



China and SE Asia Mission – April 2015

Meeting / Event Briefing Note

CLIFF: 14243

WHO: Minister Teresa Wat and Delegation
Huawei Management Representatives –Mr. Frank Miller, Global CTO for MSO
(华为技术有限公司)
BC company representatives:
Ballard - Mr. Michael Kwei, Country Manager, China
Istuary Innovation Group –
Mr. Ethan Sun, President
Mr. Stam Liu, Senior Manager
Star Solutions - Mr. AN Bo, General Manager
Linquet - Mr. Kevin Lockwood, Director of Hardware Engineering
Fireswirl – Mr. Tony Lau, CEO & Mr. Hanson Xue, VP Operations
Pelesys– Mr. LI Xiaonan, Sales Director, South China
Web Presence in China – Mr. Jacob Cooke, CEO

WHERE: Showroom Tour: Huawei Enterprise ICT Exhibition Hall, 4F, Building G1
Meeting: Huawei VIP Meeting Room J3-104, Executive Training Centre,
Bantian, Shenzhen

ISSUE/DISCUSSION:

- s.13
- To promote BC ICT and hi-tech companies.
- s.13
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KEY MESSAGES:

- BC is Canada's Pacific Gateway and third largest province, home to the internationally recognized city of Vancouver, and home to world ranked universities like the University



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of British Columbia (ranked 30th). BC is an ideal place and market for ICT companies to establish research and development facilities.

- BC places a high level of importance on ICT and the hi-tech industry, and has strong advantages in advanced technologies – both in research and commercialization led by a number of BC's leading academic institutions and research facilities.
- The BC technology industry encompasses over 9,000 companies with the majority being small to medium enterprises (SMEs). It generates \$15 billion in GDP and creates over 84,000 jobs in BC. The industry has become a critical economic engine and plays an essential role in the province's diversified economy.
- BC's wireless tech sector is diversified and known for its innovation. It includes companies active in Internet-of-things (machine-to-machine), software and app development, sensors, social media, e-commerce, and security.
- Opportunities are abundant for partnering in BC, including technology transfer, sponsored research and other joint research projects.
- s.13

BACKGROUND:

- Huawei is a privately held, employee-owned leading provider of customised telecom solutions to companies across the globe.
- In 1987, Ren Zhengfei (任正非), an ex-People's Liberation Army officer, incorporated the company in Shenzhen with a registered capital of 21,000 RMB. Over the years the company has developed into a leading manufacturer and provider of communications equipment. Huawei's products have been used by 45 of the top 50 telecom companies in over 100 countries and have served the communication requirements of approximately one-third of the global population.
- To-date, Huawei has set up 16 research institutes, including Canada, Germany, Sweden, USA, India, Russia, Japan, Turkey, and China; and employed 70,000 researchers, which accounts for 45 percent of employees. Huawei has 28 joint innovation centres and 45 training centres globally. Huawei's products and solutions are utilized in over 170 countries.



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- In 2013, Huawei's annual sales revenue amounted to \$CAD 4 billion, an 8.5 percent increase over the previous year.
- Advantage BC's former President, Mr. Bruce Flexman, met Huawei's finance team in 2012.
- Huawei first established a Canadian office in 2008 in Markham, Ontario. Since that time, Huawei Canada has grown to over 450 employees. In addition to the corporate headquarters in Markham, Huawei operates a major Research & Development (R&D) Centre in Ottawa, Ontario, and has offices in Montreal and Edmonton.
- Huawei's core businesses in Canada range from Telecom Network Infrastructure, Applications and Software, Professional Services, to Enterprise and Devices. Huawei works with many of Canada's leading telecommunications service providers, including TELUS, Bell, Sasktel, WIND Mobile and Videotron. About 90% of Huawei Canada's employees have been hired locally.

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- Huawei Enterprise ICT Exhibition Hall floor space takes up about 3000 square meters. Huawei's company development, technology, product, services, solutions are exhibited in the other areas, which the group will not visit due to time constraints. The Showroom tour takes about 30 minutes with a group photo at the end.

ADDITIONAL INFORMATION:

Program in Huawei:



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11:00 Arrive at Huawei

11:00 – 11:20 Showroom Tour

11:30 – 12:00 Meeting with Huawei Management Representative

12:00 – 13:00 Lunch with Huawei

13:00 Depart to BGI company

Huawei's History in Canada

2012

- Third Global MBB Forum was held in Vancouver.
- Signed agreement with SaskTel to launch a TDD-LTE fixed wireless trial in Saskatchewan
- Selected as host of 2012 Huawei Global Mobile Broadband Forum, to take place in Vancouver in September 2012.
- Announced the launch of LTE wireless network across Canada for Bell as witnessed by Prime Minister Stephen Harper during the Canada-China Trade Mission in Beijing.
- Announced the launch of LTE wireless network across Canada for TELUS as witnessed by Prime Minister Stephen Harper during the Canada-China Trade Mission in Beijing.
- Opened Huawei-TELUS Innovation Centre for Enterprise Cloud Services at the Carleton University Faculty of Engineering in Ottawa.

2011

- Announced a \$1.4 million partnership with TELUS and the Carleton University Faculty of Engineering for the creation of the Huawei-TELUS Innovation Centre for Enterprise Cloud Services.
- Launched Canada's first wide band AMR service for WIND Mobile using Huawei Core Network.
- Unveiled Cloud Computing Strategy for North America.



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- Signed MOU with TELUS to create and maintain Joint Innovation Centre in Canada.
- Signed MOU with Bell to create and maintain Joint Innovation Centre in Canada.
- Opened new Canadian headquarters in Markham, Ontario.

2010

- Opened Ottawa Research & Development Centre.

2009

- Deployed HSPA network across Canada for Bell utilizing Huawei's leading SingleRAN solution and base stations.

2008

- Opened head office in Markham, Ontario.
- Selected by Bell Mobility and TELUS of Canada to deploy North America's first LTE-oriented HSPA network.

Appendix1: BC Company Profiles

CONTACT:

Cathy Yao, Managing Director
BC International and Trade Office, South China
Mobile: s.15,s.17



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Appendix 1: BC Company Profiles

Ballard Power Systems Inc.

Ballard Power Systems offers a comprehensive portfolio of complete, proven fuel cell power generation solutions that can be implemented rapidly and easily, and provides end-to-end support for a range of application requirements. Ballard fuel cell products feature high fuel efficiency, low operating temperature, low noise and vibration, compact size, quick response to changes in electrical demand, modular design and environmental cleanliness. We provide our customers with the positive economic and environmental benefits unique to fuel cell power.

Ballard designs and manufactures market-leading clean energy PEM (proton exchange membrane) fuel cell stacks, power modules as well as complete systems for both stationary and motive power applications.

Ballard's main objectives for joining BC ICT Mission are to present Ballard's innovative fuel cell technology and business plan to Chinese potential customers, partners and investors, and looking to meet with telecom network operators to explore opportunities for deploying fuel cell backup power systems as an alternative to diesel generators or batteries.

Istuary Innovation Group

Istuary innovation Group (Istuary) is a Canadian pioneer in building international incubation platforms for technology innovations and start-ups. The company is uniquely structured and positioned to integrate technology research, venture capital and business consulting into a unified growth platform. The goal of the company is not only to foster the most innovative start-ups to achieve business successes globally, but also to establish a bridge between North American and Asia, to connect entrepreneurs, exchange technology resources, and gather funding between markets wherever desired.

Istuary enjoys an extraordinary growth since its inception. In current stage, the company has over 60 staffs in headquarter in Vancouver Canada and Seattle in USA, while 130 employees in six different branches in China e.g. Guangzhou, Hangzhou, Beijing, Shanghai, Ningbo, Shenzhen. In the next two years, Istuary incubation centres will further expand into Toronto Canada, Los Angeles USA, and five more cities in China. As Istuary grows, it aims to cultivate more and more Canadian entrepreneurs into global leaders of tomorrow, and turn their ideas into successful and sustainable global business.



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Pelesys Learning Systems

Pelesys Learning Systems is a global leader and provider of Training and Learning Management Solutions to Airlines, Training Organizations, OEM's and MRO's. Our proven track record provides organizations with cost-effective, robust, enterprise-wide training management solutions.

Our training solutions and consultancy services deliver targeted training and e-Learning to meet specific organizational objectives and business needs.

Pelesys' Training Management and Deployment System (TMDS) encompass all aspects of training from classroom and simulator scheduling, curriculum / content development and deployment, electronic grading, qualifications, and notifications and reporting. It enables an organization to schedule and deliver their training efficiently while ensuring regulatory compliance, reducing operating costs and introducing automation to existing work processes.

All Pelesys' products and training solutions have been approved for use in accordance with regulatory agencies around the world including EASA, FAA, CAA, CAAC, GCAA, and Transport Canada. For over 15 years we have provided dependable, reliable, and consistent training solutions designed to achieve the training objectives of the aviation industry. Our system components provide ease of use, compatibility, access flexibility, and scalability to accommodate unlimited user growth.

Star Solutions International Inc

Star Solutions International Inc. is the pioneer in ALL-IP based wireless infrastructure technologies. For over 20 years, Star Solutions has been a global leader in network infrastructure products with a core mission to enable CDMA and GSM and LTE wireless operations to reach their customers using Internet Protocol Technology.

With the costs of deploying, managing and growing a wireless network higher than ever, our products deliver voice and broadband data services to CDMA2000® and GSM/GPRS and LTE mobile users, including solutions that address rural mobile, enterprise in-building, cruise ship, portable and military applications. Our distributed network architecture delivers, and does so more cost-effectively than ever before. Whether project is deploying an end-to-end solution with scalable and modular platforms or you are looking for best-of-breed, cost-effective solutions, Star Solutions may be able help company lower the total cost ownership.



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Linquet

Linquet is an innovative Internet of Things company focused on linking your real world to you and to the people and places in your life. Its mission is to create a truly linked world where every object smartly helps improve your life, no matter where you are or what's important to you.

There are more than 1.9 billion Smartphone users in the world and the average person wastes up to 50 minutes per day looking for their personal items; that's 14 days per year, and three years every lifetime!

Linquet began its journey by solving this frustrating problem for Smartphone users and introduced the first cloud-based anti-loss solution for phones and valuables (e.g. keys, wallet, bikes, and pets). Now we're spreading the magic of the lot to other aspects of our lives to empower anything from Sharing Economy to Smart Homes and Smart Cities. Linquet distribution partner can arrange from phone manufactures, insurance and pet/child safety companies all the way to large telecom and e-commerce corporations.

Fireswirl Technologies Inc

Fireswirl ---- Best Ecommerce Partner for International Brands to Enter China

Recognizing the challenges of setting up an ecommerce operation, Fireswirl introduces a robust partnership model for international brands to quickly break into the lucrative Chinese ecommerce market.

Top-tier international brands have chosen Fireswirl as their ecommerce operation partner in China. Fireswirl is the sole operator of the official online store for Toys“R”Us, HTC, BMW Mini, Motorola, Logitech and many other brands in the country.

With a dynamic ecommerce platform and an experienced operations team, Fireswirl maintains a proven model for helping brands launch their official online store and manage online sales channels efficiently in China.

Fireswirl has helped major international brands to launch and *operate* their China Official Online Store with short deployment cycle, quality customer service, high sales-conversion rate and high customer satisfaction ratings. The results: fast market penetration, strong Internet brand presence and measurable sales growth.

Web Presence in China

Web Presence In China is an independent full service digital marketing firm headquartered in Beijing, China. WPIC provides western service standards in digital and data applications—SEO, SEM, PPC, content strategic, analytic data scraping, website/mobile design and compliance set-up.



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Web Presence In China works with foreign brands and companies in developing sound online strategies in China's internet and ecommerce marketplace.

WPIC utilizes data-driven insights and applications to generate customer leads, sales revenue and brand equity.





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Visit to Huawei Technologies

CLIFF:

WHO: Honourable Premier Christy Clark and BC Government Official delegates
UBC and Telus representatives
One Senior Executive from Huawei HQs
Mr. Sean YANG, President of Huawei Canada
Mr. Scott BRADLEY, Vice-President Corporate and Government Affairs, Huawei Canada

WHERE: Showroom Tour- Huawei Show Room in Huawei R&D Building
Meeting - Huawei VIP Meeting Room

WHY: s.13
s.13 To promote BC ICT industry, and to establish business linkages and explore potential cooperation with Huawei

GIFT: Yes, Huawei plans to present PCC a premium smart phone, which is going to be launched in Canada soon

ISSUE/DISCUSSION:

- To understand Huawei's current development and strategy in British Columbia
- To promote BC ICT and hi-tech industry s.13
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KEY MESSAGES:

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establish research and development facilities.

- BC places a high level of importance on ICT and the hi-tech industry, and has strong advantages in advanced technologies – both in research and commercialization led by a number of BC's leading academic institutions and research facilities.
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(Please ask David Collier to add his comments)

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- Huawei was recently awarded a major contract with major Canadian carrier ROGERS as a second vendor. As part of this contract, Huawei will be building the next generation wireless network for ROGERS in British Columbia. The “build” office will be in Vancouver, with about 20 people, for the next two years. Roughly half of these staff will be from Huawei’s HQ to help deploy the network. Following the successful build of the network, Huawei will have a BC-based support office of 8-12 full time Huawei Canada employees.
- Mr. Ken HU, Deputy Chairman and Rotating CEO of Huawei, visited BC and had meeting with BC government on September 29th, 2015.
- In May 2015, followed Minister Wat’s visit, BC’s Guangzhou Office accompanied BCSRA - Mr. Ben Stewart and met with two executives of Huawei in Shenzhen, Scott Bradley, Vice President Corporate and Government Affairs of Huawei Canada and James Lockett, Vice President, Head of Trade Facilitation and Market Access at Huawei HQs, to further discussed Huawei’s development plan in BC.
- Minister Wat led a BC technology company delegation to Huawei's HQ in Shenzhen during her trade mission in April 2015. This included a tour and meeting with the Head of Huawei Canada to explore potential business opportunities for BC companies. This was organized by BC’s Trade and Investment office in Guangzhou, which has a relationship with Huawei in both Shenzhen and Ottawa.
- BC's Guangzhou office has had frequent contact with Huawei HQ in Shenzhen, invited Huawei to attend BC events in Shenzhen and Guangzhou, and has introduced BC companies to Huawei. BC's Guangzhou office has also provided BC Tax Credit information to Huawei to assist with their investment decisions.
- In 2013, Huawei’s annual sales revenue amounted to \$CAD 4 billion, an 8.5 percent increase over the previous year.
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In addition to the ROGERS contract and build out of an office in Vancouver, ^{s.13}
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ADDITIONAL INFORMATION:

Bio of Mr. Sean YANG,

Bio of Mr. Scott BRADLEY

(Coming soon...)



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Program in Huawei:

09:30	Arrive in Huawei
09:30 – 09:45	Showroom Tour, highlight relationship between BC and Huawei, presented by Sean YANG, President of Huawei Canada
09:45– 10:15	Meeting with Senior Executive of Huawei
10:15	Gift exchange
10:15 – 10:30	Move to corridor for Signing Ceremony, MC – Scott Bradley, VP Huawei Canada Including two Signings: Huawei –Telus and Huawei - UBC
10:30	Depart

Huawei's History in Canada

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2011

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- Unveiled Cloud Computing Strategy for North America.
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- Opened head office in Markham, Ontario.
- Selected by Bell Mobility and TELUS of Canada to deploy North America's first LTE-oriented HSPA network.

SPEAKING NOTES: *No*

CONTACT:

Cathy Yao, Managing Director
BC International and Trade Office, South China
Mobile: s.15,s.17



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Corporate call with Huawei

Ref:

Mr. Scott Bradley
Vice-President Corporate and Government Affairs
Huawei Canada
303 Terry Fox Drive, Suite 400
Ottawa, Ontario K2K 3J1

Dear Mr. Bradley,

Thank you for meeting with me and the members of our delegation during my recent trip to Shenzhen. I appreciated the hospitality offered by you and your team, and I particularly enjoyed the tour of the Huawei campus and the opportunity to learn more about your operations and advanced technologies.

Our meeting provided an opportunity for British Columbia (BC) ICT delegates - including Istuary, Star Solutions, Linquet, Roadhouse Interactive, Fireswirl, Pelesys, HQ Vancouver and Simon Fraser University - to present to you their products and services. I hope that this exchange of information and ideas can give rise to future partnerships.

I congratulate Huawei on the contract with Rogers to build the next generation wireless network in BC, and I am pleased to learn of Huawei's plans strengthen its presence in our province by opening a support office in the near future.

Please do not hesitate to contact me, or Ministry of International Trade staff, should there be anything you need in regards to support for your activities in BC or in facilitating collaborative opportunities with BC companies.

Sincerely,

Teresa Wat
Minister

From: [MacLeod, Rebecca MIT:EX](#)
To: [Zhu, Raymond JTT:EX](#); [Pearson, Barbera AG:EX](#)
Subject: RE: MTW- Thank you letters
Date: Friday, April 24, 2015 10:36:05 AM
Attachments: Mr. Scott Bradley - Corporate Call with Huawei - Draft 2 - April 22nd.docx

Here is letter with my edits.

I put in a blurb about the contract with Rogers... not sure if that's appropriate.

From: Zhu, Raymond MIT:EX
Sent: Friday, April 24, 2015 10:35 AM
To: MacLeod, Rebecca MIT:EX; Pearson, Barbera MIT:EX
Subject: FW: MTW- Thank you letters

Hi Rebecca and Barb,

Do you have an updated thank-you letter to Huawei that you can share with me?

Thanks,

Raymond

From: Irwin, Paul MIT:EX
Sent: Monday, April 20, 2015 2:57 PM
To: MacLeod, Rebecca MIT:EX; Pearson, Barbera MIT:EX
Cc: Yelovatz, Maureen MIT:EX; Eidsness, Greg MIT:EX; Zhu, Raymond MIT:EX
Subject: FW: MTW- Thank you letters

Rebecca and Barb,

I understand that you might have some capacity to assist with finalizing MTW thank you letters. Attached are basic letters from Cathy Yao, re. the Shenzhen meetings. I'm hoping you can connect these with the addresses listed in the summary report for Shenzhen (which you have) and finalize.

Greg, here's an example of what Cathy provided.

Thanks

Paul

From: Yao, Cathy -GUANGZHOU -MD [<mailto:cyao@britishcolumbia.ca>]
Sent: Thursday, April 16, 2015 2:15 AM
To: Zhu, Raymond MIT:EX; Irwin, Paul MIT:EX
Subject: MTW- Thank you letters

Attached are drafted thank you letters. Please polish and send us the final versions, thanks.

Cathy

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pc; Mr. Clark Roberts,
Assistant Deputy Minister
International Business Development
Ministry of International Trade

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