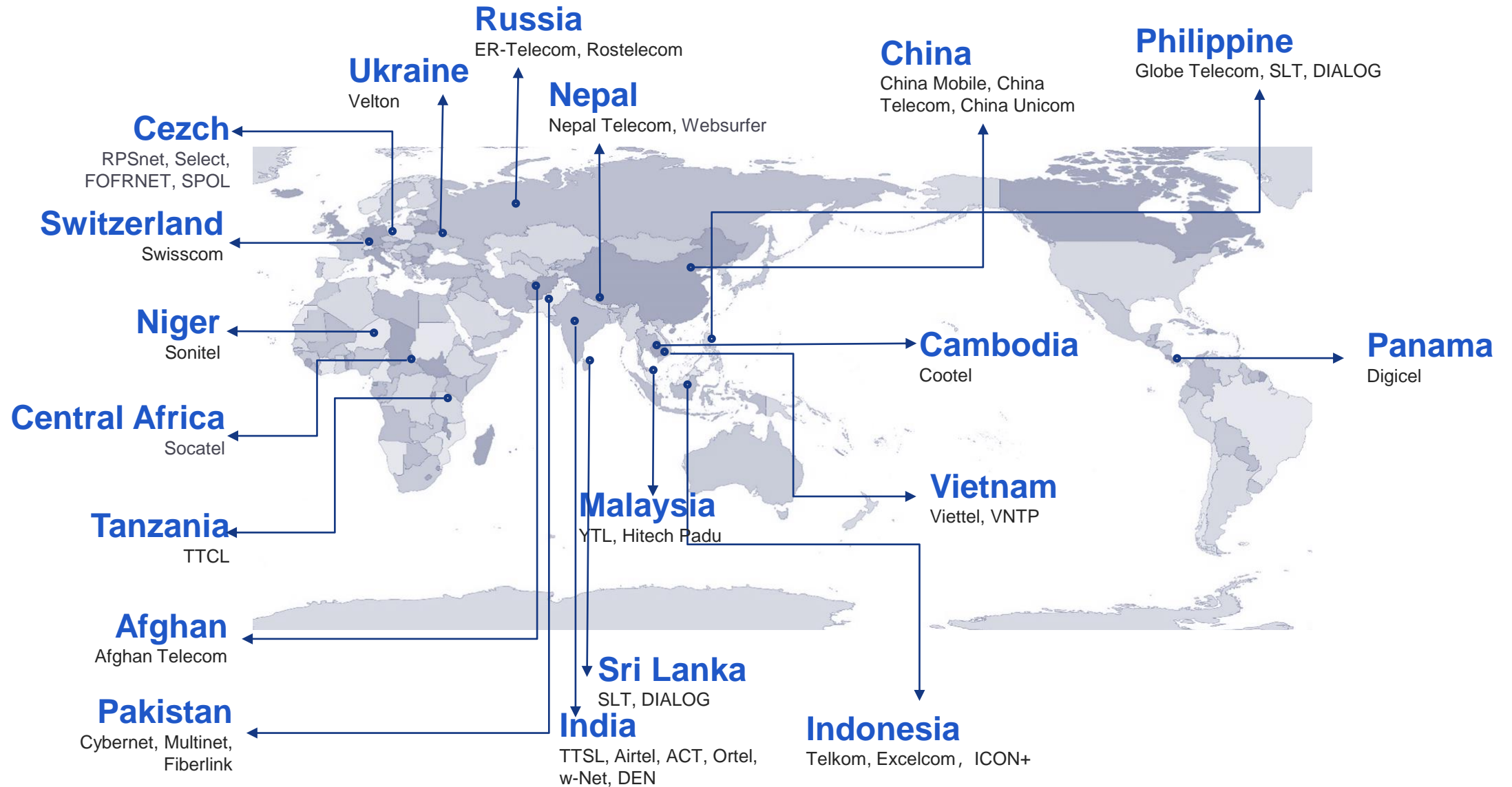
中国平安
PINGAN



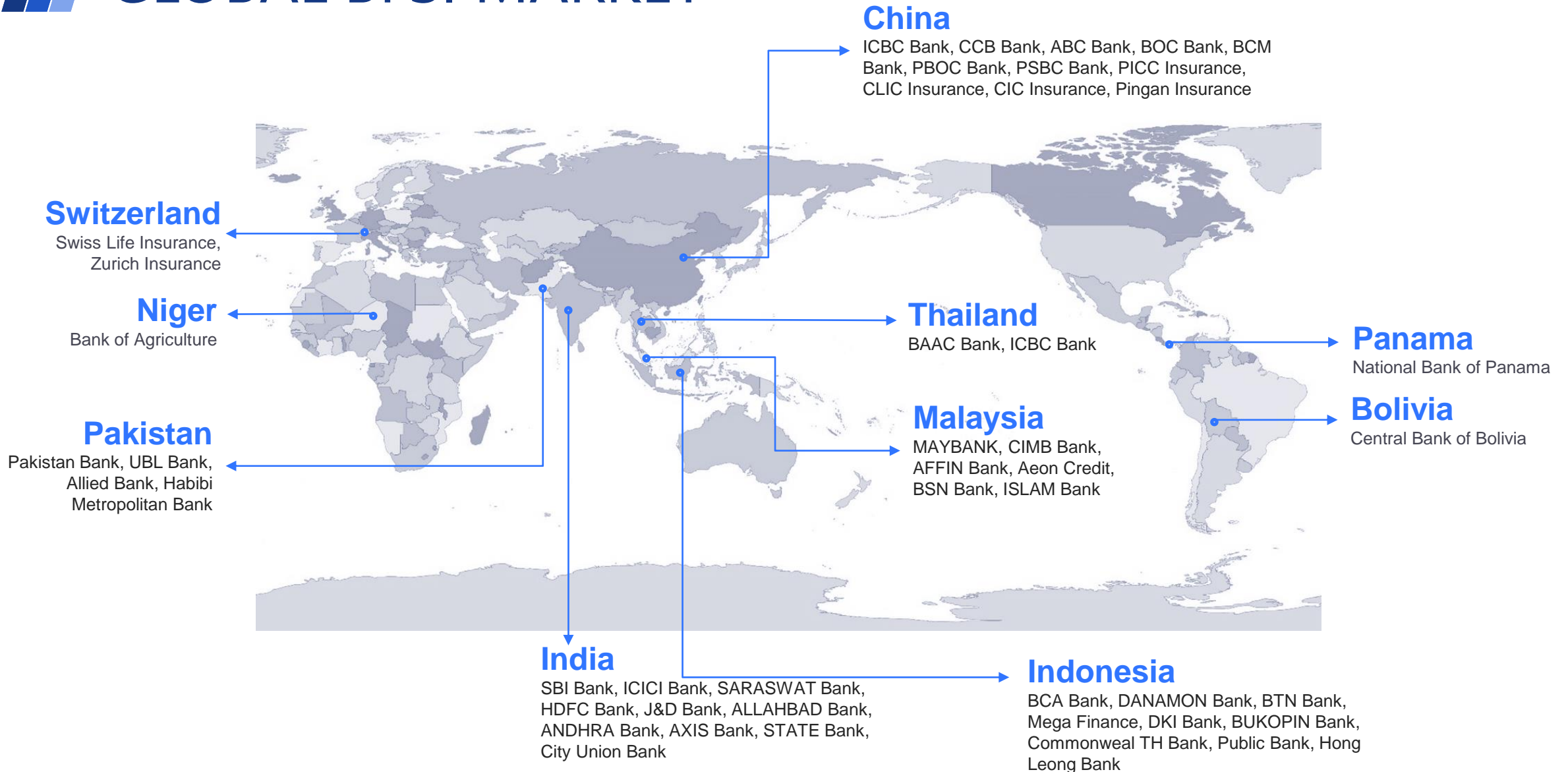
太平洋保险
CPIC



GLOBAL Telecom & ISP MARKET

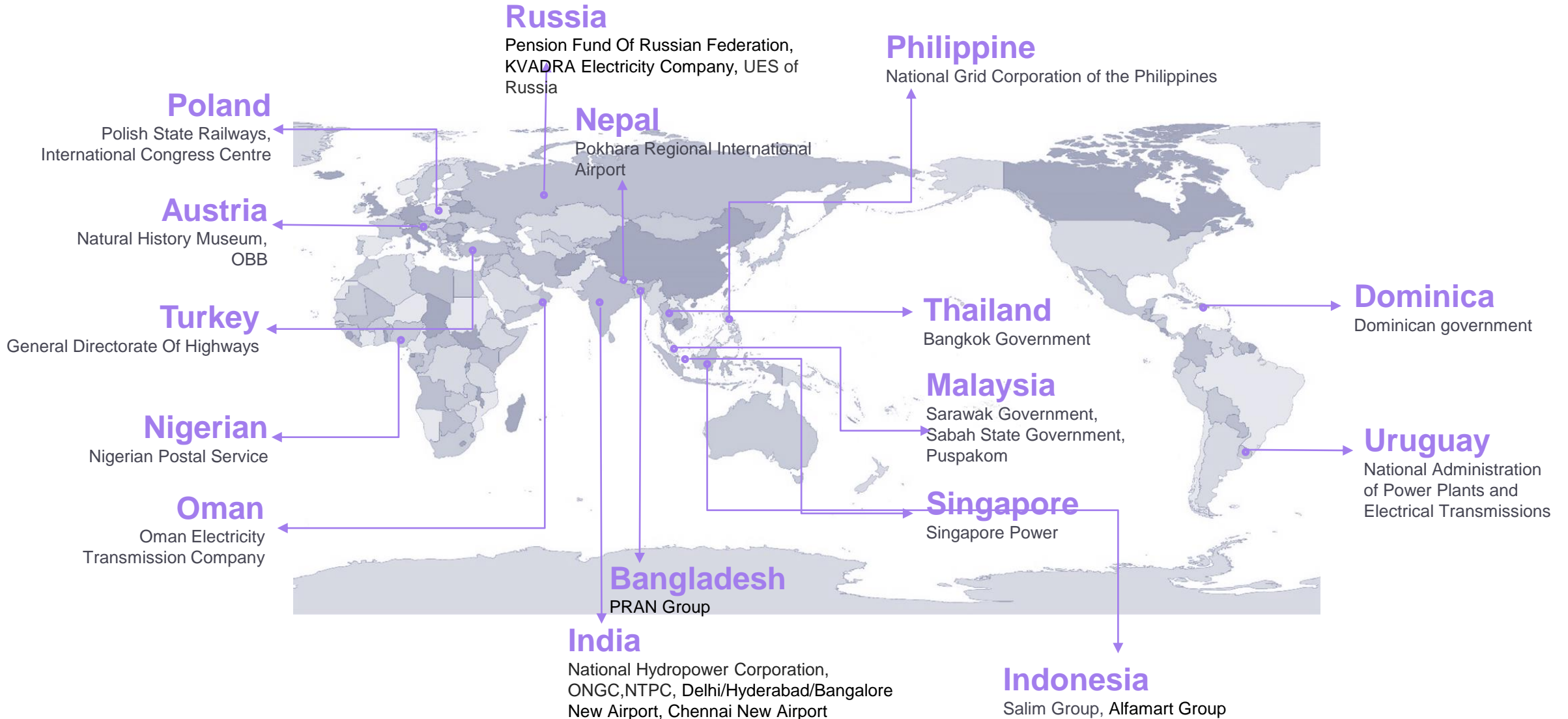


GLOBAL BFSI MARKET





GLOBAL ENTERPRISE & GOVERNMENT MARKET



PARTNER IS LIKE OUR FAMILY MEMBER



THANKS

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