

User Case: Leading Position in Multiple Market Segment



Education

Manufacturing

Retail

Hotel

Venue

Healthcare

No.1 Market Share

IDC 2022Q4

Serving 2,000+universities
60,000+wireless classroom

Northeastern University
13,000 Wi-Fi 6 AP

Nanjing University
11,000 Wi-Fi 6 AP

Southwest University of
Political Science & Law
10,000 Wi-Fi 6 AP

ZhongShan University
5,500 AP Wi-Fi 6 AP

Lanzhou Jiaotong
University
5,200 Wi-Fi 6 AP

Beijing Education
Committee
50,000 AP

Hangzhou Education
Committee
20,000 AP

Anhui Education
Committee
19,634 AP

Gansu Educaiton
Committee
10,024 AP

Suizhou 9600AP

Yuncheng 9060AP
Qingdao 5595 AP

No.3 Market Share

IDC 2022Q4

Automobile industry:
Beijing Automotive
Geely Auto
Qingling Motors
Chery Automobile Co. Ltd.
King Long United Automotive

JAC motors
Toyota
FAW-Volkswagen Automobile
China FAW
BYD

Pharmaceutical:
Chongqing Hua Pont
Simcere Pharmaceutical Group
YanAn Bicon
Xiuzheng Pharmaceutical
Group
CSPC Pharmaceutical Group

No.3 Market Share

IDC 2022Q4

**Smart community
in real estate industry:**
Evergrande, Country
Garden, R&F, China
Overseas

**In express logistics
industry:**
SF Express National
Distribution Center
ZTO

Electronic information:
OPPO, VIVO, BYD,
Sunwoda, Lens
Technology, BOE,
Changhong Group, etc.

No.1 Market Share

IDC 2022Q4

2,000+four-five star
hotels&10,000+chain
hotels

Huazhu Hotels Group
200,000 AP

Home Inn 100,000 AP

A Tour Hotel
40,000 AP

Jinjiang Hotels
20,000 AP

WANDA Hotels &
Resorts 10,000 AP

High Density Scenario with tens of thousands of participants

Alibaba Cloud
Conference
60,000 participants

Ruijie booth at MWC
60,000 pasrticipant

He Long Sports Centre
Stadium 55,000
participants

Tencent Global Partner
Conference
13,000 participants

GITC 13,000
participants

No.3 Market Share

IDC 2022Q4

Lanzhou University First
Hospital
2240 Wi-Fi 6 AP (under
implementation)

Huashan Hospital
1,000 AP

Zhejiang Cancer Hospital
916 APs

Tongji Hospital 400 AP

Hubei Provincial People's
Hospital 300 AP

Laoshan Branch of the
Affiliated Hospital of
Qingdao University School
of Medicine 280