[For immediate release]

HGC to offer managed SASE service to address cross-border cybersecurity challenges in the Greater Bay Area

The fully managed end-to-end solution is powered by Palo Alto Networks to help companies maintain data security and network performance across all their locations, applications and users

Photo caption: (From left to right) Loren Fung - Vice President - Group ICT Business, HGC Global Communications; Daniel Ho - Vice President, Advanced Solutions and Services, HGC Global Communications; Alvin Wong, Chief Operating Officer - ICT Business, Solutions and Product, HGC Global Communications; Andrew Kwok, Chief Executive Officer, HGC Global Communications; Wickie Fung, Managing Director, Hong Kong & Greater Bay Area, Palo Alto Networks; Bryan Yeung, Director, Ecosystem, Greater China, Palo Alto Networks, and Cecil Siu, Channel Business Director, Palo Alto Networks, announce the launch of the new one-stop SASE managed service.

Hong Kong, 18 Sep 2023 - HGC Global Communications Limited (HGC), a leading ICT service provider based in Hong Kong, today announce that it is launching a one-stop secure access service edge (SASE) managed service for enterprises operating across the Guangdong-Hong Kong-Macao Greater Bay Area (GBA).

The fully managed end-to-end solution is powered by Palo Alto Networks Prisma SASE solution. Together with HGC's cross-border network serving as the software-defined wide area network

(SD-WAN) backbone, the solution will help companies maintain data security and network performance across all their locations, applications and users in the GBA.

The GBA comprises the two Special Administrative Regions of Hong Kong and Macao, and the nine municipalities of Dongguan, Foshan, Huizhou, Guangzhou, Jiangmen, Shenzhen, Zhaoqing, Zhongshan, and Zhuhai in Guangdong Province. Enterprises operating in the GBA tend to have highly mobile users that rely on a variety of digital devices and virtual communication and collaboration tools as they work across borders to seize business opportunities. However, these hybrid working models, combined with the shift to the cloud and more complex networking architectures, make enterprises increasingly vulnerable to cyberattacks.

The one-stop SASE managed service is a unique solutions package designed to overcome these challenges and support secure digital transformation. It integrates HGC's high-performance cross-border SD-WAN network (powered by Palo Alto Networks Prisma SD-WAN) and proven network and security management capabilities with the expertise of Palo Alto Networks as the world leader in single-vendor SASE.

The new service offering utilises HGC's cross-border network as its SD-WAN backbone and leverages HGC's Security Operations Centre (SOC) to monitor both the SASE cloud and customers' devices in on-premise data centres, branch offices, and their virtual appliances in the cloud. This provides improved security, optimal stability, simplified management and scalability, better observability and reduced costs for the hybrid environment.

HGC provides direct links to the mainland via five fibre-optic cable systems from Hong Kong with three local offices in the GBA, including a GBA headquarters and [Digital Service Operations Centre](#) (DSOC) in Guangzhou. Staffed by a team of over 200, HGC provides 24x7 monitoring, management and support to help enterprises capture opportunities through innovative solutions and digital technology. HGC has proven quality of cybersecurity solution deployment experience and best practice across Hong Kong and GBA. Under the partnership with Palo Alto Networks, will also launch the first HGC & Palo Alto Networks Centre of Excellence (CoE) for the new cross-border SASE managed service in this quarter.

Alvin Wong, Chief Operating Officer - ICT Business, Solutions and Product, HGC Global Communications, said, "It is never easy for companies to navigate the complexities of mainland China's internet and cybersecurity landscape, especially across borders where network performance and scalability and regulatory compliance could become the pain points. With HGC's high-quality cross-border network and local resources, coupled with the localised SASE platforms provided by Palo Alto Networks on the mainland and overseas, customers across GBA will have access to the very best integrated networking and security managed services."

Wickie Fung, Managing Director, Hong Kong & Greater Bay Area, Palo Alto Networks, said, "Cyberattacks are borderless. Enterprises operating across borders and in the GBA need a comprehensive approach to safeguard their networks while enabling employee productivity and cloud adoption across borders. By integrating our SASE solution with HGC's network and

management capabilities, enterprises can benefit from enhanced security, connectivity, ease of use and more."

Palo Alto Networks has been named as – a Leader in the Gartner® Magic Quadrant™ for Single-Vendor SASE (August 2023)[1]. Its solution Prisma SASE is the industry's most complete SASE solution, converging security, SD-WAN, and Autonomous Digital Experience Management into a single cloud-delivered service. The solution provides best-in-class security for hybrid workforces and automates branch management to reduce complexity and cost and achieve better security outcomes and an exceptional user experience.
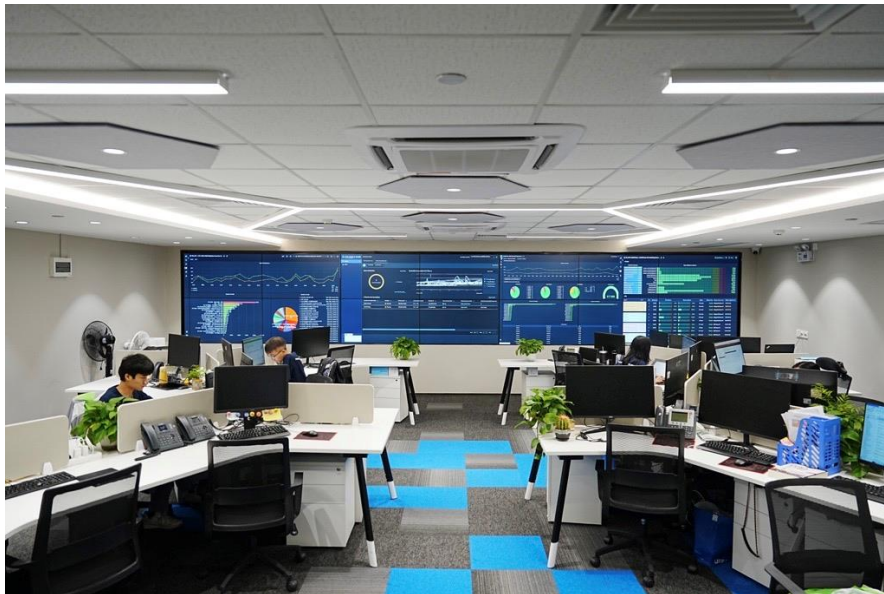

Photo caption: HGC's GBA headquarters in Guangzhou has a dedicated Digital Service Operations Centre (DSOC) that provides 24x7 monitoring, management and support to help enterprises capture opportunities through innovative solutions and digital technology.

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About HGC Global Communications Limited

HGC Global Communications Limited (HGC) is a leading Hong Kong and international telecom operator and ICT solution provider. The company owns an extensive network and infrastructure in Hong Kong and overseas and provides various kinds of services. HGC has 19 overseas offices and staff presence in 31 cities worldwide. 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, SME 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. In 2019, HGC Group completed the acquisition of Macroview Telecom Limited (Macroview), a leading digital technology solution and managed services provider. The addition of Macroview further accelerates HGC Group's digital transformation path and positioning as a pioneering ICT and digital services leader. 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

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