

Huawei and VADition Partner to Target Storage Market

Basingstoke, UK, 4th August 2008 -- Huawei Technologies Co., Ltd. ("Huawei"), a leader in providing next generation telecommunications solutions for operators around the world, today announced it has appointed VADition, the Web 2.0 and social networking Value Adding Distributor, to be the new UK channel partner for its storage products.

Huawei serves 35 out of the 50 major telecommunications operators around the world and will facilitate its rich ICT (Information and Communication Technology) experience to provide world leading product and solutions to the storage market. The partnership between Huawei and VADition will enable UK customers to enjoy a full range of storage products with typical 30%-50% CAPEX and OPEX savings.

"Huawei's advanced technology products are as reliable and as capable as anything in the market today but significantly more affordable," said Barrie Desmond, Business Development Director at VADition. "Huawei allows partners to maintain healthy margins rather than enter a price war, meaning resellers don't need to spend a fortune to acquire accreditation. Huawei's proposition is compelling and sustainable. Partners and end users will enjoy the experience the product delivers and will be amazed by the benefits."

"Huawei has built its reputation by successfully delivering premium solutions to the world's most demanding service providers. This continuous success creates an excellent platform to launch into the storage market," said Simon Emery, Channel Manager at Huawei UK. "VADition has a tremendous reputation in disrupting common thinking and practices by introducing new, innovative and intuitive technologies. VADition's commitment to providing value to its customers, combined

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with Huawei's leading products and reliable service, will drive sales of Huawei's storage products in the UK market."

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About VADition

VADition (www.vadition.com) is a Value Adding Distributor introducing a new wave of technologies to its partners in the UK. These technologies form the basis of its '***Intuitive Technologies***' strategy, a range of Internet inspired platforms and services designed around simplifying increasingly complex and overloaded information infrastructures. The products chosen mirror the self-service behaviour of an increasingly IP savvy society - business and consumer. The characteristics of VADition's chosen vendor partners therefore must demonstrate a belief in new business models embraced within 'Web 2.0', and have designed their technology around 'Self Service' or simplification.

About Huawei Technologies Co., Ltd.

Huawei Technologies Co., Ltd. ("Huawei") is a leader in providing next generation telecommunications network solutions for operators around the world. The company is dedicated to providing innovative and customized products, services and solutions to create long-term value and potential growth for its customers. Huawei's products and solutions are deployed in over 150 countries and serve 35 of the world's top 50 operators, as well as over one billion users worldwide.

For more information, please visit www.huawei.com