

## Huawei and ESI Sign a Memorandum of Understanding to Foster Innovative HPC Solutions to Accelerate Industrial Manufacturing

Paris, France – September 8, 2016 – [ESI Group](#), leading innovator in [Virtual Prototyping](#) software and services for manufacturing industries worldwide, signed a Memorandum of Understanding (MoU) with [Huawei](#), a leading global information and communications technology (ICT) solutions provider. The signature ceremony took place during the event HUAWEI CONNECT 2016 in Shanghai, China on September 1, 2016. The two parties will collaborate on High-Performance Computing (HPC) and cloud computing to provide innovative industrial manufacturing solutions for customers in China and worldwide. They also jointly released a white paper on the Huawei HPC platform-based ESI [Virtual Performance Solution \(VPS\)](#), a leading software solution used by industrial OEMs and their suppliers in order to test virtually all aspects of their product performance, including crash and safety. Often demanding large simulation models to achieve high levels of precision and predictive capabilities, VPS users greatly benefit from Huawei's robust and efficient IT platforms, and the work done by Huawei and ESI to optimize the way their products work together.



Image: ESI and Huawei representatives at the ceremony

Also a focus at [HUAWEI CONNECT 2016](#) and important to the collaboration between Huawei and ESI, ESI's virtual reality solution, [IC.IDO](#), enables the Huawei HPC platform to provide customers with digital equipment room layouts that are of a 1:1 proportion to those of the physical environments. Leveraging the virtual reality technology, designers can keep improving virtual prototypes during product R&D to reduce the need for physical prototypes, which results in a dramatic reduction in design costs and shorter product development cycles.

The MoU signed by the two parties includes multiple cooperation plans. One is to build a joint innovation center in Munich, Germany to enable the two parties to validate innovative cloud computing and HPC solutions based on ESI's industrial simulation test applications and Huawei's leading IT products and platforms. Another is to build a global experience center in Hangzhou, China that will allow customers to experience the latest products and service training sessions. The two parties also agreed to initiate a series of cooperation projects worldwide to jointly promote and deliver innovative cloud computing, HPC product R&D, simulation, and data analytics solutions. All these cooperative efforts will provide global customers with innovative R&D technologies to help them address challenges brought by the ongoing exponential growth of ICT technology.



Image: Zheng Yelai addresses the ceremony audience

Commenting at the MoU signing ceremony, **Zheng Yelai**, President, Huawei IT Product Line, said: *“The ongoing digital transformation of industrial manufacturing demands enterprise-level IT solutions that are more intelligent, efficient, and convenient, especially in the HPC domain. Upholding the core values of openness, cooperation, and win-win, Huawei consolidates resources and capabilities of all its industrial partners to provide more powerful industrial manufacturing solutions for customers to help them succeed.”*

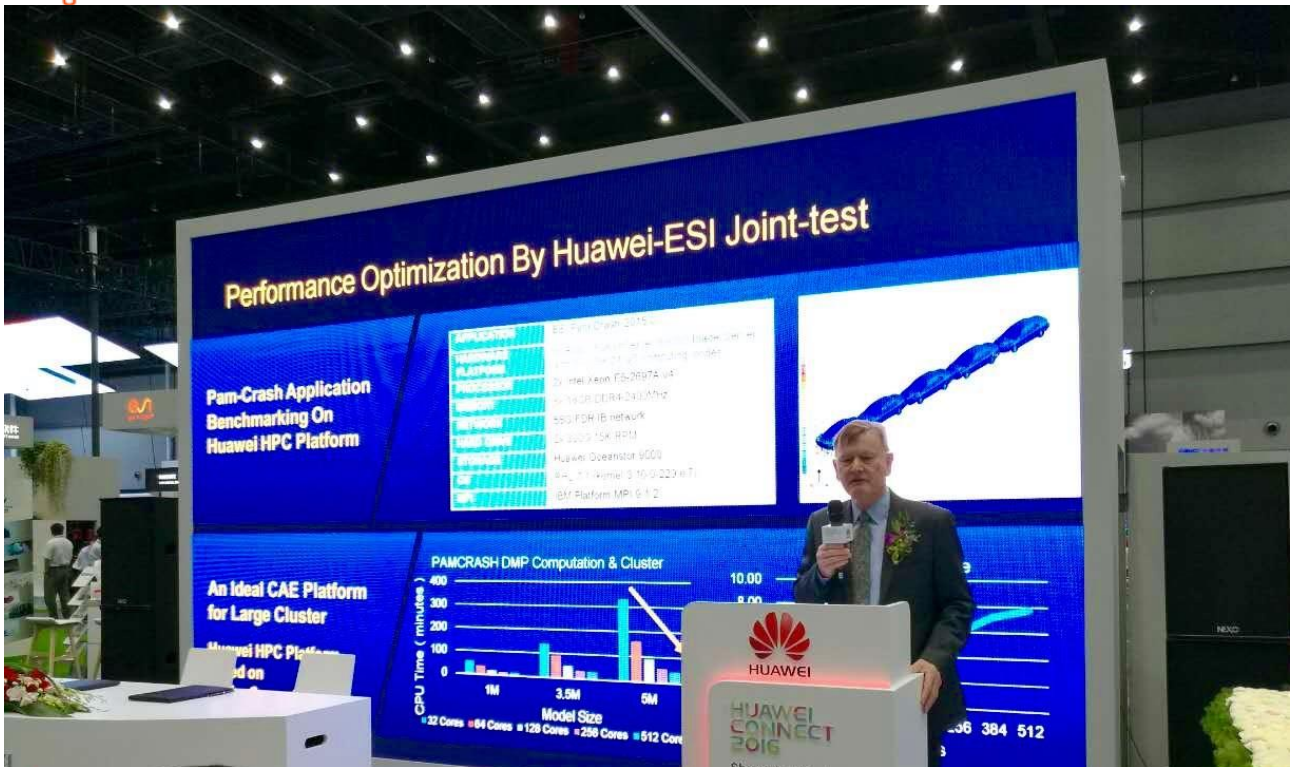


Image: Christopher St. John speaks at the ceremony

**Christopher St. John**, ESI COO, said: *“ESI is delighted to have built an important partnership with Huawei over the past year, started as we collaborated to meet the HPC needs of a mutual customer in China. Initiated in China, where we have served international and domestic customers since 2004, we have been excited to discover a new global business partner with an aligned understanding of how enterprises of all scales can benefit from the virtualization of their product development processes. Teaming up to define and deliver public and private cloud based platforms for collaborative virtual prototyping, big data analytics, machine learning and more, we are together able to address the diverse needs and ambitions of our customers. Importantly we have the same sense of urgency and commitment to innovation.”*

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## About ESI Group

[ESI Group](#) is a leading innovator in Virtual Prototyping software and services. Specialist in material physics, [ESI](#) has developed a unique proficiency in helping industrial manufacturers replace physical prototypes by virtually replicating the fabrication, assembly and testing of products in different environments. Today, coupled with Virtual Reality, animated by systems models, and benefiting from data analytics, [Virtual Prototyping](#) becomes immersive and interactive: ESI's clients can bring their products to life, ensuring reliable performance, serviceability and maintainability. ESI solutions help world-leading OEM's and innovative companies in making sure that their products will pass certification tests, before any physical prototype is built, and that they will deliver competitive products to their markets. ESI's Virtual Prototyping solutions address the emerging need for products to be smart and autonomous and support industrial manufacturers in their digital transformation.

Today, [ESI's](#) customer base spans nearly every industry sector. The company employs about 1100 high-level specialists worldwide to address the needs of customers in more than 40 countries. For more information, please go to [www.esi-group.com](http://www.esi-group.com).

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## About Huawei

Huawei is a leading global information and communications technology (ICT) solutions provider. Our aim is to build a better connected world, acting as a responsible corporate citizen, innovative enabler for the information society, and collaborative contributor to the industry. Driven by customer-centric innovation and open partnerships, Huawei has established an end-to-end ICT solutions portfolio that gives customers competitive advantages in telecom and enterprise networks, devices and cloud computing. Huawei's 170,000 employees worldwide are committed to creating maximum value for telecom operators, enterprises and consumers. Our innovative ICT solutions, products and services are used in more than 170 countries and regions, serving over one-third of the world's population. Founded in 1987, Huawei is a private company fully owned by its employees.

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