

PRESS RELEASE

TELEFONICA AND UNIFY PARTNER TO MARKET UNIFIED COMMUNICATIONS AND COLLABORATION (UCC) SERVICES IN LATIN AMERICA

- This partnership enables Telefonica to position itself as one of the key players in the market, serving different business segments such as Corporations, Multinationals, Government or SMEs.
- Unify establishes as an strategic partner of Telefonica in the Latin American market, offering advanced Unified Communications services in the cloud, accessible from any device, anywhere.

Madrid, 26 November 2015 – [Telefonica Business Solutions](#), a leading provider of a wide range of integrated communication solutions for the B2B market, has signed a partnership agreement with Unify, a global communications and software services company, in order to market Unified Communications and Collaboration (UCC) Services to businesses in Latin America.

This partnership enables Telefonica to position itself as one of the key players in the marketplace, serving different business segments such as Corporations, Multinationals, Government and SMEs.

Through this agreement, Telefonica and Unify are aligning their commercial strategies in order to accelerate the adoption of Unified Communications and Collaboration (UCC) solutions in the region. This agreement represents a milestone in the migration of traditional corporate mobile solutions towards advanced communication services business.

As a result, customers will benefit from a reduction in operational costs and from the financial flexibility provided by Telefonica's cloud Unified Communications solutions.

Telefonica's Unified Communications and Collaboration (UCC) solutions facilitate the development of a culture of business collaboration, which helps to accelerate business processes, increase productivity and reduce operational costs. Thanks to Unify's technology, Telefonica's cloud Unified Communications solutions enable to offer advanced corporate mobile services, including instant messaging and presence control, accessible from any device, anywhere.

"Our customers wish to adopt advanced, simple, reliable and safe corporate communication solutions managed comprehensively by Telefonica and without the need for an initial investment" said **José Luis Gamo**, Director of B2B Products and Solutions at Telefonica Business Solutions.

"This agreement offers companies complete, safe and highly efficient communications and collaboration solutions to improve their businesses and provide a better service to their customers, as hundreds of thousands of companies all over the world are beginning to acknowledge" said **Javier Santos**, Managing Director of Unify España and Executive VP Strategic Alliance Telefonica

About Telefonica Business Solutions

[Telefónica Business Solutions](#), proveedor líder de una amplia gama de soluciones integrales de comunicación para el mercado B2B, gestiona globalmente los negocios de Empresas (Grandes empresas y PyMEs), MNC (Corporaciones Multinacionales), Mayorista (operadores fijos y móviles, ISPs y proveedores de contenidos) y negocio de Roaming dentro del Grupo Telefónica. Business Solutions cuenta con un portfolio integral, innovador y competitivo para el segmento del B2B el cual incluye soluciones digitales (Cloud y Seguridad) y servicios de telecomunicaciones (servicios internacionales de voz, IP, capacidad de banda ancha, servicios de satélites, movilidad y servicios integrales de IT, fijos y móviles así como soluciones globales). Telefónica Business Solutions es una organización multicultural que desarrolla su actividad profesional en más de 40 países y cuyos servicios llegan actualmente a más de 170 países.

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About Unify

[Unify](#) is a leading communications and software services company, providing integrated communications solutions for approximately 75% of the Fortune Global 500. Our solutions, including Unify, unite networks, devices and applications on one user-friendly platform to enable teams to engage in rich and meaningful conversations. The result is a transformation in how businesses communicate and collaborate, increasing the collective effort, stimulating business activity and enhancing performance. Unify has a strong heritage of product reliability, innovation, open standards and security.

Additional resources

Twitter: UnifyCo_SP, UnifyCo, Facebook: UnifyCo, LinkedIn: unifyco, [YouTube](#), [Google+](#), [Blog de Unify](#)

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