Press Release
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CITIC Telecom CPC Launches SmartCLOUD™ DaaS –
Hong Kong's First VMware Powered Desktop-as-a-Service Solution

A simple and secure virtual desktop service that delivers
Windows desktops and applications as cloud service

HONG KONG, 12 March 2015 – CITIC Telecom International CPC Limited (CITIC Telecom CPC), a wholly-owned subsidiary of CITIC Telecom International Holdings Limited (SEHK: 1883), today announced the launch of its **SmartCLOUD™ DaaS** (Desktop-as-a-Service) in Hong Kong.

SmartCLOUD™ DaaS is the first Desktop-as-a-Service solution that is powered by VMware Horizon® DaaS® solution in Hong Kong; it supports the mobile workforce and the multi-office operation needs of companies across the Asia Pacific region through a flexible, cost-effective and easy-to-manage virtual desktop solution running on a world-class infrastructure with monthly subscription model. For the companies who deploy SmartCLOUD™ DaaS, they are able to deliver virtual workspaces to their employees – including full Windows Client desktops, shared desktops and hosted applications - across all operating systems on any device, anytime and anywhere.

The launch also marks CITIC Telecom CPC's long-standing partnership with VMware in Hong Kong as well as the Asia Pacific region since 2011. The partnership fuels CITIC Telecom CPC's provision of a secure, high-performance and well-connected SmartCLOUD™ cloud infrastructure to companies across the region.

Mobile workforce with access to any desktops and applications in a secure environment

With the launch of SmartCLOUD™ DaaS, companies that want to provide employees with unfettered access to virtual desktops and hosted applications – whether via desktop PCs, laptops, web browsers, tablets or mobile phones – will be able to enjoy a reduction in CAPEX and a cost reduction related to the ever-increasing virtual desktop software licensing fees. They also do not need to worry about the manpower resources for equipment set up and maintenance, as well as the data center costs and space required to own, operate and maintain virtual desktops.

SmartCLOUD™ DaaS simplifies the delivery of desktops and hosted applications as a cloud service. Companies can save time and money, without sacrificing enterprise requirements for security and control; employees are more productive, with a complete workspace that can access from any device, anywhere, anytime.

SmartCLOUD™ DaaS also makes quick deployment of virtual desktops possible – which is an asset to companies of all size, especially those start-ups and companies that are

expanding rapidly, as they are actively looking for quick and promising solutions that can support their business operations against the fast-changing business environment.

"Many enterprises in Hong Kong and the Asia Pacific region are employing a bigger mobile workforce, and more and more are running on a multi-office model. However, the technical infrastructure of these enterprises is not able to support the dynamic requirements in everyday operations", said Mr. Daniel Kwong, Senior Vice President of Information Technology and Security Services, CITIC Telecom CPC. "SmartCLOUD™ DaaS is a solution that answers their needs. Designed to be offered under a monthly subscription model, it is set to bring benefits in a high-standard, cost-effective and flexible manner."

The CITIC Telecom CPC and VMware partnership

SmartCLOUD™ DaaS is a perfect combination of CITIC Telecom CPC's secure, stable, scalable and well-connected SmartCLOUD™ Compute with the VMware Horizon DaaS solution.

CITIC Telecom CPC's SmartCLOUD™ Compute is a revolutionary IaaS and hybrid cloud solution that delivers high-performance and high-availability cloud offerings with high value and management ease. With five major resource factors at instant disposal (virtual memory, storage, CPU, network and a physical port), SmartCLOUD™ Compute can dynamically boost business efficiency, competitiveness and agility.

VMware Horizon is a VMware offering that enables organizations to rapidly deploy desktops and applications as an easily managed, integrated cloud service to any device, anywhere. Built on vCloud® Air™, VMware Horizon allows end users to securely access their virtual desktop from any device or browser, and IT to easily manage their deployment using existing skills and tools.

Mr. Danny Tam, General Manager of VMware Hong Kong, said "The mobile cloud is transforming how enterprises should operate, and this is the core of what we do. Our collaboration with CITIC Telecom CPC will open the door to more enterprises in Hong Kong and the Asia Pacific region, given CITIC Telecom CPC's extensive network and the credibility that both VMware and CITIC Telecom CPC have in the market."

Key features of SmartCLOUD™ DaaS

The launch of SmartCLOUD™ DaaS empowers the mobile workforce with low total cost of ownership and maximum flexible features:

- **Great end-user experience** – office users and on-the-go mobile staff can easily and seamlessly access their desktops and applications anywhere, anytime, via the cloud, on any device (including tablets, smartphones, laptops, desktop PCs and thin and zero clients).

- **Unified desktop and application access** – employees get Windows desktops and hosted applications from the cloud on any device, easy to handle oversize files without any barrier.

- **Dedicated bandwidth access** – dedicated 10Gb Access Gateway provides fast and reliable access anywhere, ensuring minimum latency and excellent user experience.

- **Strong security and ease of control –** central control portal provides user-friendly management console for IT administrators to monitor, configure and deploy cloud-hosted desktops and applications, with the same security credentials, policies and permissions under existing policy and infrastructure.

- **Business continuity and confidence –** vigilant corporate data protection and 24x7x365 business continuity powered by CITIC Telecom CPC's comprehensive portfolio of server-side and end-user network security, onsite and offsite backup and Disaster Recovery solutions.

- **Predictable costs** – reduce companies' upfront costs and lower their total cost of desktop ownership with predictable cloud economics.

CITIC Telecom CPC as a powerful and all-rounded cloud partner

SmartCLOUD™ DaaS is the latest addition to CITIC Telecom CPC's comprehensive SmartCLOUD™ cloud computing solutions portfolio. SmartCLOUD™ solutions are built on a reliable cloud computing infrastructure, enabling companies to substantially reduce costs and increase flexibility, while maintaining enterprise-grade security, privacy and availability.

"Built on VMware's industry-leading infrastructure technologies, SmartCLOUD™ solution series is a powerful offering which strengthens our ICT leadership position in the Asia Pacific market. We have eight SmarCLOUD™ service centers in Hong Kong, Mainland China, Taiwan and Singapore, which provide companies with seamless connectivity across the region, high flexibility on their resources allocation and true disaster recovery capabilities for their business operations," Mr. Daniel Kwong added.

SmartCLOUD™ solutions facilitate enterprises of any size to rapidly deploy any scale of cloud computing services over the Internet or a private network cost-effectively. Companies can dynamically allocate key resources to address business tasks, including on-the-fly allocation or processing power, memory, and storage, all protected with highly-secure connectivity to isolate applications and ensure data integrity.

CITIC Telecom CPC as a trusted and reliable integrated ICT solutions provider

As an integrated ICT solutions provider, CITIC Telecom CPC strives to deliver the highest level of services and excellent products to customers. To strengthen its cloud offerings, the company launched its first Cloud Data Center in Shanghai in 2014. The company also plans to open its Beijing and Guangzhou Cloud Data Centers in late 2015.

CITIC Telecom CPC is a comprehensive ICT solutions provider that enterprises can count on. The company now has more than 100 points-of-presence worldwide, and its SmartCLOUD™ portfolio is well backed by the company's multiple cloud data centers widely spread across Asia Pacific. All of these cloud data centers are inter-connected securely through the company's MPLS VPN, which are strongly firewall-protected and closely monitored by CITIC Telecom CPC's security operations centers.

With the launch of its high-bandwidth networking solution EtherCONNECT in 2015, providing high bandwidth, secure and reliable virtual Ethernet leased line services to enterprises, CITIC Telecom CPC is well-equipped to be the top network services provider in Asia Pacific with high bandwidth capability and wide geographical coverage.

In terms of data security, CITIC Telecom CPC will continue to enhance its TrustCSI™ managed information security solution series. This includes strengthening the next-generation firewall offerings, continue updating the security rules for the company's Managed Security service to fight against the ever-changing security threats, and so on.

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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 MLPS 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.

About VMware

VMware is a leader in cloud infrastructure and business mobility. Built on VMware's industry-leading virtualization technology, our solutions deliver a brave new model of IT that is fluid, instant and more secure. Customers can innovate faster by rapidly developing, automatically delivering and more safely consuming any application. With 2014 revenues of $6 billion, VMware has more than 500,000 customers and 75,000 partners. The company is headquartered in Silicon Valley with offices throughout the world and can be found online at www.vmware.com.

VMware, vCloud Air, Horizon and Horizon DaaS are registered trademarks or trademarks of VMware, Inc. in the United States and other jurisdictions. The use of the word "partner" or "partnership" does not imply a legal partnership relationship between VMware and any other company.

From Left:

Mr. Daniel Kwong, Senior Vice President, Information Technology & Security Services, CITIC Telecom CPC;

Mr. Danny Tam, General Manager, VMware Hong Kong