

INTELLIGENZA ARTIFICIALE NELLA SCUOLA:

SCENARI E STRUMENTI PER UNA NUOVA DIDATTICA DOPO LE LINEE GUIDA ALLEGATE AL DM 166 DEL 09/08/25

26 SETTEMBRE 2025 - Firenze, Grand Hotel Baglioni

EDUARDO PERONE
Vice President for Business Development
Huawei Europe



Eduardo Perone

Joined Huawei 2018

Current Position:

Vice President for Business Development of Europe

Previous Experience:

1993 SIP (today Telecom Italia) as Professional Engineer

1994 Head of Engineering in Campania, Basilicata and Puglia Region

2000 in charge of Real State and Facility Management Department, to manage all South Italy Regions.

2001 appointed Dirigente

2003 the responsibility of Real State and Facility Management Department

2007 in charge of Infrastructure Procurement in Telecom Italia HQ

2012 appointed Chief Procurement Officer (CPO) at Telecom Italia Group (including Brazil and Argentina)

2013 appointed also CEO of Telenergia, a Telecom Italia Group Utility Subsidiary

In 2016 and 2017 gave an important contribution to reach the best Telecom Italia result in the last 15 years. (cut costs around 600million euro x year)

In 2018 left Telecom Italia and joined Huawei as Vice President for Business Development.

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Huawei introduction and Cases background

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AI-enabled Classroom Teaching promote Education and Innovation

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Conclusion

Huawei: Leading provider of ICT infrastructure and smart devices



Vision and mission

Bring digital to every person, home and organization for a fully connected, intelligent world



208,000

employees



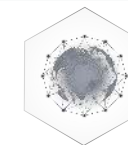
54%

of employees work in R&D



170+

countries and regions



3 bn+

people served

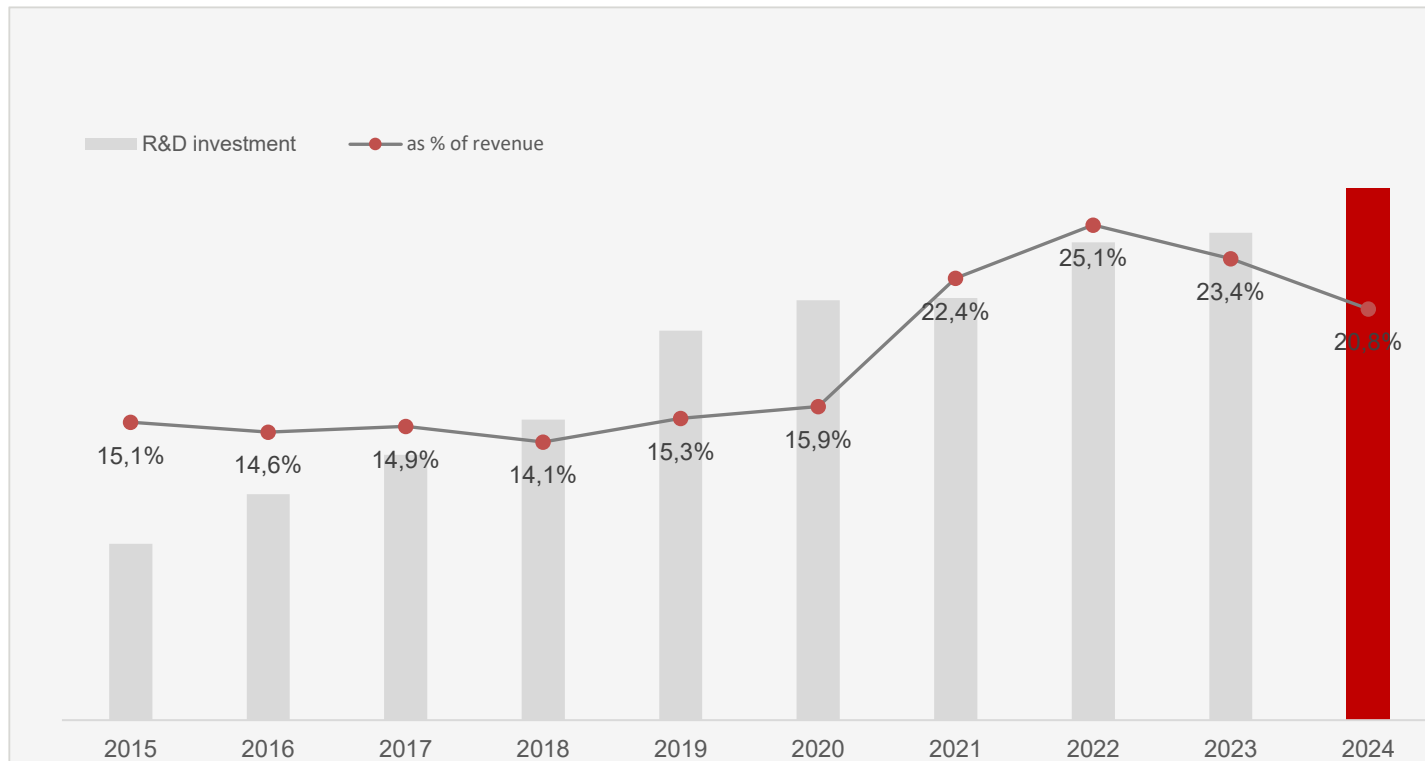


Heavy R&D investment to create more value for customers and society through innovation

€ 22.97 Bn
R&D investment
in 2024

20.8%
as % of revenue
in 2024

€ 159.68 Bn
total R&D investment
over the past decade



Top 6

in global R&D investment
(For 8 consecutive years)

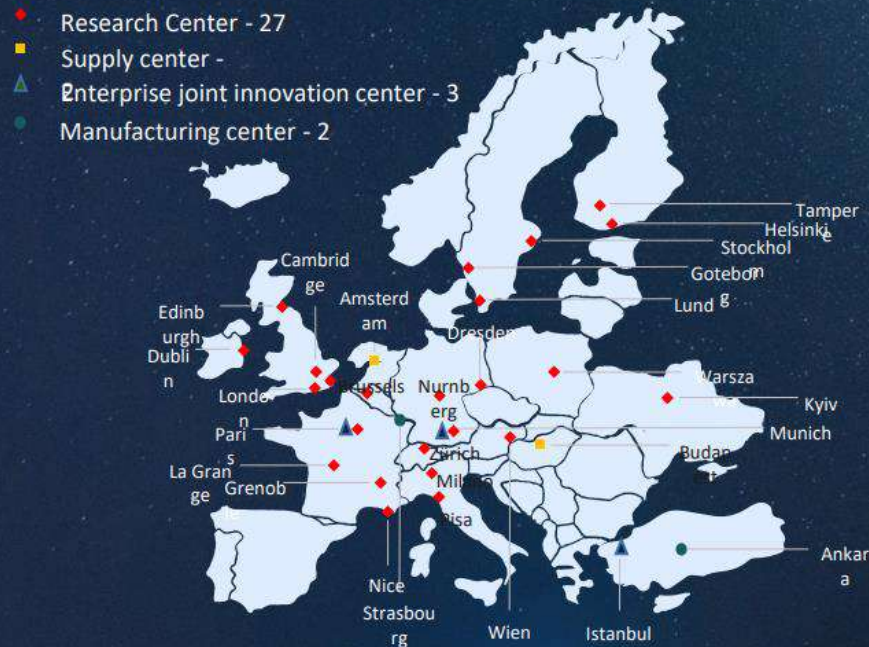
150,000+

active granted patents
(As of the end of 2024)

230+

patent license agreements
(As of the end of 2024)

Huawei Europe Overview



13,000+ employees (Until Mar 2023)

Certified as a "Top Employer" in Europe for 3 consecutive years



Headquartered in **Dusseldorf**, Huawei European Region manages **43** countries' business in Europe

Won the "Corporate Startup Star Award" & the regional "China Corporate Startup Star Award" for 2 consecutive years



EUR12.3 billion GDP contribution to Europe in 2021*



143,800 jobs for Europe in 2021*



102 million tons carbon emissions reduction for Europe by 2022



200+ universities and colleges cooperation, **20,000+** trained ICT students over the past 3 years

* Source: <https://copenhageneconomics.com/>

20 Years in Italy for Italy



675 Employees, **76.30%** localization rate



Offices in **Rome** and **Milan**



3 R&D Centers, **1** Innovation Center, **1** Cyber Security Center

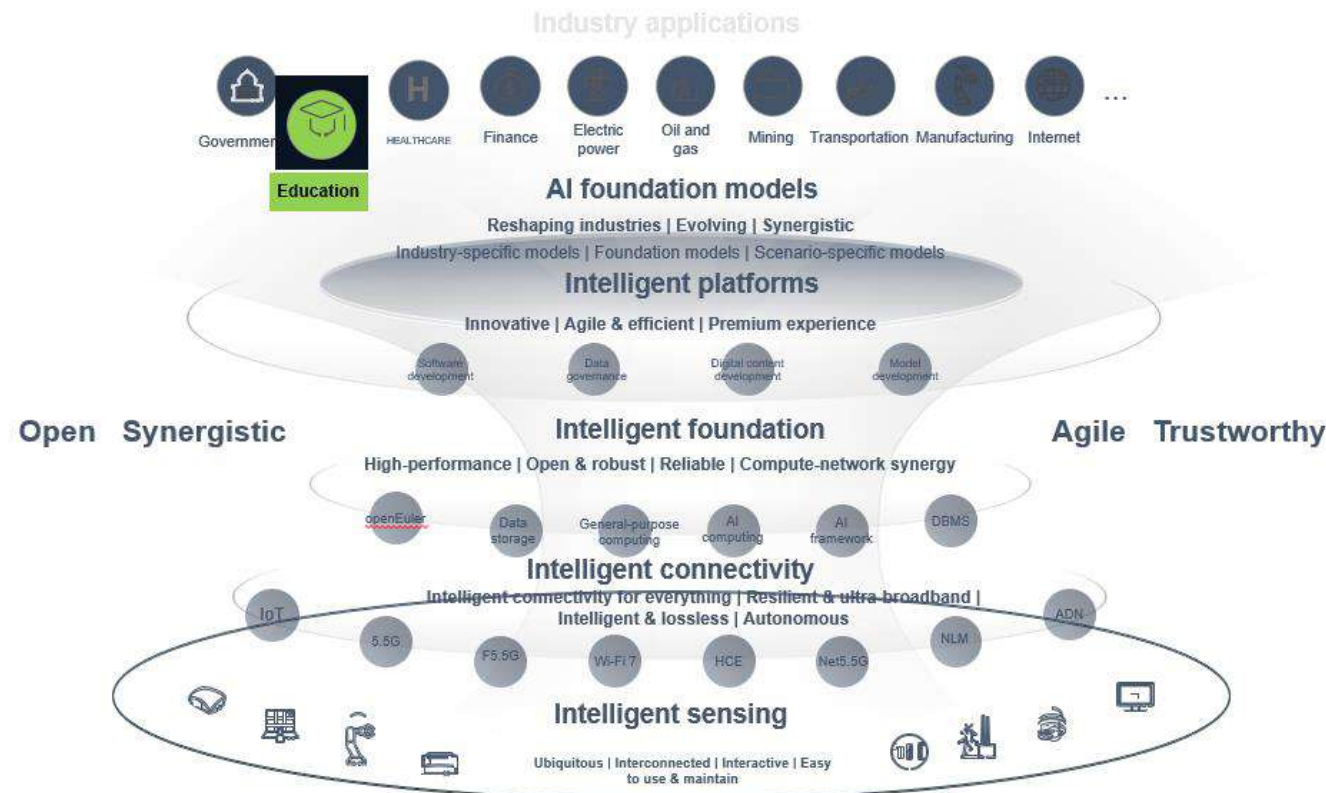


Accumulated local purchases in the past 5 years: **600 million dollars**

Accumulated tax payment in the past 5 years: **420 million dollars**



Working with Ecosystem, going deep into scenarios, and accelerating industrial intelligence and AI application



Enabled Classroom Teaching and Innovation

Intelligent (AI)

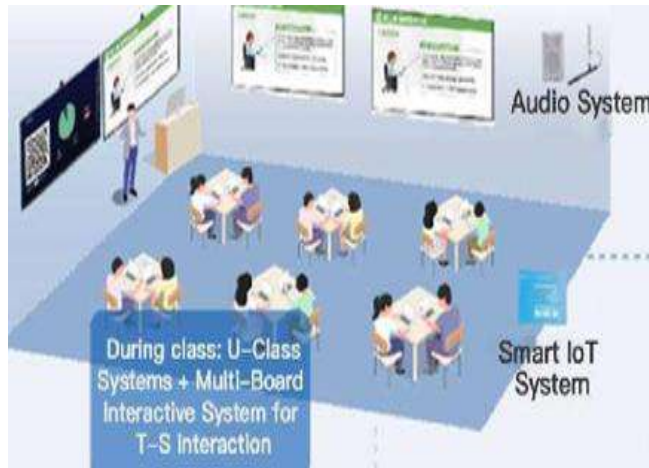
Connected

Digital

School as a
Campus



Education



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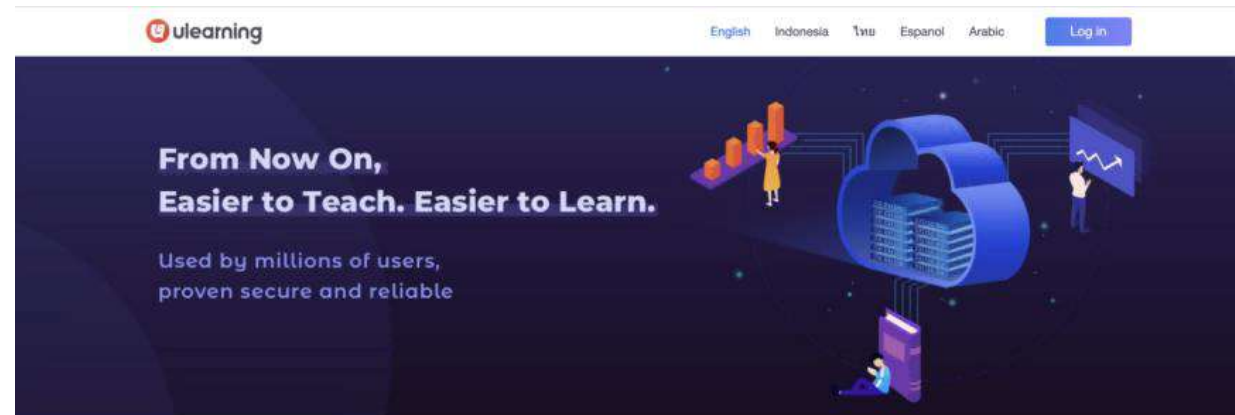
3

Conclusion

Ulearning platforms are deployed on Huawei cloud in Asia, Africa and LATAM...

- **Multi-Lingual**

- English
- French
- Arabic
- Spanish
- Portuguese
- Indonesia
- Thai
- Traditional Chinese
- Simplified Chinese
-

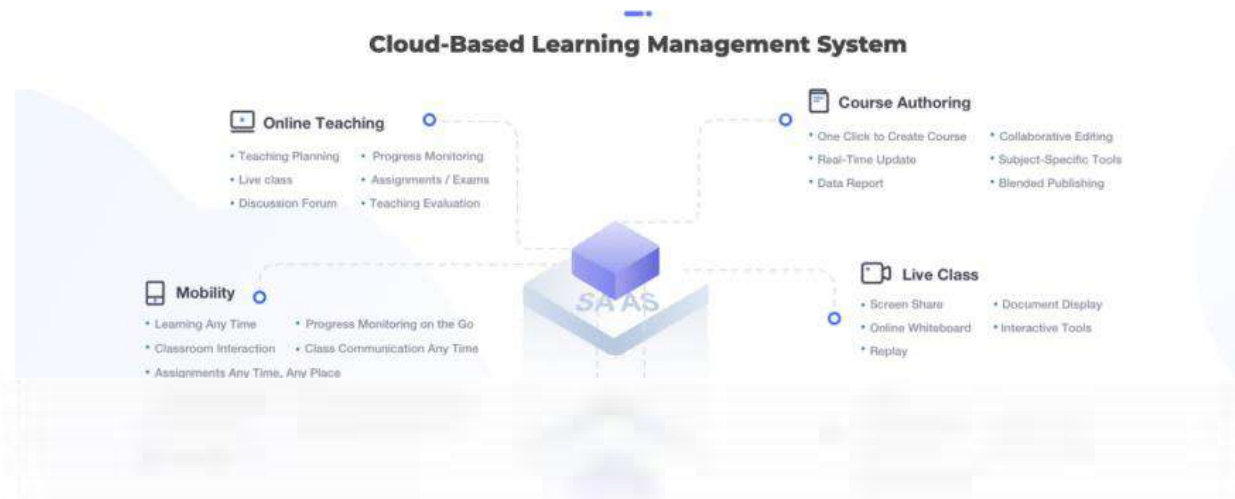


- **Regional Public Cloud**

- AFRICA: www.ulearningsa.net
- APAC: www.ulearning.asia
- LATAM: www.ulearning.pro
- Ireland, Egypt, Saudi Arabia, Indonesia (coming soon)

- **Country Cloud**

- China: ulearning.cn
- Ethiopia: ulearninglms.net
- Zambia: zambialearning.net
- Malaysia: ulearningmy.net
- Egypt



Huawei Cloud-U Learning Facilitating Smart Education to the World

Huawei + U Learning:

a global leading smart education service provider

Adapt to local conditions

Adapt according to the situation of local network infrastructure

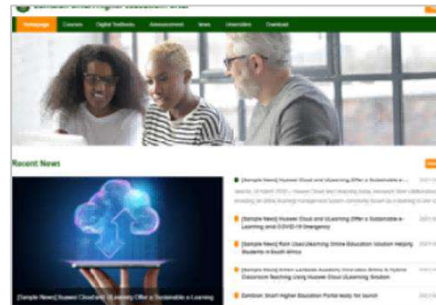
Flexible delivery

Public cloud delivery or HCS private cloud deployment

Standards compliant

Compatible with customers' existing systems and international standards

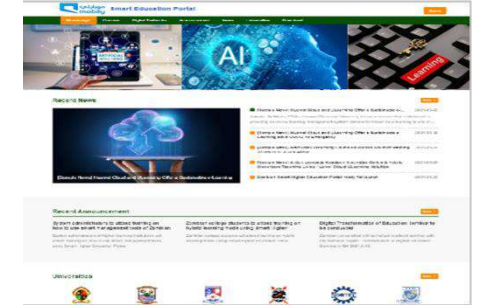
Country Level Project
Zambia Smart Education Platform
Linking and Resource Sharing
among all education institutions



Oman's Leading Telco
Smart Education Platform &
Smart Classrooms for MOE



A North Africa Country's
National Knowledge Sharing
Platform



Asia's Leading University
Smart Recording Classroom
for All-based Classroom Teaching
Pedagogy Research



Ethio Telecom Smart
Education Platform serving
MOE's higher & TVET
education institutions

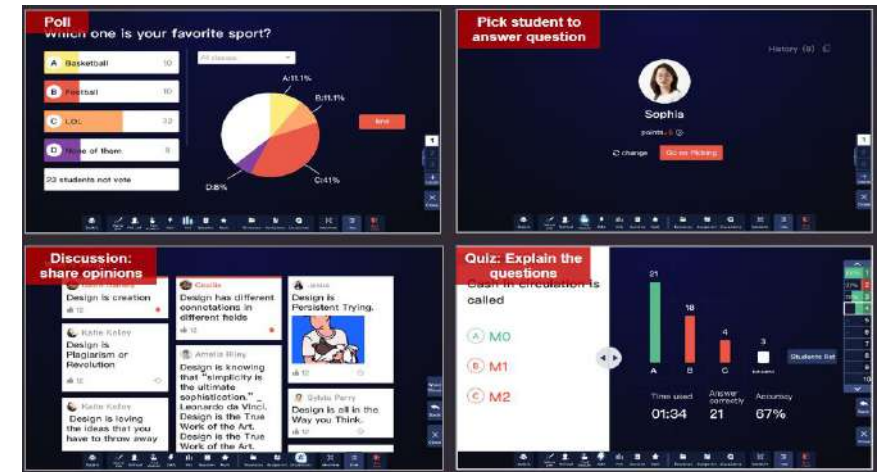
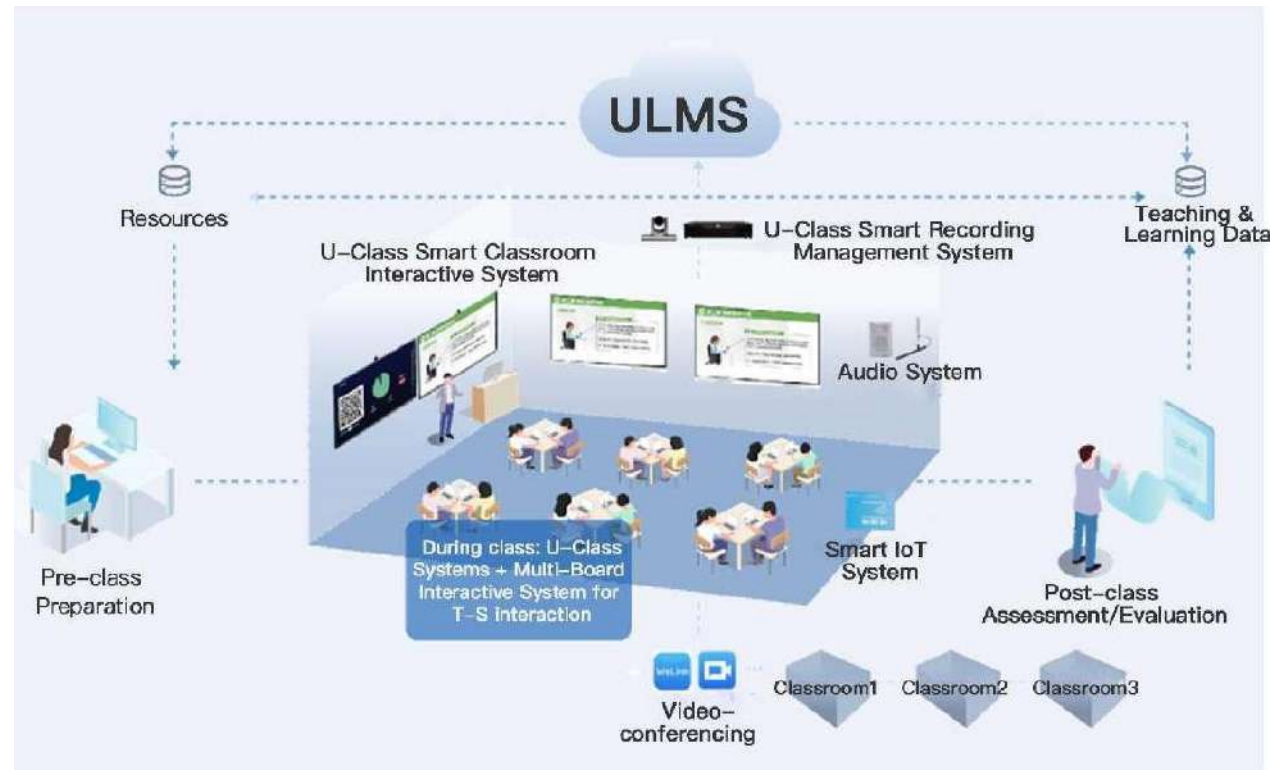


Greater China - 1000+ Smart
Classrooms constructed for
innovative classroom teaching &
hybrid learning



Smart Hybrid Teaching & Learning Across Virtual & Physical Spaces

The Next-Gen Learning Spaces (NGLS)



UClass systems enhance teaching & learning efficiency

SIS, LMS

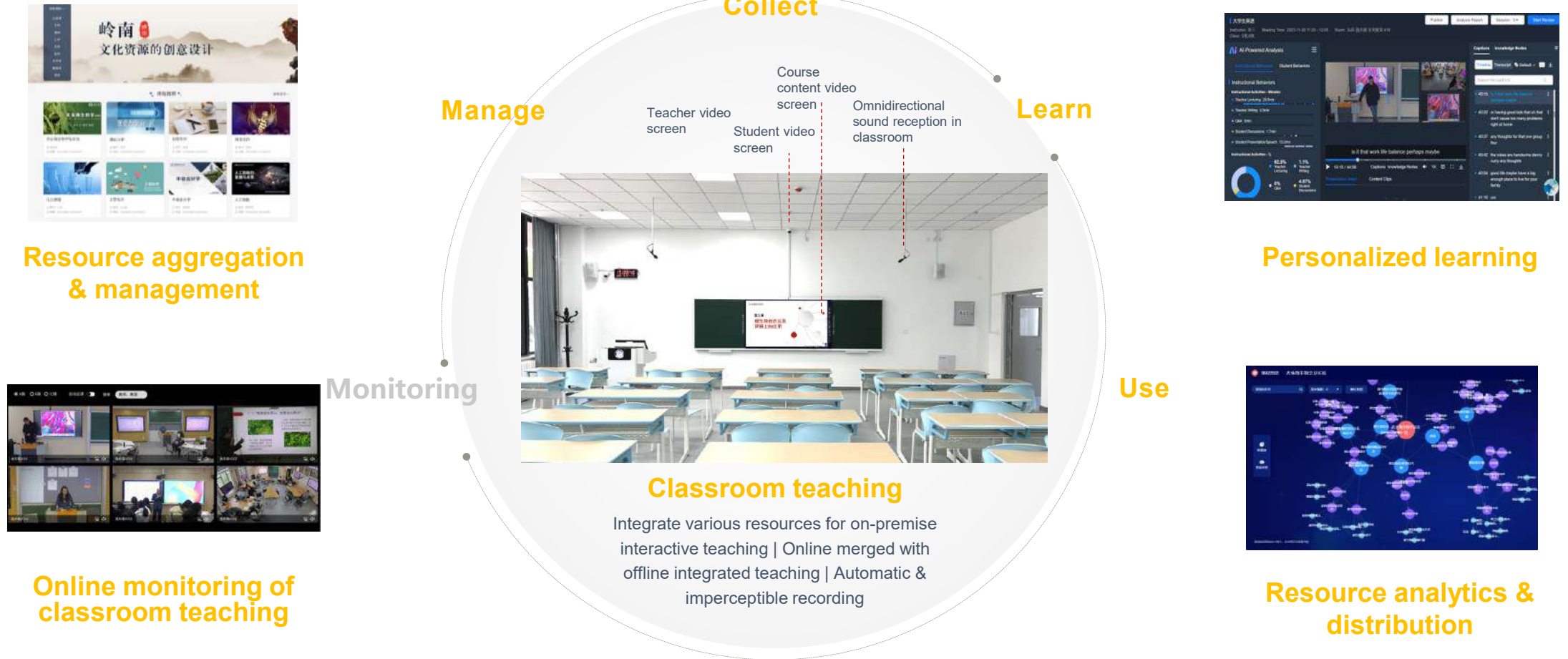
Gmail, Hotmail

MS ADFS, Outlook

Office, OneNote

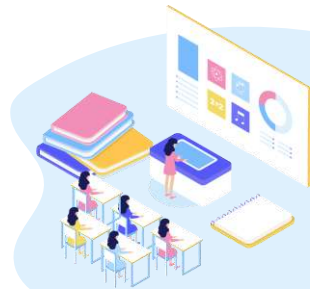
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Large-Scale, Normalized Lecture Capture Recording for Aggregating Teaching Resources & Re-purposing



Integrating AI applications based on Intelligent Agents throughout the whole course of Teaching and Learning Scenario

Smart Teaching & Learning Platform



Prepare Lesson Plan

Online Learning

In-class T&L

Assignment/Test

Grading & Evaluation

...



AI Applications in T&L

Course Knowledge Q&A

AI teaching assistant assists in answering questions, one corpus for one course, based on the RAG enhanced model to improve the accuracy of Q&A

Recommend T&L Resources

Aggregate high-quality teaching resources and provide personalized resource recommendations based on the knowledge graph

Generate T&L Resources

For typical T&L scenarios, common teaching instructions are built-in and teaching materials are automatically generated.

Tools for T&L Assistance

Connect to the smart T&L platform that provides auxiliary efficiency tools to reduce teaching workload & increase learning efficiency

Knowledge System

Domain-specific
Knowledge Graph

Course
Knowledge Graph

Knowledge
Graph

AI Capabilities

LLM

NLP

OCR

Speech
Recogni
tion

Image
Recogni
tion

T&L Resources

Digital
Course

Classroom
Lecture
Capture

Professional
Corpus

Solutions Advantages and Features

- ✓ **VERSATILE AND MODULAR FURNITURE
TANGIBLE AND VIRTUAL SPACES**



- ✓ **ICT ACADEMY courses for schools**



- ✓ **INNOVATIVE DEVICES FOR EDUCATIONAL
PURPOSES**



- ✓ **SOFTWARE APPLICATIONS –
virtual reality (VR) and
augmented reality (AR)**



AI DEVICE + AI SOFTWARE



Education Huawei Digital Classroom

Application Scenarios

3D modeling

Design or architecture classes
need 3D modeling

Teamwork

Online teamwork and achievement
sharing

Why Huawei
+
Partner

Huawei + Italian partner solution

Huawei IdeaHub and Fondazione Application Build an Innovative VR Digital Classroom



Huawei IdeaHub



VR Glass



Teaching Platform

Customer Benefits

One-step digital teaching experience

A easy way to operate and use,
improving teaching experience
and efficiency

Enhanced interaction

Students can easily wear 3D
glasses to join AR courses.

- **Easy operation:** IdeaHub replaces traditional projectors in classrooms
- **Better teaching experience:** IdeaHub can **easily zoom in, zoom out** and mark **various 3D models**
- **Variety features:** anti-blue light, low latency writing, and multiple projection screens.
- **SW Implementation by needs**

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Lesson learned

1. Wide space to innovate;
2. Cutting edge Infrastructure is not enough to boost education and innovation;
3. Holistic approach is the only way to design for real innovation;
4. Collaboration among all stakeholders and institutions is a need to go beyond the boundaries of the traditional “selfish” approach ;
5. The value of technology and innovation for Education, is so huge that any bias can just slow down the future
6. Copy, adapt and paste best practice, are a good start...

Let's work together



Huawei commercial contact

Brunella D'Errico
Territory Account Manager per Huawei Enterprise Italy
Cell. 348 27.92.573
Email : brunella.d.errico@huawei.com

Let's work together