



News Release

## **Singtel and VMware to accelerate digital transformation of enterprises across Asia Pacific**

Foundry set up to co-create new generation cloud solutions

**Singapore, 10 April, 2018** - Singtel and leading enterprise software innovator, VMware International Limited, today signed a memorandum of understanding to jointly provide solutions to accelerate the digital transformation of enterprises across the Asia Pacific region.

Both companies will set up their first Digital Transformation Foundry in Singapore, designed as a 'virtual sandbox' for customers to conduct proof-of-concept experiments to help bring their digital solutions to market more quickly. Enterprises can test their solutions in a hybrid cloud environment, for example, allowing them to implement cloud-enabled workplaces more smoothly, in turn lowering costs, achieving better operational efficiencies and improving productivity.

"Digitalisation lies at the heart of most companies' transformation. Many companies share the need to migrate to and operate in the cloud, get their networks software-driven in order to create workplaces of the future," said Mr Bill Chang, Chief Executive Officer for Group Enterprise at Singtel. "The Foundry will empower customers to implement an integrated cloud solution with ease. We will help them design, secure and deploy cloud-enabled solutions, in short, customise the flexible infrastructure they need to accelerate digital transformation, adopt new and disruptive technologies, and boost competitiveness."

"Singtel and VMware have worked very closely for many years to deliver great solutions to our mutual customers," said Mr Pat Gelsinger, Chief Executive Officer of VMware. "I'm delighted to further expand this collaboration to deliver digital transformation solutions to customers throughout Asia-Pacific who are looking to improve their IT capabilities to meet the ever-growing demands of their businesses to be more agile, cost effective, secure and responsive to their customer needs. Together with Singtel we aim to meet the needs of CIOs through the Foundry's new offerings."

With similar foundries slated for Australia and Hong Kong, Singtel and VMware will initially focus on delivering a suite of four cloud services to enable customers to modernise their data centres, integrate public and private clouds, transform information security and create digital workspace of the future. This suite includes:

- A private cloud service where customers will attain the agility, scalability and efficiency similar to that of public clouds, but with the greater levels of control and security of a single tenant with a dedicated hosted environment either on the customers' premises or in Singtel's data centres.
- A hybrid cloud service that will provide a more secure, inter-operable multi-cloud solution designed to facilitate seamless application mobility, disaster recovery and migration across multiple clouds.



- A digital workplace service which combines devices, connectivity, data management and security to enable employees to work on any device, anywhere, anytime.
- A multi-cloud managed security service which will secure customers' applications across both private and public clouds.

The collaboration builds on each company's strengths, leveraging Singtel's network, enterprise mobility, ICT expertise, cyber security capabilities as well as VMware's innovative cloud software. Recognised by Frost & Sullivan as the 'Asia Pacific Managed Cloud Service Provider of the Year in 2017', Singtel is a longtime member of the VMware Cloud Provider Programme in Southeast Asia, providing both secured government and managed enterprise cloud services.

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### **About Singtel**

Singtel is Asia's leading communications technology group, providing a portfolio of services from next-generation communication, technology services to infotainment to both consumers and businesses. For consumers, Singtel delivers a complete and integrated suite of services, including mobile, broadband and TV. For businesses, Singtel offers a complementary array of workforce mobility solutions, data hosting, cloud, network infrastructure, analytics and cyber-security capabilities. The Group has presence in Asia, Australia and Africa and reaches over 685 million mobile customers in 22 countries. Its infrastructure and technology services for businesses span 21 countries, with more than 428 direct points of presence in 362 cities.

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### **About VMware**

VMware software powers the world's complex digital infrastructure. The company's compute, cloud, mobility, networking and security offerings provide a dynamic and efficient digital foundation to over 500,000 customers globally, aided by an ecosystem of 75,000 partners. Headquartered in Palo Alto, California, this year VMware celebrates twenty years of breakthrough innovation benefiting business and society. For more information, please visit <https://www.vmware.com/company.html>.

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