China Mobile mainly offers the mobile voice, data, IP telephone and multimedia services, and owns such famous service brands as GoTone, Shenzhouxing, M-Zone. As of the end of 2006, the number of users has exceeded 301 million. Listed in Hong Kong and New York, China Mobile is one of the telecom operators with the highest market value in the world and listed by FORTUNE in Top 500 of the world for 5 consecutive years. China Mobile has established the strategic development goal of “being a first-class enterprise in the world and achieving the new leap from excellence to transcendence”. Centering on this goal, China Mobile will stick to the core value of “keeping working with high morals toward perfection”, carry through the scientific development outlook, and endeavor to improve core competitiveness.

**Milestones**

In August 2006, when China Mobile expanded the capacity of MMS service, Huawei got 75% market share on the MMS.

In June 2006, China Mobile selected Huawei to build a 50-million-line mobile softswitch core network and 60,000-TRX GSM base stations.

In September 2005, China Mobile chose Huawei to construct its next-generation Internet project, which was the largest IPV6 commercial network worldwide.

In April 2004, China Mobile exclusively selected Huawei to construct a mobile softswitch core network with nationwide coverage.

**Constructing the largest mobile softswitch network in the industry based on strategic cooperation**

In 2003, China Mobile was operating the largest GSM mobile communication network in the world. The fast growth of 50 million users per year and the substantial new service growth brought by the major fusion of the Internet and wireless data service bring great challenges to the traditional mobile core network of China Mobile, which had been existing for 10 years. It was imperative to
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In the transition to All IP, China Mobile proposed a mature network development plan, softswitch device maintenance and testing specifications through preliminary demonstration, testing, planning and large-scale commercial deployment in cooperation with Huawei. The above achievements laid a solid foundation for fast service deployment and 2G/3G shared development in China Mobile’s transition to a future All IP network. As of November 2006, the mobile softswitch transit offices of China Mobile constructed by Huawei had exceeded 310,000 E1 ports. The mobile softswitch core network built by Huawei helped China Mobile reduce costs, met the need of the existing network for capacity expansion, and assisted China Mobile in serving a larger user base and faster user growth. From the time of network transition, China Mobile’s number of users has doubled rapidly from 150 million in 2003 to 301 million at the end of 2006, and its network service capabilities have improved significantly.

**Improving network quality by network adjustment**

After more than 10 years’ development, the GSM network is getting mature. However, with new construction and capacity expansion, the network structure has become complicated, some devices have aged, and it is increasingly difficult to improve network and carry out new services.

Guangdong Province is the most developed region of China, where mobile communication business volume has always been the first place of China. The mobile communication market of Guangdong features a large migrant population, dense population and very high traffic, especially on holidays, and these bring very high requirements for network adjustment. Huawei’s specialized network planning, optimization service team and engineering team carried out construction in 8 locations concurrently, implemented the adjustment of the Guangdong Mobile network successfully, and shortened the construction period without compromising network quality. For example, the Huizhou Project involved hundreds of Node BTSs, end office construction, BTS replacement and network optimization. Huawei’s cutover team for the Huizhou Project fulfilled the cutover task 7 days ahead of the schedule. After the network adjustment, network coverage has increased, traffic has grown by about 22%, and the network performance indicators have improved, sustained the peak traffic load during national day and mid-autumn day.

Network adjustment has become the major means for China Mobile to improve network quality and optimize network structure.