

COOPERATE WITH INTERNET COMPANIES

China Unicom has actively explored cooperation with Internet companies, and has signed strategic cooperation agreements with Tencent, Baidu and Alibaba respectively. Each party can exploit its technology, resources and ecosystem advantages in the Internet industry, seize opportunities in the new round of technology revolution, and deepen cooperation to achieve win-win development on the basis of "mutual sharing of capacity, joint expansion and joint innovation". The parties also carry out in-depth cooperation in basic telecommunication service, mobile Internet and industrial Internet, so as to accelerate supply-side structural reform for mobile Internet.



China Unicom signed a strategic cooperation agreement with Baidu



China Unicom signed a strategic cooperation agreement with Alibaba



China Unicom signed a strategic cooperation agreement with Tencent

In 2016, China Unicom, in cooperation with other parties, launched DiDi King Card, Tencent King Card and Ant Treasure Card, which gained favourable social responses.



DiDi King Card: Tailor-made for DiDi drivers



Tencent King Card: with dedicated data



Ant Treasure Card: for Alipay users

DEVELOP INDUSTRY ECOSYSTEM

In the Internet era, communication and collaboration are essential for success. China Unicom has always held the belief of "cooperation, openness and win-win development", and has developed in a synergetic way with various parties in the industry, so as to provide proper support to the development of the industry and urge enterprises in the industry chain to properly perform their social responsibilities.

Promote industrial cooperation

Cooperate with equipment suppliers

In 2016, China Unicom's self-service portal suppliers reached 960,000. In order to better cooperate with partners, China Unicom, holding the belief of "resource access through Internet" and "full collaboration in transactions", adopted various measures to promote cooperation progress.

- China Unicom has made great efforts to promote online procurement, and implemented open disclosure of procurement information, electronic tender and bid opening, and collaboration in electronic orders, so as to enable the procurement to be conducted in a more open and transparent way, and provide fair opportunities to suppliers. 100% of open tender information is available on "China Unicom Procurement and Tender Website" by category, and 70.4% of orders can be sent and received online. China Unicom head office and 28 provincial branches can conduct online tendering and bidding through electronic CA certification.
- The websites of China Procurement and Tender Website, MIIT's information platform for the management of telecommunication construction project tendering and bidding, and China Unicom Procurement and Tender Website has enabled open disclosure of procurement information, electronic exchange of procurement documents, coordination between e-orders and e-packing lists.
- China Unicom openly discloses procurement data to ensure transparent procurements. Through e-orders and e-packing lists, the Company has enhanced information communication and reduced trading costs. The one-point settlement mode of the Group enables integrated business management and highly efficient settlement.