# News Release

## REDTONE SET TO BE THE LARGEST B2B CLOUD PLATFORM PROVIDER IN MALAYSIA
*The company will launch flexiCloud as its latest managed value-added offering*

**Kuala Lumpur, Tuesday (1 March, 2016)** – Integrated telecommunications service provider, REDtone International Berhad (REDtone) is poised to operate the largest Business-to-Business (B2B) cloud platform in the country following the launch of *flexi*Cloud solutions, its latest offering under managed value added services.

Referred to as 'the next generation business-to-business cloud solutions', REDtone *flexi*Cloud offers comprehensive, scalable, flexible and cost-effective solutions for businesses to align their IT infrastructure with their business strategy with efficiency, securely and with no or minimal capital expenditure (capex) required.

The new *flexi*Cloud is specially developed to target SMEs and enterprises and will offer Malaysian-based companies an opportunity to have their cloud services hosted locally rather than in neighbouring countries.

Included in the *flexi*Cloud solutions are:
*flexi*Compute (Virtual Private Cloud): offers enterprise-ready infrastructure to build, manage and control computing resources in a robust private cloud computing infrastructure
*flexi*Backup: provides seamless and efficient back-up and restoration of data and information
*flexi*DR: offers a flexible and cost effective way to disaster recovery
*flexi*PaaS: offers platform as a service
*flexi*SaaS: offers software as a service

At a media briefing today on the new *flexi*Cloud service, REDtone announced its strategic tie-up with Huawei Technologies for cloud infrastructure services. Huawei currently operates five cloud computing R&D centres in Shenzhen, Xian and Hangzhou in China, Munich in Germany and The Silicon Valley in USA, with over 1,000 cloud computing engineers working in those locations.

In this Strategic Partnership Agreement, Huawei will provide a light yet elastic setup that allows REDtone to scale up rapidly without incurring high setup costs for its *flexi*Compute, *flexi*Backup and *flexi*DR solutions. Huawei also brings along technical knowledge and best practices to compliment REDtone's expertise in Malaysia.

"Huawei's commitment to continually without limit, scale up REDtone's cloud infrastructure as it grows its cloud business will enable REDtone to grow to become the largest cloud platform provider in the country ," said Andy Yau, Chief Executive of REDtone Data Centre Sdn Bhd at the media briefing.

He added that with *flexi*Cloud, it is better than owning IT as the service is offered on a 'on demand' basis. "Simply put, there is no or minimal capex needed on the part of customers and they only pay when using the service," he said.

Meanwhile Huawei South Pacific Vice President of Solution and Marketing, Liu DongFang said, "As a technology partner with global experience, Huawei believes that cloud computing will play a key role in the transformation of both IT & telecommunications industries and we are ready to support REDtone in profiting from this challenge, and the co-operation is an important step for Huawei Cloud solution in Malaysia's ICT industry."

REDtone will also partner four established software and services companies with wide experience and proven track performance to roll out its *flexi*Cloud Platform-as-a-Service (*flexi*PaaS) and Software-as-a-Service (*flexi*SaaS) solutions. Fusionex will provide data management platform and solutions, Kingslake cloud-based software development platforms and Lambda *flexi*SaaS Contact Centre solutions while Cloud Raxak provides *flexi*SaaS IT Audit Compliance software services.

All four partnerships will signify the beginning of REDtone's long term goals to cultivate enterprise ecosystems and offer a rich market place for top class application solutions, and expand its B2B cloud solutions capability to enterprise customers in Malaysia and the region.

An agreement signing was held between REDtone Data Centre Sdn Bhd and its five partners today. Representing REDtone Data Centre were its Director Lau Bik Soon and Andy Yau. Signing the

Strategic Partnership Agreement on behalf of Huawei was Liu Dongfang and Jimmy Jin, Head of IT Dept, Malaysian Rep Office.

On the Memorandum of Agreement signing with the remaining four companies, Fusionex was represented by its Senior Manager, Solutions Development Nicholas Tan, Kingslake by the Kingslake Group Chairman Dr S Dharmavasan while signing on behalf of Lambda was its Managing Director Tan Say Min while VP Sales Asia Pacific Lalit Mohanty represented Cloud Raxak.

Also present at the event were Dato' Wei Chuan Beng, REDtone Managing Director and Dato' Yasmin Mahmood, Multimedia Development Corporation Chief Executive Officer.

The managed value-added services category is one of three of REDtone's core businesses. Other offerings in this category are data centre services, healthcare solutions and Internet of Things (IoT) solutions.

### About REDtone International Berhad

REDtone International Berhad is a subsidiary of Berjaya Corporation Berhad. It is listed on Bursa Malaysia. As an integrated telecommunications solutions provider, REDtone's services are targeted at niche market segments. A well respected home-grown brand founded in 1996, REDtone has evolved from a voice provider to one that offers an extensive range of services under three main categories: (i) **telecommunications services** – it offers data and voice services to government, enterprises and SMEs. REDtone is the only service provider in the industry to provide infrastructure integration expertise. Its access to a unique suite of last mile technologies also enables it to offer broadband-on-demand. (ii) **managed telecommunications network services** – this includes building, maintaining and operating large scale WiFi hotspots, base stations and fiber infrastructure. (iii) **managed value-added services** – it offers data centre services, Internet of Things (IoT) services, cloud services and applications and healthcare solutions to enterprises, government and healthcare industry.

Beyond Malaysia, REDtone operates in Shanghai, China under REDtone Asia Inc, a US OTC Bulletin Board-listed company. Its China business is discounted call services and mobile reload.

REDtone's strong commitment in R & D has yielded technological innovations that have won the Multimedia Super Corridor (MSC) status company over 22 awards in Malaysia and abroad. It currently has eight patents pending for its technological breakthroughs. For more information, please visit www.redtone.com.

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On behalf of:        REDtone International Bhd
For further information, please contact BG Tay at Tel: (03) 7725 1908 or 012-202 5898;
email: bg5898@gmail.com