



Virtustream and Vodafone announce strategic partnership for German cloud market

- **Vodafone is Virtustream's preferred data centre partner for networked cloud services in Germany**
- **IaaS and SAP in the cloud for enterprises**

Düsseldorf/Washington, 10 March 2016 – Virtustream, the enterprise-class cloud provider and an EMC Federation company, and Vodafone today announced a partnership to offer a portfolio of world-class cloud services to corporate customers in the German market. Virtustream has selected Vodafone as its first and the preferred data centre partner for connected cloud-based services in Germany.

"Vodafone is proud that Virtustream has selected our cloud and hosting offering for its German operations for mission-critical cloud solutions," said Greg Hyttenrauch, Managing Director, VCHS. "Virtustream xStream and VCE converged infrastructure, coupled with Vodafone datacenters, services and network, further enhances our ability to provide enterprise-class services for the German market and beyond."

The two companies will offer a joint cloud infrastructure-as-a-service platform powered by Virtustream's xStream® cloud management software that integrates with Vodafone's broader network offerings to provide end-to-end services to customers. Customers will be able to move their enterprise workloads, such as SAP, into a highly secure and scalable environment enabling them to significantly decrease the total cost of ownership (TCO) while simultaneously improving the agility, performance and resiliency of their IT deployment. By leveraging Vodafone's multiple Tier 3+ datacenters in the German market, for disaster recovery purposes, they can also offer services that comply with German data sovereignty requirements.

"Germany is a key growth market for Virtustream, and formalizing our partnership with Vodafone puts us in a position to quickly scale our operations there," said Rodney Rogers, co-founder and CEO, Virtustream. "This joint offering will be unrivaled in its ability to manage critical infrastructure and is poised to quickly scale as enterprises increasingly move mission-critical applications to the cloud."

Virtustream was officially acquired by EMC in July 2015 and is now part of the EMC Federation. Its cloud software and services are already used by a number of Fortune 500 enterprises worldwide. The partnership with Vodafone is an extension of their existing relationship with EMC in Europe, the Middle East and Africa (EMEA).

Vodafone Cloud & Hosting is a Vodafone business unit offering flexible and scalable cloud and hosting services for every business requirement, including customer-specific hybrid cloud solutions. Vodafone is a one-stop provider of a comprehensive range of cloud services from German Tier 3+ data centres which conform to the very highest standards of national security and data protection. Integrated communication services provider Vodafone also

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Press Release

Vodafone
Power to you

offers Cloud & Hosting services in combination with a wide range of other services and solutions, such as classic fixed and mobile connectivity, security solutions, machine-to-machine communications and unified communications and collaboration (UCC).

Vodafone will be exhibiting in Pavilion 32 at this year's CeBIT in Hanover from 14 to 18 March 2016. It is showcasing products for SMEs, large corporations and public-sector companies reflecting the motto: "Getting you ready for gigabit business". The portfolio extends from innovative network solutions to IoT and cloud applications and unified communications products. The Vodafone Press Conference is taking place in Pavilion 32 at 9.45 a.m. on Sunday 13 March.



Vodafone Germany

Vodafone Germany is a leading integrated telecommunications company in Germany with 45 million customers, € 11 billion in revenue and 14,000 employees. It is a one-stop provider of fixed network, mobile communications, internet and TV services - and the only company in the market with mobile communications, DSL and cable technology. The Düsseldorf-based company offers a comprehensive ICT portfolio for enterprise customers. Vodafone secures corporate networks and communications, networks machines and stores enterprise data in the German cloud. 90% of all DAX-listed companies and 15 of 16 federal states are already Vodafone customers.

Vodafone Germany is the largest operating company of the Vodafone Group, one of the world's largest telecommunications companies with its own cellular networks in 26 countries and partner networks in a further 57 nations. It also has fixed network infrastructures in 17 countries. Vodafone has around 461 million mobile service customers and 13 million fixed network service customers around the world.

Visit the website at www.vodafone-deutschland.de for further information.

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