

PRESS RELEASE

Telefónica announces a strategic collaboration with Amazon Web Services to enable an easier journey to the cloud for enterprise customers

- **Telefónica will include Amazon Web Services (AWS) in its cloud offering to the B2B market and will have a team of trained and certified specialists in AWS**
- **Telefónica customers will have access to the best combination of cloud and data connectivity services**
- **A Cloud Center of Excellence focused on AWS has been created in Spain**

Madrid, May 16, 2018 – [Telefónica Business Solutions](#), a leading provider of a wide range of integrated communication solutions and digital services for the B2B market, today announced a strategic collaboration with Amazon Web Services, Inc. (AWS) to help companies and organizations accelerate their journey to the cloud and boost their digital transformation.

With this collaboration, Telefónica will include AWS in its cloud offering portfolio. Already, millions of customers around the globe are using Amazon Web Services cloud technology to speed up their time to market, lower their costs, and support their businesses globally.

Customers who are looking to migrate to AWS aim to be more innovative and need a like-minded partner to empower them through this digital transformation. As it is the case, Telefónica Business Solutions provides an integrated, innovative and competitive portfolio that will facilitate their journey to the cloud.

To enable this transformation, Telefónica will have trained and certified specialists in AWS services and best practices, while AWS will have dedicated resources to support Telefónica and their customers.

On this journey to achieve the performance and agility enabled by cloud, enterprise customers will be able to rely on Telefónica's experience to help them build the appropriate cloud strategy and make the most of the AWS Cloud. Telefónica is also using AWS in their internal IT systems to support digital services delivered to customers, and can share this experience with enterprise customers to help them accelerate their innovation.

In order to further drive digital transformation through cloud adoption, a Cloud Center of Excellence (CCoE) has been created within Telefónica in Spain. Leveraging AWS best practices, to enable a smooth, fast and successful transition to the cloud for its customers, Telefónica's Cloud Center of Excellence will use the AWS Well-Architected Framework and AWS recommended best practices for secure and scalable infrastructure to realize the full potential of cloud-based services.

Hugo de los Santos, Director Global B2B Products and Services at Telefónica commented, “Our customers are asking for advice and support in their Cloud adoption processes. AWS, with its depth and breadth of services as well as global presence, is a piece that fits perfectly in our Cloud portfolio. Telefónica’s cloud offering thus empowers our customers to run their infrastructure, applications and workloads on the most suitable Cloud service possible.”

Niko Mykkanen, Head of EMEA Partners & Alliances, Amazon Web Services, said: “Service providers are playing an important role in driving innovation and creating value for organizations. We are excited to work with Telefónica to enable the digital transformation of enterprise customers and help them leverage the scalability and breadth of services that AWS offers.”

About Telefónica Business Solutions

[Telefónica 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 Telefónica Group. Business Solutions develops an integrated, innovative and competitive portfolio for the B2B segment including digital solutions (Big Data, Cloud, IoT and Security) and telecommunication services (international voice, IP, bandwidth capacity, satellite services, mobility, integrated fixed, mobile, IT services and global solutions). Telefónica Business Solutions is a multicultural organization, working in over 40 countries and with service reach in over 170 countries.

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