

Huawei Data Storage – Driving the Next Generation of Green, Intelligent, and Secure Storage Innovation in the Netherlands

1. Company Overview

Huawei is a global ICT leader committed to creating value for customers through continuous innovation and technological excellence. Guided by the principle of “**customer-centricity**,” Huawei provides high-quality products and solutions to enterprises and public institutions worldwide.

Huawei has operated in the Netherlands for over 20 years, with its first contract signed in the presence of Chinese Premier Wen Jiabao and Dutch Prime Minister Jan Peter Balkenende. Today, the company employs more than 350 people—over half locally hired—representing 32 nationalities. Huawei has been recognized as a Top Employer in the Netherlands for six consecutive years.

According to research by SEO Amsterdam Economics, Huawei contributed about €1.24 billion to Dutch GDP between 2020 and 2024. For every euro earned by Huawei, €0.31 was added to the national economy, supporting an average of 1,630 full-time jobs annually—equivalent to 4.5 indirect jobs for each Huawei employee. During the same period, Huawei’s procurement from China for the Dutch market totaled €1.6 billion. Huawei Netherlands has contributed to the production of 13.7 billion kWh of green electricity in the Netherlands, reducing carbon emissions by 6.2 million tons.

The Netherlands serves as a strategic hub for Huawei’s European operations, hosting six key functions: its Representative Offices in Rijswijk, the European Logistics Center in Waalwijk, the Regional Headquarters for Huawei EU Digital Power and Huawei EU Cloud, the Amsterdam Research Center (CBG Cloud Smart Search), and the Global Financial Center.

2. Innovations that Redefine Huawei Storage

Huawei ranks **second** globally in overall storage market share. In the all-flash storage segment, Huawei holds the **top position worldwide**. Over the past three years, Huawei’s storage revenue in Europe has achieved a **CAGR of 25%**, significantly outperforming other vendors.

With 9 years in total, Huawei has been recognized as a Leader in the **Gartner Magic Quadrant** for Storage Platform, and it is also the only vendor to receive a full 5-star rating in all dimensions of the **Gartner Peer Insights** Customers’ Choice Awards.

Huawei Data Storage continues to lead innovation across four key dimensions — **AI empowerment**, **ransomware resilience**, **extreme performance**, and **green sustainability**.

1) *Green and High-Performance Flash Innovation*

Huawei promotes the transformation from traditional HDD-based infrastructure to all-flash storage, enabling Dutch enterprises to achieve both performance excellence and energy efficiency.

For an extensive project in the Netherlands, Huawei deployed its patented SSD high-density architecture, achieving:

- 33% smaller physical footprint than industry benchmarks,
- 3.5× reduction in energy consumption, and
- 5~20× performance improvement compared with legacy HDD solutions.

These gains are further reinforced by Huawei's full interconnect architecture, which delivers 99.9999999% reliability (8 nines) — ensuring that critical business services remain continuously available.

2) *AI-Powered Operations for Digital Transformation*

Recognizing that enterprise IT environments are becoming increasingly complex and difficult to manage, Huawei has integrated large-model AI capabilities into its storage ecosystem. The newly developed Huawei AI Copilot for Infrastructure uses natural-language interaction to automate:

- Operations reporting,
- Intelligent fault diagnosis, and
- Real-time optimization recommendations.

This AI-driven solution has already helped several Dutch government and healthcare institutions build expert-level, intelligent infrastructure management capabilities — dramatically improving efficiency and reducing human error.

3) *Certified Security and Unmatched Reliability*

In the era of data sovereignty and cybersecurity, Huawei ensures that every storage solution meets the highest global security standards.

The Huawei OceanStor Dorado series is the only all-flash storage solution worldwide certified under the CC EAL4+ security framework.

It has successfully passed over 40 million test cases and received certification from SGS Brightsight in Delft, the Netherlands, making it the world's most secure civilian-grade data storage product.

This level of assurance has been pivotal for Dutch medical institutions, where patient data integrity and compliance are paramount.

4) *End-to-End Ransomware Protection*

For a Dutch Management service provider, Huawei provided a fully in-house developed, end-to-end ransomware protection solution, covering the full lifecycle — from prevention, detection, isolation, to recovery.

All solution components are Huawei-developed and tightly integrated, enabling 99.99% ransomware interception capability, independently validated by Tolly Group (U.S.).

This solution has safeguarded critical national systems, ensuring uninterrupted operation of essential public services.

5) *Flexible and Sustainable Business Models*

In partnership with leading IT partners, Huawei introduced a PayU (pay-per-use) commercial model for customers in the education and healthcare sectors.

This innovative model allows institutions to access premium performance and reliability on demand, while significantly reducing upfront investment costs — helping organizations modernize faster without financial burden.

3. Huawei Storage in the Netherlands

Through long-term investment in R&D, innovation, and localization, Huawei has established over 28 branches and research institutes across Europe, including Amsterdam and The Hague. To date, Huawei Data Storage is committed to advancing the ***Flash-to-Flash-to-Anything***

(F2F2X) vision, delivering innovative storage solutions to over **hundreds of Dutch customers**, covering sectors such as government, education, healthcare, manufacturing, and managed service providers (MSPs).

For example, the **Municipality of 's-Hertogenbosch** modernized its legacy storage infrastructure, which had occupied around 20 racks and struggled with rising operational costs and limited scalability. Together with its long-term **Dutch partner AnyLinQ**, Huawei deployed the OceanStor Dorado 5000 all-flash solution, achieving outstanding results.

The new system delivers 100% reliability, ensuring continuous municipal services without data loss or downtime. Performance improved by 13%, driven by Huawei's FlashLink intelligent algorithms and full-mesh active-active architecture, significantly accelerating data access. Meanwhile, O&M efficiency increased by 40% thanks to the adoption of AI technology, while power consumption and physical footprint were dramatically reduced—creating a greener, more sustainable IT foundation for the city.

This project reflects years of trust and close cooperation between Huawei and local Dutch partners like AnyLinQ, combining global technology innovation with strong local service expertise. 's-Hertogenbosch can now enjoy a true “Set It and Forget It” experience—reliable, high-performance storage powering its digital government ambitions.

4. Building a Thriving Partner Ecosystem in the Netherlands

Huawei places great emphasis on building a **healthy, stable, and mutually beneficial partner ecosystem**. In the Netherlands, Huawei has established deep collaborations with dozens of local partners—covering joint marketing initiatives, talent development, partner communities, industry networks, and technical enablement programs.

By the end of 2025, Huawei had organized **26 partner events**, engaging over 500 partners across activities such as the Field Engineer Event and IP/Ocean Club series. In total, 25 online and offline training sessions have been conducted, **certifying more than 400 engineers**. Through these continuous efforts, Huawei and its Dutch partners are jointly delivering more innovative, professional, and reliable ICT solutions and services to enterprises across the country.

Through initiatives such as the OceanClub community events, Field Engineer Forum, and Partner Summits, Huawei regularly shares innovation roadmaps, gathers feedback, and co-develops solutions with Dutch partners and customers.

This ecosystem collaboration has accelerated digital transformation across multiple industries, supporting the Netherlands in achieving its green, digital, and secure economic vision.

5. Conclusion - Empowering the Netherlands' Digital Future

Huawei Data Storage stands at the forefront of the Netherlands' digital transformation — empowering public institutions, enterprises, and partners to embrace a greener, more intelligent, and more secure data future. Through continuous innovation in all-flash architecture, AI-driven management, and end-to-end ransomware protection, Huawei is redefining the standards of performance, efficiency, and reliability in enterprise storage.

Rooted in more than two decades of local presence, Huawei's success in the Netherlands is built on trust, transparency, and long-term partnership. Together with Dutch partners such as AnyLinQ and many others, Huawei continues to co-innovate, cultivate local expertise, and strengthen the national ICT ecosystem.

Looking ahead, Huawei remains fully committed to advancing its Flash-to-Flash-to-Anything (F2F2X) vision, contributing to the Netherlands' sustainability goals and digital resilience. With its deep local collaboration model, proven technological leadership, and strong social

commitment, Huawei Data Storage is not only driving innovation — it is powering the next generation of green, intelligent, and secure data infrastructure for the Netherlands and beyond.

Annex

- 1. Customer Case-‘Set It and Forget It’ is How Dutch Municipality Den Bosch Calls Its New All-Flash Storage System: <https://e.huawei.com/de/case-studies/solutions/storage/den-bosch>
- 2. Customer Case-The Dutch telecommunications specialist Sona Business B.V. has chosen Huawei technology to operate its data centers in Europe and Asia more efficiently.: <https://e.huawei.com/eu/case-studies/solutions/storage/sona>
- 3. Gartner Magic Quadrant 2025: <https://www.gartner.com/doc/reprints?id=1-2LQP1L8A&ct=250826>
- 4. Huawei Named a 2025 Gartner® Peer Insights™ Customers' Choice for Primary Storage Platforms: <https://e.huawei.com/eu/topic/storage/gartner-peer-insights-primary-storage>
- 5. Huawei OceanStor Dorado All-Flash Storage Named One of DCIG TOP 5 Cybersecure NAS Solutions: <https://e.huawei.com/eu/news/2025/solutions/storage/oceanstor-storage-dcig-top5>
- 6. Huawei OceanStor: First-Ever Storage Product to Get DEKRA Product Carbon Footprint Certificate and DEKRA Seal Certificate: <https://www.huawei.com/en/news/2023/7/huawei-oceanstor>
- 7. Huawei OceanStor Dorado All-Flash Storage Earns CC Certification, the Highest Storage Device Security Standard: <https://www.huawei.com/en/news/2025/1/oceanstor-dorado-cc-certification>
- 8. Tolly Certification of C-MRP: <https://e.huawei.com/eu/documents/products/storage/baff90a1d9ed4d4c881bd5ff1fc7b515>