

HKT and Nutanix join forces to accelerate the digital transformation of enterprises with Managed Hybrid Cloud solutions

HKT (SEHK: 6823) – HONG KONG, September 24, 2020 – Nutanix, a leader in enterprise cloud computing, has appointed HKT as its first service provider in Hong Kong to provide advanced Managed Hybrid Cloud solutions, helping the city's enterprises accelerate their digital transformation during this disruptive time.

Nutanix has been named a Leader by Gartner, Inc. in the 2018 and 2019 Magic Quadrant for Hyperconverged Infrastructure. Nutanix has been recognized in all editions of this Magic Quadrant since Gartner started it. HKT has a wealth of managed service experience in infrastructure solutions across multiple public clouds including AWS, Azure and Google Cloud, and a proven track record of providing complete and fully-managed cloud solutions. The collaboration will enable HKT to offer Managed Hybrid Cloud solutions built upon the Nutanix Enterprise Cloud Platform, providing customers with a unified experience of private and public clouds. HKT will also be able to deliver the Managed Hybrid Cloud solutions with more flexible capacity and through a monthly/yearly subscription model.

HKT's extensive fiber-backed fixed network and private cloud direct connections to major public cloud in Hong Kong, plus a robust 24x7 Network Operations Center (NOC) and Security Operations Center (SOC), provide a full breadth of multi-cloud solutions for different industries in Hong Kong. Combined with HKT's latest 5G ultra high speed mobile network, enterprises can unleash the full potential of emerging technologies for their businesses in a hybrid, multi-cloud world, capitalizing on the simplicity and innovation from the public cloud, with data sovereignty and compliance brought by private clouds.

Mr. Edward Yeung, Managing Director of Nutanix Hong Kong and Taiwan, said, "This is exciting news for businesses in Hong Kong. Enterprises can now extract the greatest value from their data, cloud platforms, and fast and secure networks. HKT is setting the standard for this industry. As the territory's enterprises accelerate towards a multi-cloud arena, they can now enjoy the merits of adopting public and private cloud solutions from one of their most trusted providers. This is something customers understand, appreciate and are looking forward to."

Mr. Yeung added, "Collaborating with HKT represents the latest chapter in the Nutanix success story, as the company promotes the concepts of hyperconverged infrastructure and multi-cloud adoption in Hong Kong."

Mr. Tom Chan, Managing Director, Commercial Group, HKT, said, "We are continuously enhancing our offering of integrated solutions to support the unique business needs of Hong Kong enterprises. Nutanix is a trusted and reliable partner, which performs admirably in terms of technology and support. Together we can deliver greater value and innovation for our customers' digital transformation."

Mr. Chan added, "By building a managed hybrid cloud infrastructure with multi-cloud capabilities, we can help provide our customers with the business agility and security they need to cope with today's ever-changing business environment. The combination of 5G and cloud technology will support a variety of advanced workloads, from IoT, to container and edge computing. Modern enterprises will enjoy the full benefits of innovation, speed, scale and security. We believe HKT's truly integrated solutions can help enterprises transform smoothly in the new normal."



Mr. Tom Chan, Managing Director, Commercial Group, HKT (left) and Mr. Edward Yeung, Managing Director of Nutanix Hong Kong and Taiwan announce collaboration to accelerate the digital transformation of enterprises.

About HKT

HKT (SEHK: 6823) is Hong Kong's premier telecommunications service provider and leading operator in fixed-line, broadband and mobile communication services. It meets the needs of the Hong Kong public and local and international businesses with a wide range of services including local telephony, local data and broadband, international telecommunications, mobile, enterprise solutions, and other telecommunications businesses such as customer premises equipment sales, outsourcing, consulting, and contact centers.

HKT offers a unique quadruple-play experience in Hong Kong delivering media content on its fixed-line, broadband Internet access and mobile platforms jointly with its parent company, PCCW Limited.

HKT also provides a range of innovative and smart living services beyond connectivity to make the daily lives of customers smarter, whether they are at home, in the workplace, or on the go. Consumers and merchants alike may also enjoy HKT's financial-related services such as mobile payment, smart mobile point-of-sale solutions, and insurance.

For enterprises, HKT delivers end-to-end integrated solutions employing emerging technologies such as 5G, cloud computing, Internet of Things (IoT) and Artificial Intelligence (AI) to accelerate their digital transformation, contributing to Hong Kong's development into a smart city.

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The Club is HKT's loyalty program and one of the largest of its kind in Hong Kong, not only offering a variety of privileges and benefits to enrich the lifestyle of members, but also increasingly amalgamating merchants and becoming an integral part of a new digital ecosystem connecting consumers and merchants.

For more information, please visit www.hkt.com.

About Nutanix

Nutanix is a global leader in cloud software and a pioneer in hyperconverged infrastructure solutions, making computing invisible anywhere. Organizations around the world use Nutanix software to leverage a single platform to manage any app at any location at any scale for their private, hybrid and multi-cloud environments. Learn more at www.nutanix.com or follow us on Twitter [@nutanix](https://twitter.com/nutanix).

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