



## **China Unicom Announced First Business Cooperation with Alibaba Post Mixed-Ownership Reform: Mutual Open-up of Cloud Computing Resources**

On October 20, China Unicom and Alibaba Group announced to mutually open up cloud computing resources and deepen cooperation in cloud business. Alibaba Cloud will comprehensively open the public cloud service capability to China Unicom, while both companies will continue to expand collaboration in e-government cloud and dedicated cloud (apsara stack) areas including vertical markets, as well as further deepen cooperation in the hybrid cloud business. **This represents the first major business cooperation with strategic investors after China Unicom's mixed-ownership reform plan was approved. It also marks the first step of the in-depth strategic cooperation and building a power alliance with Alibaba.**

China Unicom and Alibaba Cloud will deepen cooperation in three areas including public cloud, dedicated cloud and hybrid cloud. For public cloud, Alibaba Cloud will comprehensively open public cloud services capabilities to China Unicom, including computing, storage, security, big data and artificial intelligence. Together with China Unicom's expertise in customer services and network operation, both companies will leverage the branding of WO Cloud computing to provide customers with powerful, general and inclusive public cloud computing services. Meanwhile, both companies will continue to build synergy between cloud and network, and further strengthen the cooperation in cloud computing service enhancement and talent development.

For dedicated cloud, both companies will combine the strengths in cloud computing and big data platform in order to offer strong support for product innovation and business growth acceleration to enterprise customers. China Unicom, together with Alibaba Cloud, will collaboratively build a joint development team and supporting system targeting the e-government cloud, vertical markets and etc, pushing forward digital transformation and promoting IT capability enhancement for enterprise customers.

For hybrid cloud, China Unicom will open up key data centers nationwide and forms hybrid cloud computing one-stop solution combined with current Alibaba Cloud's public cloud sites. This will meet users' seamless on and off cloud connectivity demand, thus helping enterprise consumers to further realize business values and enhance business flexibility. On the basis of seamless interconnection at the data center, both companies jointly and deeply collaborate in research and development on the cloud computing-based SDN network structure, further enhancing China Unicom's network utilization efficiency, which allows users to open up nationwide interoperable hybrid cloud in real-time.

Meanwhile, China Unicom and Alibaba will have deep cooperation in network security operation and capability enhancement, in which both companies will co-build a network security platform, committing to building a more secure and reliable Internet ecosystem and to provide strong technology support in network security assurance for the healthy and orderly development of the Internet industry.

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