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Huawei Enterprise expands partnership with ECS ICT Bhd, now offers full range of enterprise products and solutions in Malaysia

Huawei is committed towards partner cooperation in delivering highly efficient ICT solutions and services

[Kuala Lumpur, 23 October, 2012] Huawei, a leading global information and communications technology (ICT) solutions provider, announced the appointment of Malaysia's leading ICT products and services provider, **ECS ICT Berhad**, via its wholly-owned subsidiary, **ECS Astar Sdn Bhd**, as the authorised distributor for its entire range of enterprise products and solutions for the Malaysian market.

Huawei Enterprise's strategic partnership with ECS in Malaysia marks an important milestone in the continuing channel expansion and market development strategy in the South Pacific Region, and will see the availability of Huawei's line-up of networking products, Unified Communications and Collaboration, IT Infrastructure and security products, via ECS' comprehensive network of corporate dealers and system integrator resellers nationwide.

"ECS has constantly endeavoured to grant valued partners like Huawei the desired accessibility to key markets through our reseller channel nationwide. In recent years we have witnessed unabated demand for Enterprise Systems from both the public and private sectors, so as to raise their operational efficiency to a higher level," said Foo Sen Chin, Managing Director of ECS ICT Berhad.

"We are pleased to strengthen our collaboration with Huawei to broaden our product portfolio with top-notch brands to effectively meet our customers' needs", continued Foo.

"We're aggressively addressing market opportunities in the region, particularly in Malaysia where we work closely with various sectors of national significance, including government and public sector, finance, transportation, electric power, energy, commercial businesses and Internet Service Providers. Building upon the momentum forged in Indonesia and

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Singapore, we're continuing our commitment to give Malaysian enterprises a better way to realise business agility in a highly competitive space," said Tony Zhang, Vice President, South Pacific, Huawei Enterprise.

"Through our partnership with ECS in Malaysia, we will be able to leverage on their reseller expertise and expand upon Huawei's portfolio of Enterprise solutions for Malaysian businesses," Tony added.

Huawei's Enterprise Division, which was unveiled last July, continues to build upon the Huawei Enterprise Channel Partner Programme, and augmented by ECS' dealer network, now sees a wide distribution reach via resellers throughout Malaysia.

The full line-up of Huawei products available through ECS locations in Malaysia includes:

- LAN switches
- Video conference and telepresence solutions
- Unified Communication systems
- VoIP and multimedia phones
- Eudemon 200 Series firewalls
- Servers and storage systems
- Access routers
- SDH, DWDM and microwave transmission solutions

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About ECS ICT Berhad:

ECS ICT Berhad (ECS), an MSC-status company, and its group of subsidiaries started in 1985 with the establishment of ECS KU Sdn Bhd Today, the Group is a leading distribution hub for Information & Communications Technology (ICT) products in Malaysia via ECS ASTAR Sdn. Bhd. and ECS PERICOMP Sdn. Bhd. Listed on the Main Market of Bursa Malaysia Securities Berhad on 15 April 2010, ECS is an associate company of ECS Holdings Limited, a Singapore Exchange Main Board company which is one of the leading ICT distributors in Asia Pacific, accessing to a network of more than 23,000 channel partners across China, Thailand, Malaysia, Singapore, Indonesia and the Philippines.

ECS distributes a comprehensive range of ICT products comprising notebooks, personal computers, printers, software, network and communication infrastructure, servers, and enterprise software from more than 30 leading principals.

With a nationwide channel network of more than 3,000 resellers comprising retailers, system integrators and corporate dealers, ECS also provides value-added product support and technical services. For more information, please visit www.ecsm.com.my

About Huawei Enterprise Business Group:

Enterprise Business Group is one of Huawei's four major, mission-critical business groups, focusing on enterprise infrastructure, communications, data centers, vertical industry solutions, as well as cloud computing-based enterprise IDC solutions and applications, which has set up departmental organisations in over 100 countries and regions.

By leveraging its years of technical expertise and unmatched R&D capabilities, the Enterprise Business group is well-positioned to grow together with customers and partners for the future cloud computing and ICT convergence era.

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Media Contacts:

Huawei

May H B Onn

Regional Channel Marketing

Mobile: +65 9233 1388

Email: may.onn@huawei.com

Tan Joo Lyn

Marketing, Malaysia Enterprise

Mobile: +6012 2095 877

Email: tan.joolyn@huawei.com

ECS ICT Bhd

Julia Pong

Aquilas Advisory

Mobile: +6012 3909 258

Email: julia@aquilas.com.my

Caren Lwee

ECS ICT Berhad

Mobile: +6012 6266 855

Email: carenlwee@ecsm.com.my