

## PRESS RELEASE

### TELEFONICA AND HUAWEI REACH A GLOBAL AGREEMENT TO PROMOTE THE ENTERPRISES' MIGRATION TO THE CLOUD

- Both companies joined forces complementing their capabilities to deliver public cloud services in all Telefonica footprint.
- This agreement will strengthen the commitment of Telefonica to promote new Innovation models and Open Standards, through a cloud joint innovation center that will maintain and develop Telefonica's Open Cloud based on OpenStack.
- Telefonica will have access to the latest technology leveraging economies of scale provided by a global provider such as Huawei.

**Shenzhen (China), Madrid (Spain), 27<sup>th</sup> November 2015.** - [Telefonica Business Solutions](#), a leading provider of a wide range of integrated communication solutions for the B2B market, and Huawei, a leading global information and communications technology (ICT) solutions provider, have reached a global collaboration agreement to promote the migration of traditional IT services to the cloud.

This agreement, which strengthens the capabilities of both companies, will help enterprises to migrate their servers to the cloud, allowing them to use computing, storage and backup services in Telefonica's data centers with no infrastructure investment required and on a pay per use basis.

Huawei will deploy the Telefonica's Open Cloud service based on OpenStack in eight Telefonica data centers. Telefonica will use Huawei's knowledge and experience on its public cloud service in the Chinese market. The first countries where the service will be deployed in Brazil, Mexico and Chile during the first quarter of 2016 and in five additional locations later on also next year.

The agreement will give Telefonica access to the latest technology leveraging on the economies of scale enabled by a global provider such as Huawei, which together with competitive pricing will enhance Telefonica's value proposition in the cloud services market while making easier for enterprise customers to securely move their data to the cloud. The services offered include virtual servers, storage and physical servers, also known as "baremetal".

*"With this agreement Telefonica will be better positioned to serve the needs of thousands of enterprises that require an easily scalable platform in the cloud at a competitive cost and with full reliability and security. This is all possible thanks to Telefonica's capabilities providing end-to-end service management including the network and data center. The smart combination and scale of Telefonica's and Huawei's capabilities reinforce both companies and furthermore represents the best guarantee for our customers"* said **Juan Carlos Lopez-Vives**, CEO Telefonica Business Solutions.

*“This global collaboration agreement represents a unique milestone in our long successful partnership with Telefonica, and will certainly have a big impact in promoting the migration of enterprises to the cloud and the digital world in all Telefonica footprint. Joint innovation capabilities, customer focus, global scale will allow us to sustainably bring cutting-edge solutions and differentiated offers to our enterprise clients”* said **Ryan Ding**, Huawei’s Executive Director of the Board and President of Products & Solutions.

Telefonica, in line with its strategy to make advanced technology solutions available to all its customers, will deploy together with Huawei a Cloud innovation centre that will allow the telco to further contribute to the OpenStack community, the technology that underpins the deployment of the new cloud services, while reinforcing Telefonica’s support to innovation models and open standards.

### **About Telefonica Business Solutions**

[Telefonica Business Solutions](#), a leading provider of a wide range of integrated communication solutions for the B2B market, manages globally the Enterprise (Large Enterprise and SME), MNC (Multinational Corporations), Wholesale (fixed and mobile carriers, ISPs and content providers) and Roaming businesses within the Telefonica Group. Business Solutions develops an integrated, innovative and competitive portfolio for the B2B segment including digital solutions (Cloud or Security) and telecommunication services (international voice, IP, bandwidth capacity, satellite services, mobility, integrated fixed, mobile, IT services and global solutions). Telefonica Business Solutions is a multicultural organization, working in over 40 countries and with service reach in over 170 countries.

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### **About Huawei**

Huawei is a leading global information and communications technology (ICT) solutions provider. Our aim is to enrich life and improve efficiency through a better connected world, acting as a responsible corporate citizen, innovative enabler for the information society, and collaborative contributor to the industry. Driven by customer-centric innovation and open partnerships, Huawei has established an end-to-end ICT solutions portfolio that gives customers competitive advantages in telecom and enterprise networks, devices and cloud computing. Huawei’s 170,000 employees worldwide are committed to creating maximum value for telecom operators, enterprises and consumers. Our innovative ICT solutions, products and services are used in more than 170 countries and regions, serving over one-third of the world’s population. Founded in 1987, Huawei is a private company fully owned by its employees.

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