

NOTA DE PRENSA

PRESS RELEASE

TELÉFONICA AND HUAWEI COLLABORATE TO ACCELERATE DIGITAL ADOPTION IN THE SME MARKET

- The two companies present a new dynamic Network Service Platform and CloudVPN to empower SMEs across Latin America and Europe.

Madrid, March 9th 2018. - [Telefónica Business Solutions](#), a leading provider of a wide range of comprehensive communication solutions for the B2B market, and Huawei, a leading international provider of ICT solutions, have signed a global alliance for the development of a Network Service Platform and CloudVPN for enterprises. The solution, specially aimed at SMEs, delivers a simple form of private network between the business' different premises combined with safe navigation, remote access for teleworkers and a web portal where customers can monitor, manage and adjust their services in real time. It can be quickly delivered whilst fully protecting SMEs from cyberattacks and other threats. The initial deployment plan will begin in Argentina and Chile with a progressive roll-out across Latin America and Europe.

SMEs are the backbone of all major economies and represent an important strategic segment in the countries where Telefónica operates. However, in many cases, due to commercial and operational restraints, this segment of enterprises does not always have immediate and uninhibited access to the latest technology.

With the emergence of virtualization, automation and the explosion of data bandwidth, SME's can now take advantage of new technologies and enhance their agility.

"Telefónica has a long tradition in supporting SMEs. Now that Digitalisation is transforming everything at an unparalleled speed we want to keep playing a key role supporting their digital transformation", commented Hugo de los Santos, Director Global B2B Products & Services at Telefónica.

"Huawei CloudEPN (Enterprise Private Network) solution aims to help carriers provide SDN based agile and on-demand enterprise interconnection services for customers, meeting requirements of rapid innovations and fast changes of enterprise demands. The solution helps carriers grasp opportunities during enterprises' B2B digital transformation, continuously increase B2B market revenue and achieve business success." said Kevin Hu, President of Huawei Network Product Line.

The Network Service Platform and CloudVPN places the customer in control, with an embedded and fully integrated [security solution](#). This means that communications between the client's headquarters and remote users are safe guarded. Customers will have full service deployment control and the ability to implement an end-to-end governance model across all business applications. Furthermore, as a service based on an open source platform, customers have the flexibility to use any type of public access or private, own or third-party network.

About Telefónica

Telefónica is one of the largest telecommunications companies in the world by market capitalization and number of customers with a comprehensive offering and quality of connectivity that is delivered over world class fixed, mobile and broadband networks. As a growing company it prides itself on providing a differential experience based both on its corporate values and a public position that defends customer interests.

The company has operations in 17 countries and 344 million accesses around the world. Telefónica has a strong presence in Spain, Europe and Latin America, where the company focuses an important part of its growth strategy.

Telefónica is a 100% listed company, with more than 1.5 million direct shareholders. Its shares are traded on the Spanish Stock Market and on those in London, New York, Lima, and Buenos Aires.

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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