



CITIC Telecom CPC First to Deploy Veeam Cloud Connect in Asia Pacific

SmartCLOUD™ BRR now well-equipped with Virtual to Cloud offsite backups and replication capabilities to cope with the rising demands for the Always-On Business™

Hong Kong – 12 August, 2015: [CITIC Telecom International CPC Limited](#) (“CITIC Telecom CPC”), a wholly-owned subsidiary of CITIC Telecom International Holdings Limited (SEHK: 1883), today announced that through its partnership with [Veeam® Software](#), the innovative provider of solutions that deliver *Availability for the Modern Data Center™*, is the first service provider in Asia Pacific to deploy [Veeam® Cloud Connect](#), a fully integrated, fast and secure way to backup and restore from the cloud, strengthening CITIC Telecom CPC’s [SmartCLOUD™ BRR \(Backup, Replication, and Recovery\)](#) virtual to cloud capabilities.

As a [Veeam Cloud Provider](#) (VCP), CITIC Telecom CPC is able to deliver offsite backups, standby replica VMs, and warm disaster recovery sites, as well as powering a full range of service offerings, including Backup-as-a-Service and Disaster Recovery-as-a-Service through its SmartCLOUD™ BRR solutions. VCPs have the ability to drive both top-line and bottom-line revenue growth through increased customer retention with the peace of mind that comes from Veeam-powered availability solutions.

“We’re thrilled to be offering Veeam Cloud Connect as part of our SmartCLOUD™ BRR service suite,” said Daniel Kwong, Senior Vice President, Information Technology and Security Services for CITIC Telecom CPC. “Backups really have never been easier and mastering the crucial “3-2-1 rule” of keeping three copies of data, on two types of media, with one copy being offsite is more achievable and affordable than ever before, leveraging CITIC Telecom CPC’s cloud service centres in China, Hong Kong, Singapore and Taiwan.”

CITIC Telecom CPC first partnered with Veeam in 2012 for its SmartCLOUD™ BRR Cloud to Cloud Backup & Replication solution. And now, through the VCP program, CITIC Telecom CPC is able to further deliver Virtual to Cloud services with premium features and functionality across offsite backups, complete visibility control, modern backup architecture as well as end-to-end encryption that promise to help customers avoid the risk of catastrophic and detrimental business data loss. In addition, customers can also enjoy these benefits through a more financially efficient OPEX model – allowing for unlimited times of data transmission and restoration.

One of CITIC Telecom CPC’s SmartCLOUD™ BRR customers, Mr. Pedro Ng, Director of Information Technology at Peak Reinsurance Company Limited said, “Our company has been using CITIC Telecom CPC’s SmartCLOUD™ BRR services since 2013 and I am particularly impressed by its fast backup speed. Compared with legacy backup solutions, it greatly shortens the backup time with email reports to ensure each backup job is completed successfully. As a company in the BFSI industry, we demand for stringent backup service requirements, and CITIC Telecom CPC’s SmartCLOUD™ BRR is a solution that we can rely on.”

In addition to being the first VCP to offer Cloud Connect in Asia Pacific, CITIC Telecom CPC was recently upgraded to Gold Status within Veeam’s Cloud Provider partner program. This award is a result of the long standing partnership between both companies and, CITIC Telecom CPC meeting the VCP gold partner requirements.

“We are proud of our partnership with CITIC Telecom CPC,” said Julian Quinn, Vice President, Asia & Japan for Veeam. “As a Gold VCP, CITIC Telecom CPC is well positioned to enable customers to fulfil the offsite

requirement without having to make large capital investments in offsite infrastructure or management. With Veeam, service providers are able to build recurring revenue from their existing customers, expanding their footprint within their customer base and, establish relationships with new customers who are demanding next-generation cloud services.”

About Veeam Software

[Veeam®](#) recognizes the new challenges companies across the globe face in enabling the Always-On Business™, a business that must operate 24/7/365. To address this, Veeam has pioneered a new market of *Availability for the Modern Data Center™*. Unlike “Legacy Backup” solutions which provide recovery time (RTO) and recovery point objectives (RPO) of hours or days, Veeam helps organizations meet recovery time and point objectives (RTPO™) of less than 15 minutes for all applications and data. This is achieved through a fundamentally new kind of solution that delivers high-speed recovery, data loss avoidance, verified protection, leveraged data and complete visibility. [Veeam Availability Suite™](#), which includes [Veeam Backup & Replication™](#), leverages virtualization, storage, and cloud technologies that enable the modern data center to help organizations save time, mitigate risks, and dramatically reduce capital and operational costs.

Founded in 2006, Veeam currently has 33,000 ProPartners and more than 157,000 customers worldwide. Veeam’s global headquarters are located in Baar, Switzerland, and the company has offices throughout the world. To learn more, visit <http://www.veeam.com>.

About CITIC Telecom CPC

[CITIC Telecom International CPC Limited \(“CITIC Telecom CPC”\)](#), a wholly owned subsidiary of CITIC Telecom International Holdings Limited (SEHK: 1883), is a trusted Information and Communication Technology (ICT) solutions provider with multiple branches across Asia Pacific, and a preferred partner by multinational corporations and business enterprises.

CITIC Telecom CPC delivers a range of innovative services, including: [TrueCONNECT™](#) - an advanced MPLS VPN service which employs state-of-the-art fully meshed network, [TrustCSI™](#) - an integrated suite of information security solutions, [DataHOUSE](#) – converged cloud solution and global unified management datacenter solutions, and [SmartCLOUD™](#) – smarter, better and high performance cloud computing solutions which complement the company’s managed network, managed security, and managed cloud data center solutions.

As further testament to its commitment in providing premium quality services in the Asia Pacific region, the company became the first VPN service provider in Hong Kong to achieve all four ICT related certifications in ISO 9001 – Quality Management System, ISO 27001 – Information Security Management System, ISO 20000 – Information Technology Service Management System, and ISO 14001 - Environmental Management System. Learn more at www.citictel-cpc.com.

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(Left) Daniel Kwong, Senior Vice President, Information Technology and Security Services for CITIC Telecom CPC
(Right) Julian Quinn, Vice President, Asia & Japan for Veeam