

PRESS RELEASE

TELEFÓNICA LAUNCHES OPEN CLOUD AND CLOUD SERVER IN BRAZIL, MEXICO AND CHILE TO BOOST CLOUD SERVICES

- **Open Cloud is Telefónica's OpenStack-based public cloud proposal, with pay-per-minute-of-usage billing and cutting-edge services like Bare Metal physical servers or advanced database functionality.**
- **Cloud Server is Telefónica's proposal to cover the basic IT needs of its Small & Medium Enterprise customers.**

Madrid, 29th of September 2016. [Telefónica Business Solutions](#), a leading provider of a wide range of comprehensive communication solutions for the B2B market, and [Huawei](#), a leading global information and communications technology (ICT) solution provider, have launched the Open Cloud and Cloud Server services in Chile, Brazil and Mexico. This launch is carried out in the context of the comprehensive partnership agreement established between the two companies to drive the migration of customers' traditional IT services to the cloud.

[Open Cloud](#) is a public cloud service based on OpenStack technology and hosted in Telefónica's data centers in Chile, Brazil and Mexico. The service represents Telefónica's commitment to an open and secure cloud and provides a broad range of services ranging from computing, storage, networks and databases to more advanced application development, security and analysis services. One of the main advantages of Open Cloud is the ability to connect to customers' private networks, as well as the connectivity to additional Telefónica's data center services. All of this enables customers to have hybrid cloud environments in a fast and easy manner in accordance with countries' local laws and regulations.

Similarly, Telefónica's [Cloud Server](#) service, is already commercially available in Brazil, Chile and Mexico, running on Huawei's platform. Cloud Server makes possible to deploy a cloud server quickly and easily without much technical knowledge. This enables companies to focus on their business and delegate the management of infrastructure to Telefónica. Cloud Server is Telefónica's proposal to cover the basic IT needs of customers in the small and medium enterprise sector.

Telefónica Business Solutions and Huawei continue to work together under the existing global partnership agreement established between the two companies. The next countries in which these services will be launched are Peru, Argentina, as well in the USA to support Telefónica's international customers operating in that market.

José Luis Gamo, B2B Products & Solutions Director at Telefónica Business Solutions, said: *"The launch in record time of the Open Cloud and Cloud Server services in Chile, Mexico and Brazil is a huge joint milestone for Telefónica and Huawei. A strategic technology partner for Telefónica that enables us to provide a better Cloud solution in the market with the best features at the best price and with the latest technology. With this*

release, which represents Telefonica's commitment to an open and secure cloud, we are moving towards our goal of providing the best products for Cloud services, while driving our customers' digital transformation."

Yelai Zheng, President of Huawei IT Product Line, said: "We are honored to have the global cloud strategic partnership with Telefonica, the strategic alliance aims at delivering advanced public cloud services for all Telefonica enterprise customers. By combining Huawei 's long-term and sustained investment in global information and communications technology, with Telefonica's leading B2B market development capabilities, both companies aim to transform the traditional industries by providing high-quality, innovative, and industry-oriented cloud services, to enterprises and SME customers. Cloud is a key strategic new business for Huawei, and we are committed to grow more and more our investment in this area. Working together, Telefonica and Huawei can build key differentiators to succeed in the market."

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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Press contacts

Telefonica Business Solutions

Corporate Communications

Rafael Serrano

Tel: +44 (0)1753565711

Email: Rafa.serrano@telefonica.com