

FOR IMMEDIATE RELEASE

## **Huawei and Awantec enter partnership to drive digitalisation of Malaysia's public sector**

**[Kuala Lumpur, 6 January 2021]** Huawei Technologies (Malaysia) Sdn. Bhd. (Huawei) and AwanBiru Technology Berhad (AWANTEC) signed a Memorandum of Understanding (MoU) today to drive and promote the adoption of Huawei Cloud and Artificial Intelligence (AI) products and services in the public sector.

The collaboration will drive the adoption of Huawei Cloud products and services at both the federal and state levels, as well as among Malaysia's statutory bodies, Government-linked Companies (GLCs), and commercial organisations.

Huawei will act as **Cloud and Artificial Intelligence (AI) Service Provider**, offering its Cloud products and services such as Infrastructure as a Service (IaaS), Platform as a Service (PaaS), Software as a Service (SaaS), and Anything as a Service (XaaS), while AWANTEC will act as **Managed Services Partner** and drive demand and adoption for Huawei's products and services.

The MoU was signed by AWANTEC President and Group CEO Dr. Abu Hasan Ismail while signing on behalf of Huawei was its CEO Mr Michael Yuan. The signing was witnessed by Huawei Malaysia Vice-President of Cloud & AI Business Group, Mr Lim Chee Siong and AWANTEC Interim Chairman, Mr Paul Chan Wan Siew.

"We are pleased to start the new year with this strategic collaboration with Huawei and to be its first level partner on Cloud and AI technology targeting at our customers especially in the public sector. This is a strategic alignment for AWANTEC to be in the forefront of Cloud Computing to address the Government's call to raise the Country's digitalisation capabilities. We will have the best talent and team and utilise the best technology in collaboration with our global partners to provide multi-cloud management services. This partnership will be judged by three things: How we work together as a team; the Speed we hit the ground to take advantage of the new business landscape; and finally, how successful we are in transforming our customers' digitalisation

ambitions,” said Dr Abu Hasan Ismail, President/Group Chief Executive Officer of AWANTEC.

“Our years of experience in synergizing both technology and talent lifecycle services will be advantageous to this partnership. Together with Huawei, we look forward to opening opportunities, training and building technical and competent talent teams here in Malaysia. We have built our reputation as a trusted partner of the Government and we want to continue to do so when the nation embarks on its first cloud policy,” added Dr. Abu Hasan Ismail.

Huawei Malaysia CEO Mr Michael Yuan said that as a global technology leader with deep and wide-ranging expertise in Cloud and AI, Huawei is well suited to provide the technology and services needed to drive the digitalisation of Malaysia’s public sector.

“As we embark on a brand-new year, we look forward to lending our technological knowhow to bring Malaysia’s public sector at both Federal and State levels to greater digital heights.

“Cloud Computing, as we know, is the backbone of digital transformation. Paired with AI, these technologies will introduce greater flexibility, agility and resilience to processes within Malaysia’s public sector,” Mr. Yuan said, adding that this will also serve to propel the country’s Digital Economy forward.

“On behalf of Huawei, I would like to express my gratitude for the trust given to us to lend our resources for this purpose. This strategic collaboration is a great way to start year 2021, and we are honoured to be a part of Malaysia’s digital journey,” Mr. Yuan said.

Under the MoU, both parties will collaborate on the following:

- Jointly develop Go-To-Market plans and strategies, while engaging with potential end-users and customers to understand their needs, and to propose solutions based on Huawei Cloud and AI offerings;
- Understanding Malaysia’s market demand for Cloud products and customer requirements, especially among the government sectors and industries; and



- Huawei to leverage its technical capabilities as a renowned hyper-scaler Cloud and AI Service Provider to advise on Cloud and AI technologies, and share global best practices for Cloud adoption and migration.

Also present at the event today were AWANTEC Executive Director and Chief Operating Officer Mr Baldesh Singh, Huawei Malaysia Vice President of Public Relations and Communications Puan Rita Irina Abdul Wahab and Huawei Malaysia Head of Cloud Business Mr Tan Kuan Thye.

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## About Huawei

Huawei is a leading global provider of information and communications technology (ICT) infrastructure and smart devices. With integrated solutions across four key domains – telecom networks, IT, smart devices, and cloud services – we are committed to bringing digital to every person, home and organisation for a fully connected, intelligent world. Huawei's end-to-end portfolio of products, solutions and services are both competitive and secure. Through open collaboration with ecosystem partners, we create lasting value for our customers, working to empower people, enrich home life, and inspire innovation in organisations of all shapes and sizes.

At Huawei, innovation focuses on customer needs. We invest heavily in basic research, concentrating on technological breakthroughs that drive the world forward. We have more than 188,000 employees by the end of 2018, and we operate in more than 170 countries and regions. Founded in 1987, Huawei is a private company fully owned by its employees.

## About AwanBiru Technology Berhad (AWANTEC)

*(Formerly known as Prestariang Berhad)*

[www.awantec.my](http://www.awantec.my)

**AWANTEC** is a leading Technology and Talent Platform innovator providing multi-cloud management services and lifelong learning talent lifecycle services to achieve the digitalisation of Malaysia. The Company's core business revolves around the convergence of technology and human talent leveraging the latest technology in collaboration with its global partners including Amazon, Google, SAP, Huawei, Autodesk, Adobe, Salesforce, Oracle and more. Under its Technology business, **AWANTEC** offers a full-suite of Cloud-based products including Infrastructure as a Service (IaaS), Platforms as a Service (PaaS), Software as a Service (SaaS) and Anything as a Service (XaaS). While under its Talent business, **AWANTEC** provides a holistic talent management services with lifelong learning opportunities to reskill and upskill job seekers and employers that include profiling, training, certification and placement services. Founded since 2003 and listed on the Main Market of Bursa Malaysia in 2011, **AWANTEC** is a Syariah Compliant stock and a constituent of the Bursa Malaysia FTSE4GOOD



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