

[For immediate release]

## **HGC collaborates with Megaport to deliver Multi-cloud Connect Service**

*Megaport Software Defined Network enables corporate customers to connect to leading global Cloud Service Providers via HGC's dedicated network*

**Hong Kong, 31 January 2019** – HGC Global Communications Limited (HGC), a fully-fledged fixed-line operator and ICT service provider with extensive local and international network coverage and infrastructure, today (31 Jan) announced collaboration with Megaport, a global leading Network as a Service (NaaS) provider servicing more than 1,200 customers in over 380 enabled data centres worldwide, to launch Multi-cloud Connect Service (MCCS), a Megaport Connected connectivity solution. This new connectivity solution enables seamless, flexible, on-demand and secure connections to a multi-cloud platform in over 380 enabled data centres, allowing corporate customers to connect to leading global cloud service providers (CSPs).

### **Connect to global leading CSPs through a single HGC interconnection point**

The newly-launched Multi-cloud Connect Service (MCCS) provides a direct connection to Megaport's ecosystem of more than 300 cloud service providers including top global CSPs such as Alibaba Cloud AWS, Azure, Google Cloud Platform, IBM Cloud, Oracle Cloud, Salesforce, and SAP via HGC's network. Existing HGC MetroNET customers can activate MCCS service and connect to the MCCS platform by utilising the current local connectivity with a VLAN. From now on, through HGC's collaboration with Megaport, HGC customers can connect to multiple cloud regions through a single HGC interconnection point without the need of having their own hardware, thus saving cost.

HGC MCCS service provides flexibility in configuring bandwidth for sporadic burstable traffic to optimise the performance of mission critical cloud-based applications, taking advantage of Megaport's SDN technology. With HGC's extensive global network coverage, HGC customers can enjoy regional connectivity and support from HGC, embracing the global digitalisation trend.

Key features of MCCS Service:

- Direct, secure connection to a multi-cloud platform of more than 300 cloud service providers including top global cloud service providers.
- Optimised performance for mission critical cloud-based applications.
- Connection to multiple cloud regions from a single HGC interconnection point without the need of customers having their own infrastructure, thus saving cost.
- SDN technology provides flexibility to configure bandwidth by scaling bandwidth as needed
- HGC's one-stop managed ICT service to meet various business needs, allowing customers to focus on core business.

Andrew Kwok, Chief Executive Officer of HGC, said, “Our collaboration with Megaport is very important as corporate customers nowadays demand flexible private connectivity to global cloud platforms. While corporate customers have access to HGC’s strong infrastructure base and on-demand services, their growing demand for one-stop solutions can also be met by enabling them to leverage cloud-based applications through this newly-launched MCCA Service. This is another example of HGC’s continuous commitment to becoming a leading ICT service provider in the market.”

Vincent English, Chief Executive Officer of Megaport, said, “We are delighted to collaborate with HGC to enable enterprises with global, multi-cloud connectivity solutions. Hong Kong is experiencing an increase in cloud adoption as a result of digital transformation. Direct cloud connectivity is a critical part of ensuring cloud-based architectures scale with reliable performance. HGC and Megaport are well-positioned to support enterprises as they transform their IT architectures to compete in a cloud-enabled world.”

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#### **About HGC Global Communications Limited**

HGC Global Communications Limited (HGC) is a leading Hong Kong and international fixed-line operator. The company owns an extensive network and infrastructure in Hong Kong and overseas and provides various kinds of services. It provides telecom infrastructure service to other operators and serves as a service provider to corporate and households. The company provides full-fledged telecom, data centre services, ICT solutions and broadband services for local, overseas, corporate and mass markets. HGC owns and operates an extensive fibre-optic network, five cross-border telecom routes integrated into tier-one telecom operators in mainland China and connects with hundreds of world-class international telecom operators. HGC is one of Hong Kong’s largest Wi-Fi service providers, running over 29,000 Wi-Fi hotspots in Hong Kong. The company is committed to further investing and enriching its current infrastructure and, in parallel, adding on top the latest technologies and developing its infrastructure services and solutions. HGC is a portfolio company of I Squared Capital, an independent global infrastructure investment manager focusing on energy, utilities and transport in North America, Europe and selected fast-growing economies.

To learn more, please visit HGC’s website at: [www.hgc.com.hk](http://www.hgc.com.hk)

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**About Megaport**

Megaport is the global leading provider of Elastic Interconnection services. Using Software Defined Networking (SDN), the Company's global platform enables customers to rapidly connect their network to other services across the Megaport Network. Services can be directly controlled by customers via mobile devices, their computer, or our open API. Megaport connects over 1,275 customers in 386 enabled data centres globally. Megaport is an Alibaba Cloud Technology Partner, Oracle Cloud Partner, AWS Technology Partner, AWS Networking Competency Partner, Microsoft Azure ExpressRoute Partner, Google Cloud Interconnect Partner, IBM Direct Link Cloud Exchange provider and Salesforce Express Connect Partner.

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