Swisscom adds Huawei solutions to its portfolio for business customers

Swisscom is adding Huawei products and solutions to its portfolio for business customers with immediate effect. This follows the signing of an agreement between Swisscom and Huawei yesterday (Tuesday, 27 September 2016) regarding a strategic partnership for the B2B market.

Swisscom is adding Huawei products and solutions to its portfolio for business customers. This will give customers more freedom when choosing their networking solutions. Adrian Bolliger, Head of Network & Security at Swisscom, explained: "With the expanded portfolio we aim to work with Huawei to tap into new customer segments and market share." To this end, Huawei and Swisscom signed an agreement yesterday (Tuesday, 27 September 2016) regarding a strategic partnership for the B2B market.

Swisscom has already been working closely with Huawei on infrastructure projects since 2008 and uses Huawei components in its fixed-network backbone. At the start of 2016 both partners agreed an innovation cooperation for fixed-network broadband and founded the "La Werkstadt" innovation house in Biel. Haijun Xiao, CEO of Huawei Switzerland, said: "We are looking forward to further developing our already close collaboration with Swisscom. Huawei offers innovative and tailored enterprise products and solutions, while Swisscom provides excellent service: our customers will definitely benefit from this partnership."

The Huawei networking solutions for Swisscom business customers are available as of now through Swisscom Account Management. Swisscom's current range will continue to be available, but will now be supplemented by products and solutions from Huawei. Partnerships with current suppliers will also remain unchanged.

Berne, 28 September 2016