



# Ruijie Networks Company Profile

# About Ruijie



**59** branches (covering 14 countries abroad)



**10,000+** partners



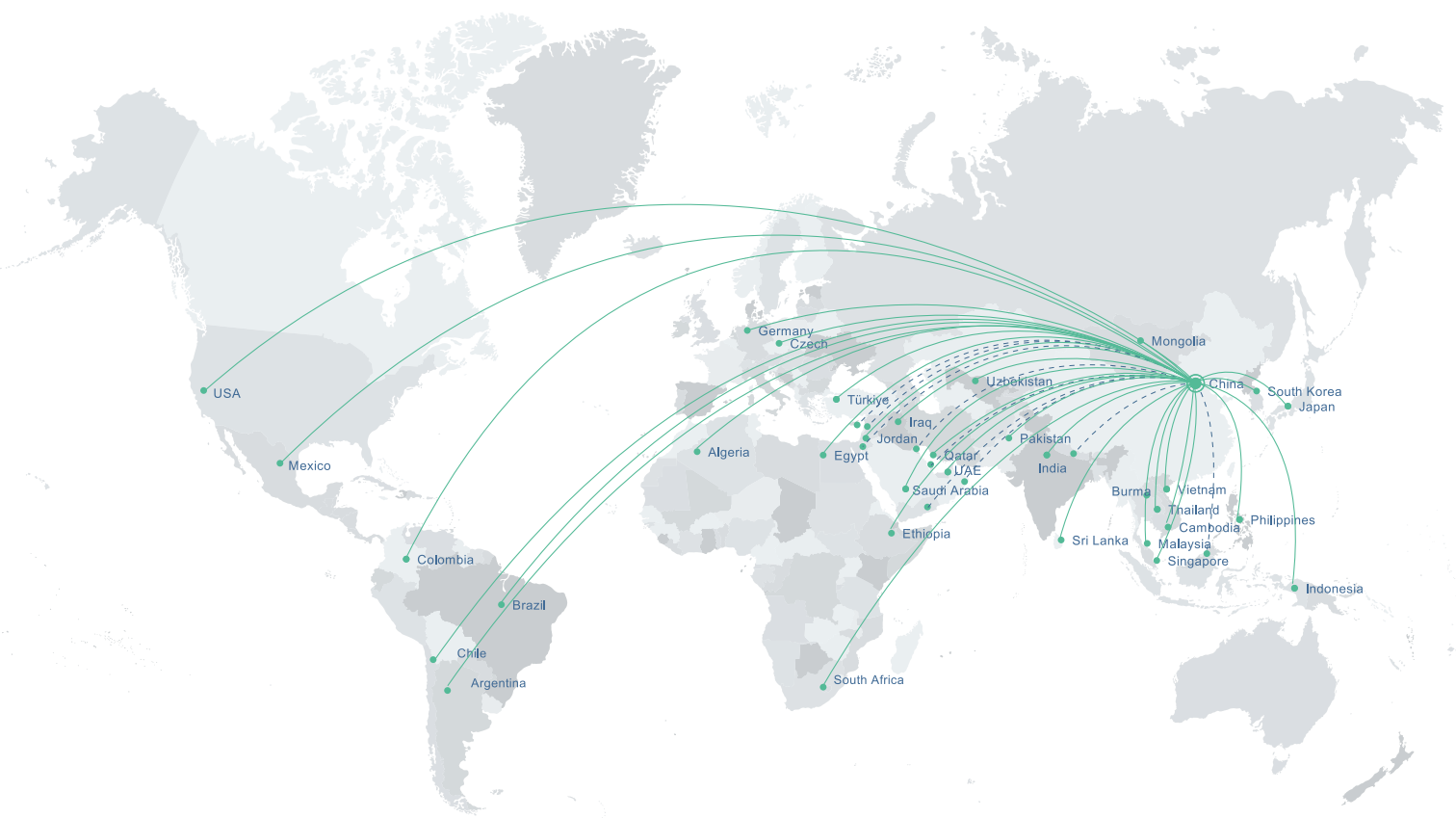
**6** R&D centers **2** operation centers



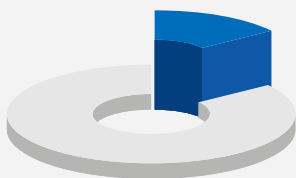
**5000+** employees



Business covering **50+** countries and regions



## Independent R&D and Constant Innovation



**16%** of sale revenues invested in R&D



**30%** of R&D funds invested in pre-research



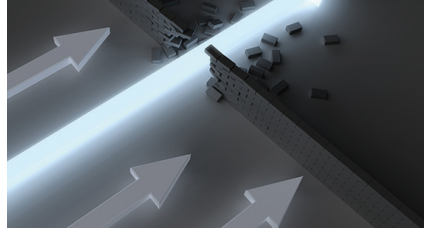
**50%** of personnel assigned to R&D

# Ruijie Scenario-based Innovation



## Diving Into Scenarios

Ruijie conducts in-depth analysis of real scenarios, pays attention to users' application needs and experience, and brings experience innovation to these scenarios.



## Finding "Troublesome" Pain Points

Pain points imply opportunities. Ruijie thinks from the user's perspective, experiences and analyzes their pain points, and then innovates to solve real issues for customers.



## Providing "Simplified" Solutions

Ruijie develops simple solutions that directly target users' pain points, simplify complex application scenarios, and standardize complex technologies.

# Ruijie Achievements

- **No.1 in Wi-Fi 6 product shipment**

Source: Tracking Report on the Chinese Enterprise-class WLAN Market of IDC in 2019, March 2020

- **No.2 market share in the Chinese enterprise-class WLAN market**

Source: Tracking Report on the Chinese Enterprise-class WLAN Market of IDC in 2019, March 2020

- **No.3 market share in the Chinese Ethernet switch market**

Source: Tracking Report on China's Ethernet Switches of IDC in 2019, March 2020

- **Recognized in Gartner's Magic Quadrant for Wired and Wireless LAN Access Infrastructure**

Source: Gartner 2020

# Gartner Recognition

## / Top 5 Global Market Share /

### Strength

- **Aggressive Cloud Management Strategy:**

The free Ruijie cloud solution excludes licensing costs, regardless of the number of devices managed

- **Advanced Network Technologies:**

This includes automation and policy enforcement capabilities.

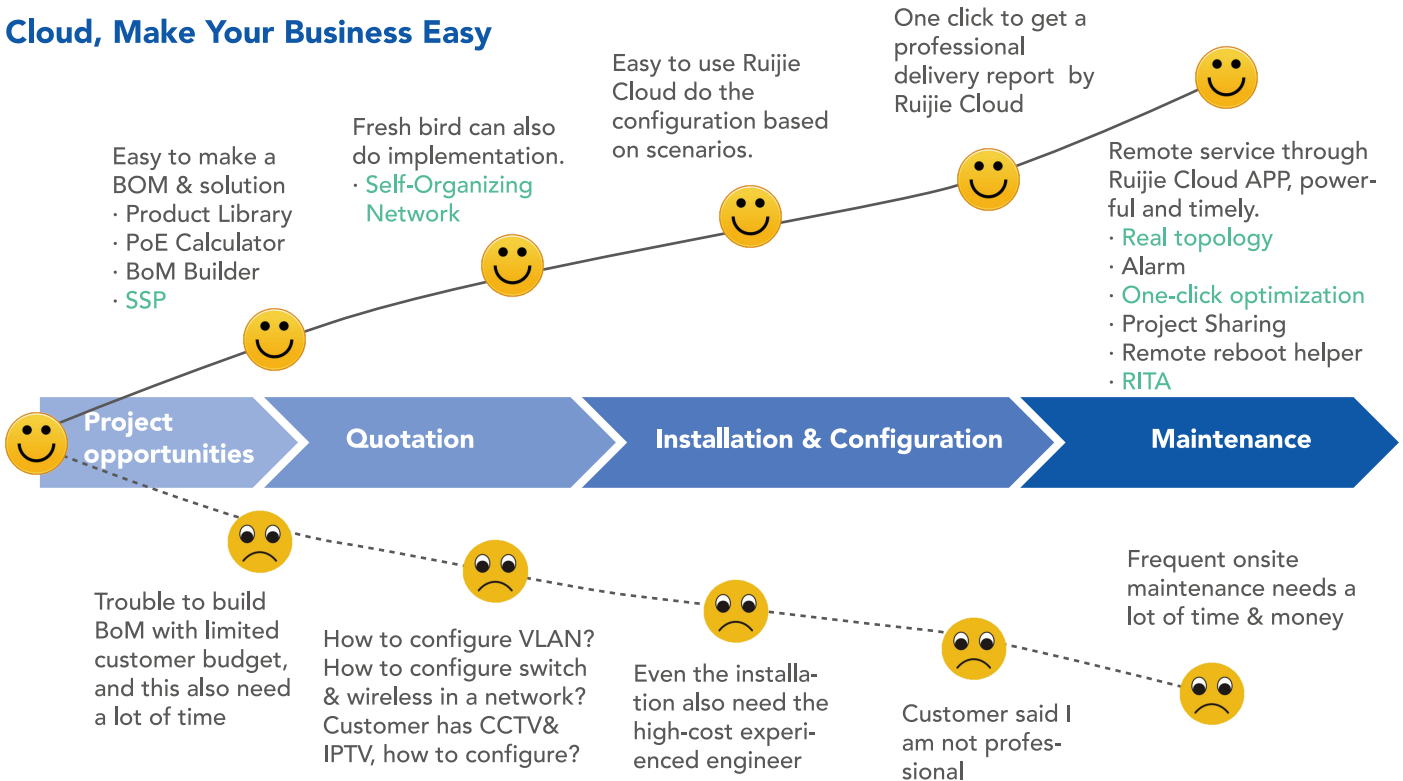
Source: Gartner MQ Report (2020)

Figure 1. Magic Quadrant for Wired and Wireless LAN Access Infrastructure



# How Ruijie Cloud can help?

## Cloud, Make Your Business Easy

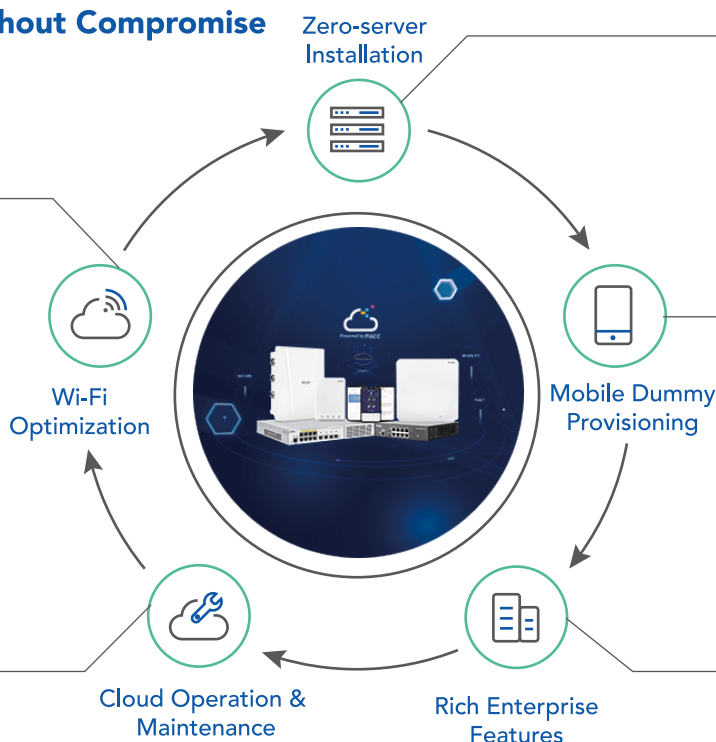


# One-stop Solution for SMB

## Lifecycle Support Without Compromise

### Benefits:

- Automated Radio Optimization
- No Wi-Fi professional knowledge



### Benefits:

- Cost saving
- Time saving

### Benefits:

- 3Min Fast Provision
- No need for IT Skillset

### Benefits:






- No Additional Cost
- Easy UI

### Benefits:








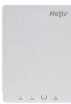

- ALL control on Cloud
- Minimize remote support cost

Access Controller	Cloud Service	Mobile App (Android/IOS)
 <p><b>RG-WS6000 Series</b></p> <ul style="list-style-type: none"> <li>· 224 to 3200 APs</li> <li>· Radius Integration</li> </ul>	 <ul style="list-style-type: none"> <li>· Unified Device Management</li> <li>· Cloud Optimization &amp; Analytic</li> <li>· Reporting &amp; Compliance</li> </ul>	 <ul style="list-style-type: none"> <li>· FREE to Download</li> <li>· Mobile Provisioning</li> <li>· Mobile Inspection &amp; Optimization</li> <li>· Mobile Monitoring &amp; Alarm</li> </ul>

## Cloud Managed Switches

 <p><b>RG-S7800C Series Chassis Switches</b></p> <ul style="list-style-type: none"> <li>· 5/8 Slots</li> <li>· Hot Swappable</li> <li>· 100G read</li> </ul>	 <p><b>RG-S6120 Series 10G L3 Switches</b></p> <ul style="list-style-type: none"> <li>· Upto 32 10G (SFP+)</li> <li>· Upto 4 25G &amp; 2 40G</li> <li>· Power &amp; Fan Redundant</li> </ul>	 <p><b>RG-S5750-H Series Full L3 Switches</b></p> <ul style="list-style-type: none"> <li>· Support VSU</li> <li>· 24SFP options</li> </ul>	 <p><b>RG-S29 Series Full Managed Switches</b></p> <ul style="list-style-type: none"> <li>· Support VSU</li> <li>· 10G uplinks</li> </ul>	 <p><b>XS-S1960 Series L2+ Switches</b></p> <ul style="list-style-type: none"> <li>· HPoE (60W)</li> <li>· Basic L3</li> </ul>
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## Cloud Managed APs

Indoor			Wall Plate	Outdoor
 <p><b>RG-AP880(TR)</b></p> <ul style="list-style-type: none"> <li>· 10 Stream</li> <li>· Tri-band</li> <li>· 10Gbps</li> <li>· 2 * Multi-G ports</li> </ul>	 <p><b>RG-AP850-AR(V2)</b></p> <ul style="list-style-type: none"> <li>· 10 Stream</li> <li>· Quad-band</li> <li>· 10Gbps</li> <li>· Multi-G &amp; SFP</li> </ul>	 <p><b>RG-AP840-I</b></p> <ul style="list-style-type: none"> <li>· 6 Stream</li> <li>· 5.2Gbps</li> <li>· Link Agg</li> </ul>	 <p><b>RG-AP180</b></p> <ul style="list-style-type: none"> <li>· Wi-Fi 6</li> <li>· 5 GE Port</li> <li>· IPTV support</li> </ul>	 <p><b>RG-AP680-I</b></p> <ul style="list-style-type: none"> <li>· Wi-Fi 6</li> <li>· Tri-band</li> <li>· IP68</li> <li>· Omni Ant</li> </ul>
 <p><b>RG-AP820L(V3)</b></p> <ul style="list-style-type: none"> <li>· 4 Stream</li> <li>· 3Gbps</li> <li>· SFP port</li> </ul>	 <p><b>RG-AP720-L</b></p> <ul style="list-style-type: none"> <li>· Wave2</li> <li>· 1,167Mbps</li> </ul>		 <p><b>RG-AP130(W2)V2</b></p> <ul style="list-style-type: none"> <li>· 11ac Wave2</li> <li>· Invisible Light Design</li> </ul>	 <p><b>RG-AP680-CD(V2)</b></p> <ul style="list-style-type: none"> <li>· Wi-Fi 6</li> <li>· IP68</li> <li>· Directional Ant</li> </ul>

## Security Gateways

 <p><b>RG-EG3000 XE</b></p> <ul style="list-style-type: none"> <li>· 8xGE, 8xSFP+, 2x40G</li> <li>· 1T Storage</li> <li>· Upto 20,000 Users</li> <li>· Max 60Gbps Throughput</li> </ul>	 <p><b>RG-EG3250 / RG-EG3230</b></p> <ul style="list-style-type: none"> <li>· Routing/NAT/VPN</li> <li>· 8xGE, 1x10G SFP+</li> <li>· FREE Layer 7 DPI</li> <li>· 1T Storage</li> <li>· Upto 1K/2K Users</li> </ul>	 <p><b>RG-EG2000F</b></p> <ul style="list-style-type: none"> <li>· Routing/NAT/VPN</li> <li>· 5xGE, 4 WAN support</li> <li>· FREE Layer 7 DPI</li> <li>· Upto 300 Users</li> </ul>	 <p><b>RG-EG2100-P V2</b></p> <ul style="list-style-type: none"> <li>· Routing/NAT/VPN</li> <li>· 8xGE (7xPoE)</li> <li>· FREE Layer 7 DPI</li> <li>· Upto 300 Users</li> </ul>
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# Reyee Product Family

## Cloud Service

Ruijie Cloud for Reyee



Self-Organizing Network



Real Topology



Report



Scenario-based Config



Alarm



Diagnose



Remote maintenance

## Switches

### Unmanaged Switch



RG-ES05/08G

### Cloud Managed Switch



RG-ES100 Series



RG-ES200 Series

### L2 Cloud Gigabit Switch



RG-NBS3100 Series



RG-NBS3200 Series

### L2+ Cloud Gigabit Switch



RG-NBS5100 Series



RG-NBS5200 Series

## Access Point

### Indoor AP



RG-RAP2200(F)



RG-RAP2200(E)

### Wall AP



RG-RAP1200(F)



RG-RAP1200(P)

### Outdoor AP



RG-EAP602

### Outdoor Bridge



RG-EST310



RG-EST350

### Reyee Wi-Fi 6



RG-RAP2260(G)



RG-RAP2260(E)



RG-RAP6260(G)

## Routers

### RG-EG Series



RG-EG105G



RG-EG105GW



RG-EG105G-P



RG-EG210G-P

## Home Wi-Fi

### RG-EW Series



RG-EW1200G Pro



RG-EW1200



RG-EW3200GX Pro



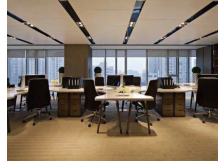
RG-EW1800GX Pro

# Ruijie Scenario-based Solutions



## Hospitality Solution

- Hybrid controller options
- Professional Guest Portal
- PMS-like Login Experience
- Internet compliance audit



## Small Office Solution

- 100+ user proven
- PPSK staff authentication
- No controller at premises
- Fast roaming



## Retail Chain Solution

- Central management
- Multi-language guest portal
- App Caching (by Ruijie EG)
- All-in-one gateway



## Education Solution

- 10K+ high-density Wi-Fi
- Internet compliance audit
- L7 Traffic Flow Control
- Flexible guest/staff/student authentication



## Smart+ IP Surveillance Solution

- Proven wire-speed performance
- Enterprise-grade security features
- Hardware & software high availability
- Easy plug-n-play deployment

# Reyee Scenario-based Solutions



## Affordable 5-Star Wi-Fi Hotel Network Solution

- Full wireless coverage
- Cloud based Portal authentication
- Smart flow control
- Rapid network deployment



## Power on, Business on Retail & Branch Network Solution

- Central management on Ruijie Cloud App
- Rapid deployment , power on ,business on
- All in One Router for 100 Clients
- Reliable Dual WAN



## Add One, More Life Surprise Whole Family Wi-Fi Solutions

- Full House Coverage
- Reyee Mesh
- Self-Healing
- Enterprise Seamless Roaming
- Mix & Match



## Enterprise Features, Easy to Use Small Office Network Solution

- Fast and Stable Wi-Fi
- Effective bandwidth management
- Secure and Easy Guest Wi-Fi
- Employee behavior management



## Project On Phone As You Onsite CCTV Network Solution

### RG-ES200 Series Switch

- Cloud Management
- Remote Reboot Camera
- 250 Meters PoE
- Mobile VLAN Setting

### RG-EST310 Wireless Bridge

- 1KM Stable Transmission
- Self-organizing Network
- 5GHz Anti-Interference
- Automatic Channel Optimization

# Service Level Agreement

## Onsite Support

- Onsite presence to diagnose and troubleshoot Ruijie's products and solutions

## Live Chat & Case Portal

- 7\*14(UCT +8) Standard product feature support
- Hardware or software solution problem resolution

## Local ASP Service Hotline

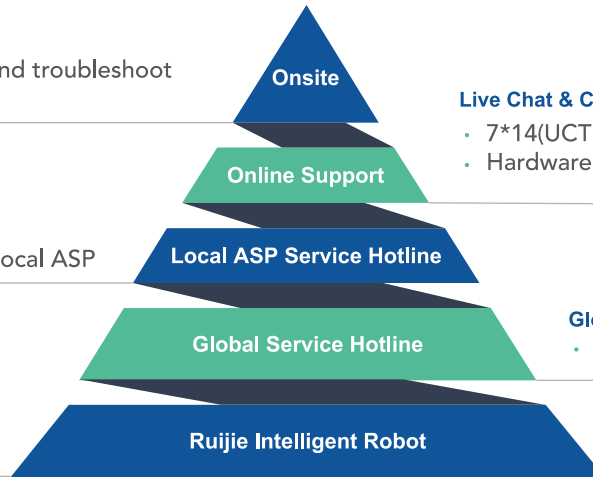
- 5\*8 hotline provided by Ruijie local ASP

## Ruijie Intelligent Robot

- 7\*24 millisecond response
- Most of the frequently asked questions covered

## Global Service Hotline

- 7\*24 hotline provided by Ruijie



# Certification for Post-Sales Engineers

## For Enterprise Engineers

### RSEI-Enterprise

--- Ruijie Specialized Engineer Instructor for Enterprise Product, the premier technical and instructional experts in Ruijie enterprise products and technologies.

### RSE-Enterprise

---Ruijie Specialized Engineer for Enterprise Product, the professional level certificate for senior post sales engineers, is oriented at the implementation, management, and maintenance of enterprise network.

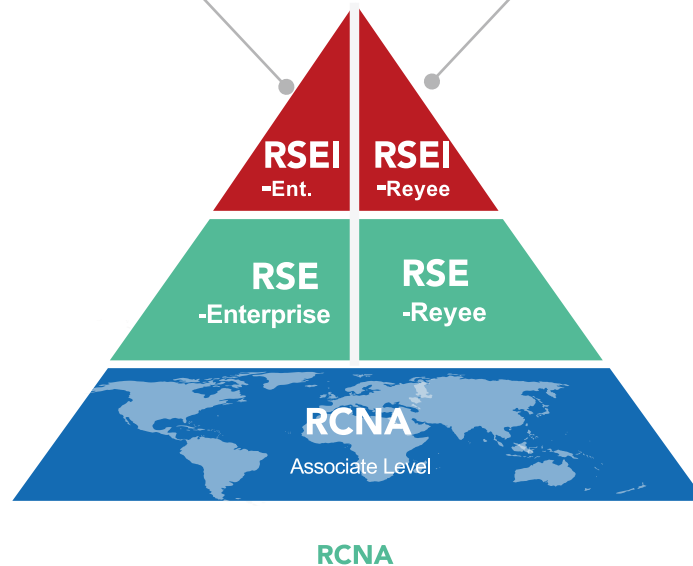
## For Reyeer Engineers

### RSEI-Reyeer

--- Ruijie Specialized Engineer Instructor for Reyeer Product, the premier technical and instructional experts in Ruijie Reyeer products and technologies.

### RSE-Reyeer

--- Ruijie Specialized Engineer for Reyeer Product, the professional level certificate for senior post sales engineers, is oriented at the implementation, management, and maintenance of Reyeer network.



---Ruijie Certified Network Associate, the fundamental certificate for Ruijie associate network engineers, is oriented at the planning, design, implementation, and maintenance of small and medium-scaled network.



Certifications	RSEI	RSE	RCNA
Target Partner	Ruijie VAD / Sub-Distributor		All Ruijie Partners
Exam Time	On Demand	Every Quarter	Anytime
Training Form	On-site/Online training		E-learning
Exam Form	Instructional skills & result evaluation	Online exams + Offline hands-on exams	Online exams
Period of Validity	1 Year		
Level Up Rules	No skipping allowed		

## Serving a Variety of Industries

### Overseas Market

Serving the government, education, medical care, telecommunication, security, and hotel sectors and medium- and small-sized enterprises in over 50 countries and regions.

With complete international channels, ensuring an **over 100%** increase in overseas business for several consecutive years.



**Brazil:** In the Festa Junina, Ruijie provided thousands of wireless APs for over 30,000 guests.

**United Arab Emirates (UAE):** Ruijie's smart monitoring solution served the 2019 AFC Asian Cup at the Sharjah Stadium.

**Vietnam:** Ruijie's 4D hotel solution helped the Crowne Plaza Danang hold the APEC Vietnam Summit.

**Thailand:** Ruijie's Simplified XS Campus Network Solution helped the Songkhla Rajabhat University build a digital campus.

**Philippines:** Ruijie's smart city solution provided public Wi-Fi hotspots for 6000+ cities in Manila, Philippines.

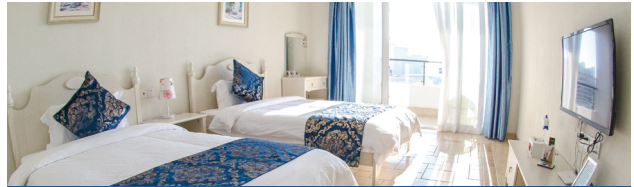
# Trusted Partner of Various Industries

Ruijie's innovative products and solutions have been widely used in government, telecommunications, Internet, finance, transportation, education, healthcare, enterprise, and other industries for informatization construction.



## Government

- 70+ Ministries customers
- 5,000+ Local Government customers
- 100+ Smart cities



## Hospitality

- Serve 11,000+ large & medium sized Hotels



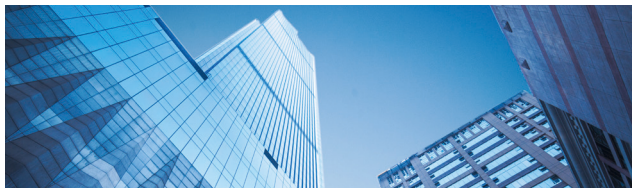
## Healthcare

- Major vendors of Healthcare industry
- 2,300+ Large & medium hospital users



## Transportation

- Transportation Wi-Fi No.1 market share
- Deployed 2500+km Metro PWN/WDCS WiFi



## Finance

- Top 3 vendors of finance industry
- Top 1 Market share in finance WLAN



## Education

- No.1 Market share of Education
- 2,900+ Higher Education customers, and 50,000+ K12 customers



## Telecom

- Strong Partnership with China Mobile, leading supplier in China Telecom
- Leading supplier of Data Center in China Mobile



## Enterprise

- 10,000+ Users
- Valued customers include: State Grid Corporation of China, CNPC, Sinopec, etc.

\* All market share ranking is limited in Chinese market information published by IDC in 2019.

# Contact Us

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Ruijie Cloud App

Ruijie Networks Co., Ltd.

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Technical Support : <https://www.ruijienetworks.com/support>

 Ruijie Networks