



# WHY INSPUR

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Company Strengths and Values to Our Customers

# ▶ Inspur Core Strengths

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- ▶ Hardware Design & Customization
- ▶ Global Manufacturing
- ▶ Intelligent Manufacturing
- ▶ Scalability
- ▶ Open Innovation
- ▶ Rapid NPI
- ▶ Global Supply Chain & Fulfillment
- ▶ Support / Services

# HARDWARE DESIGN & CUSTOMIZATION

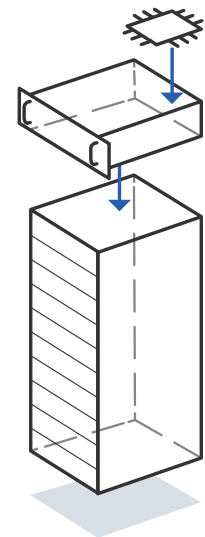
Leading-edge hardware, purpose-built.

Inspur has decades of experience as a global leader in leading-edge data center infrastructure hardware. We bring to every partnership our innovative attitude, design acuity and engineering expertise.

## Joint Design Manufacturing (JDM)

We closely collaborate with our clients on joint design from concept to product, combining the client's vision and our know-how to innovate the right solution for the market. Our attention to detail and flexibility ensures that you receive a product that is customized to your specific business needs.

- Understanding of customer business applications, pain points
- Dual productivity: local resources and R&D capabilities in Asia gives customers access to Inspur resources around the clock
- Ability to leverage experience and vast capabilities in enterprise, mission critical and AI to serve worldwide top 10 CSPs and their custom requirements
- L3 to L12 manufacturing



**L3 to L12**  
manufacturing capability



## JDM Success Story: Open19

Open19 is an organization seeking to develop open infrastructure for the traditional 19" data center. They needed platforms that, in addition to fitting into Open19's modular "brick" form factor, featured a common architecture for different application requirements and high density for maximum efficiency. Through close collaboration with Open19, Inspur designed a compute and storage node based on their project request.

[READ THE FULL CASE STUDY](#)

## Pioneering “Extreme” Hardware

Through rigorous R&D, we are constantly pushing the physical boundaries of technology to deliver better, stronger features. Our groundbreaking platforms boast higher density, greater

performance, faster speed, and superior efficiency. Rely on Inspur’s complex system design expertise to overcome any hardware engineering hurdles.

### “Extreme” Designs

#### 2U 8 GPU

- Hyperdense
- First to integrate NVLink 2.0



#### 4U 16 GPU Box: Baidu

- Hyperdense
- PCIe expansion



#### 4U 106 3.5” HDD High Density storage

- Hyperdense



#### “Olympus” 4-socket server

- Up to 37 M.2 risers
- Up to 9\* x16 PCIe Gen 3 slots



### Complex Designs

#### 8-socket server

- Massive memory capacity for mission critical applications
- Global #1 for total shipments of 8-socket servers in 2018; design experience since launch to market in 2010



#### NC Chipset

- Enables 32-socket interconnect



# GLOBAL MANUFACTURING

World class production capabilities,  
worldwide.

Our global vision and strategic worldwide locations enable technology customers no matter where they are.

With key manufacturing facilities across the Americas, APAC, and EMEA, Inspur seamlessly delivers leading-edge technology solutions and services to over 100 countries and regions in the world.



**2 MILLION UNITS** GLOBAL ANNUAL CAPACITY

NORTH AMERICA

EMEA

ASIA-PACIFIC



## NORTH AMERICA



### Fremont Facility, US



15,000 sq ft  
Annual Capacity: 50,000 Servers



### Milpitas Intelligent Factory, US



135,000 sq ft  
Annual Capacity: 250,000 Servers



### Newark Facility, US



220,000 sq ft  
Annual Capacity: 300,000 Servers &  
4000 Racks

## EMEA



### Zalaegerszeg Facility, Hungary



Annual Capacity: 50,000 Servers

## ASIA-PACIFIC



### Jinan Intelligent Factory, China



226,000 sq ft; Annual Capacity:  
400,000 Servers 14,400 Racks



### Jinan Facility, China



280,000 sq ft  
Annual Capacity: 400,000 Servers &  
1350 Racks



### Guiyang Facility, China



215,000 sq ft  
Annual Capacity: 100,000 Servers



### Shenzhen Facility, China

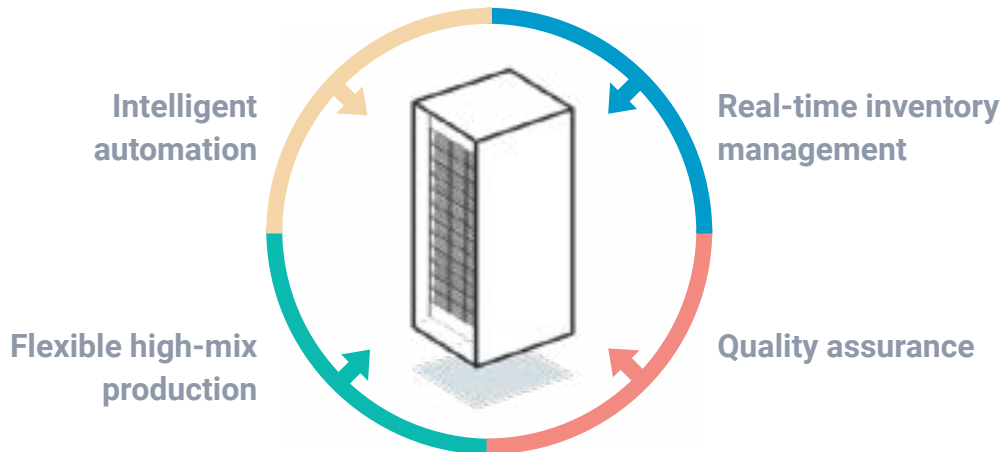


243,000 sq ft  
Annual Capacity: 500,000 Servers

# INTELLIGENT MANUFACTURING

Smart automation for faster, higher quality production.

With lean manufacturing processes, advanced robotics, automation, and other intelligent features, Inspur's leading-edge facilities represent the future of hardware manufacturing.



## Intelligent automation

Inspur's manufacturing processes leverage smart automation and robotics in assembly, transportation and warehousing, ensuring high quality, efficient production and short lead time. Intelligent MES, RFID tracking and shop floor control processes deliver reliability, precision, consistency, and traceability.



## Real-time inventory management

Inspur offers an intelligent customer inventory report system that provides clients real-time visibility and management over their inventory via a web portal. Easily allocated resources for your project with our ERP system integration.



## Flexible high-mix production

Inspur can accommodate your manufacturing needs no matter your production size or mix of SKUs. With customer forecast, Kanban inventory management, and supply chain management capabilities, we can flexibly adapt production to your business needs.



## Quality assurance

Customized stress tests are created for customer requirements in addition to standard testing processes. We also stand by our "last mile" delivery quality, with every effort made to minimize damage of products during shipment.



## Advanced Automation, Enhanced Production

- **Over 30%** efficiency increase
- **400%** capacity increase
- **3** high speed stacking machines, **3,600** storage spaces
- **Over 600** RFIDs
- **Over 2,000** sensors
- **10 parallel cell units** per modular assembly line
- **330 sets** of smart devices
- **8 groups** of infra-red ranging, smart-locking robots
- **130 backboard screws mounted in 8 minutes** at 100% precision by robotics with CCD Vision System



# SCALABILITY

A partner you can grow with.

As one of the world's top 3 leading server vendors according to Gartner\*, Inspur's servers are widely delivered and deployed in major data centers across the globe.

## Leading strategic partner of major CSPs

Inspur offers the extensive expertise in data center cloud infrastructures and deployment capabilities that key global companies rely on. We serve some of the top CSPs in the world and have deployed products in massive scale and volume.



## Scalable capabilities in development, manufacturing and supply chain

Inspur offers the extensive expertise in data center cloud infrastructures and deployment capabilities that key global companies rely on. We serve some of the top CSPs in the world and have deployed products in massive scale and volume.



\* Top 3 global server vendor as of Gartner 2017 Q4 report

# OPEN INNOVATION

An ethos of open collaboration.

We believe the greatest innovation occurs when the greatest number of ideas and minds come together.

Inspur maintains an attitude of open source collaboration with partners and customers, offering firmware/BIOS source code options for clients under 3-way NDA and license agreements.

We also spearhead innovations through technical leadership, advocacy and contributions in various technology communities and projects that advance the industry.



## Collaboration and Leadership

- One of ODCC (Open Data Center Committee) founders
- OCP Platinum Member
- Open19 lead vendor



## Major Technical Contributions

- Cable-free fan-wall design
- RMC centralized management (ODCC)
- 1st Intel Xeon Scalable platform (SJ motherboard)
- 4-socket Olympus (OCP)
- BMC open source code

### Communities:

OCP



Open19



ODCC



### Projects:

Microsoft

Olympus

Intel RSD

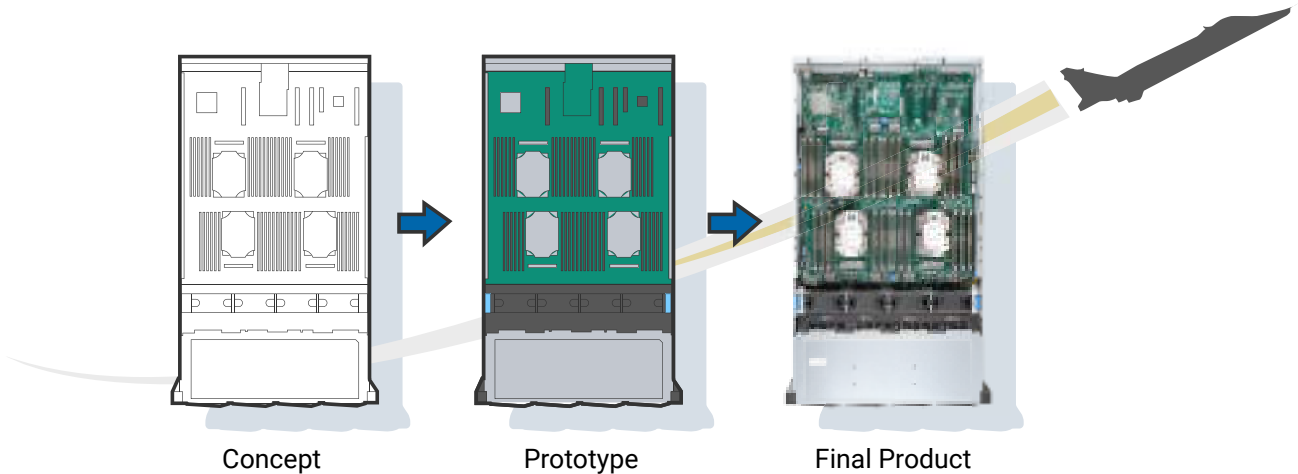


# RAPID NPI

Introduce your new product to market, fast.

Inspur enables companies of all scales and sizes to rapidly transform their product vision into reality.

Our extensive manufacturing experience and hardware expertise can help you overcome design, supply chain, manufacturing, and compliance challenges to deliver the right product to the market.



Inspur works closely with you during product planning to develop processes, tools and capabilities for high quality mass production. An entire NPI facility is dedicated to handling new product manufacturing and accelerates time-to-market.

Our global compliance expertise will help you meet regulatory, safety and country-specific certification requirements.

Develop customized manufacturing tests to fulfill your project requirements like power and thermal efficiency standards.

When product and BOM changes are initiated, whether by customer or Inspur, the NPI team follows a rigorous and diligent change management process for correct implementation and quality assurance with a closed feedback loop to Inspur customers.



# GLOBAL SUPPLY CHAIN & FULFILLMENT

Deploy seamlessly around the world.

Inspur's broad global supply chain network and fulfillment locations ensure an uninterrupted flow of inventory and smooth deployment of your products.

Leverage Inspur's robust vendor relationships, strong supply chain, and numerous fulfillment facilities in the major North American, EMEA and Asia-Pacific regions.



## Global logistics

Inspur offers fast L6, L10 and L11 delivery capability, with Just-In-Time delivery tracking and real-time inventory status tracking.



## Supply chain

Inspur will tailor its supply chain to satisfy your business needs, whether it is Forecast to Build or Build/Configure to Order. Our direct control and ownership in PCBA assembly and chassis/rack manufacturing ensures timely and consistent lead times, a shorter feedback loop for supply adjustments and quality assurance.



## Global compliance

With our expertise on US and global compliance, Inspur helps customers manage any country-specific regulatory requirements.



## Inventory management

International order fulfillment is easy with agile inventory programs and stocking locations worldwide.

# SUPPORT & SERVICES

Helping you continue your success after product-launch to market.

Inspur will partner with your support organization to satisfy the Service level agreements of your customers post product launch to ensure continuous operation and uptime for your equipment with all of your key customers.



## Critical on-site service, advanced replacement exchange or return to factory

Inspur provides global onsite programs in over 100 countries, including same-day or next-business-day on-site service or advanced replacement options.



## Global spares supply and management

Spares inventory is maintained and deployed from stocking locations in our global locations.

We will manage the inventory and replenishment process, country-specific logistics processes, support data exchanges on service level agreements and help you manage your service entitlements.

### GLOBAL SERVICE COVERAGE







## Global Service Network and Capabilities

- **24/7, 365 day** global call centers (China and India)
- **20+** regional offices
- **50+** service partners
- **600+** engineers
- **80+** technical experts
- **Multi-language support** in English, Japanese, Korean, Spanish, Russian

### NORTH AMERICA

24/7 Help Desk

9/5 NBD Onsite Support

24/7 4-Hour Onsite Support

USA, Canada



Parts of region

### ASIA-PACIFIC

24/7 Help Desk

9/5 NBD Onsite Support

24/7 4-Hour Onsite Support

China Mainland, Hong Kong, Macau, Taiwan



South Korea, Japan



Parts of region

Singapore



India, Thailand, Malaysia, Indonesia, Australia



Parts of region

### EMEA

24/7 Help Desk

9/5 NBD Onsite Support

24/7 4-Hour Onsite Support

UK, Germany, Switzerland, Netherlands, Belgium



Ireland, France, Spain, Sweden, Russia, Poland, Finland, UAE, Saudi Arabia



Parts of region

Italy, Hungary

