

### About Econocom

Econocom designs, finances and oversees companies' digital transformation. With over 9,000 employees in 19 countries and revenue in excess of €2.3 billion, Econocom has all the requisite abilities to ensure the successful implementation of large-scale digital projects: consulting, sourcing and technology management & financing of digital assets, infrastructure, application and business solution services, and project financing.

The Econocom Group share (BE0974266950 - ECONB) has been listed on the Euronext NYSE in Brussels since 1986 and is part of the BelMid and Tech 40 indices.

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## ECONOCOM SIGNS AS HUAWEI VALUE-ADDED PARTNER IN FRANCE

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**Huawei, a leading global information and communications technology (ICT) solution provider, and Econocom, a European company specialising in the digital transformation of businesses, today announced the signing of Econocom as a new Huawei Value-Added Partner in France.**

As a Huawei Value-Added Partner, Econocom is recognized by Huawei as an industry expert in digital transformation possessing strong research and development capabilities as well as leading industry consulting expertise. The new partnership status will enable Econocom to further stand out from the competition by bringing Huawei technology and solutions to its customers to address their various challenges.

*"This is a truly exciting time for Econocom and our customers,"* said Richard Plottier, Strategic Alliances Director, Econocom Group. *"The scale of*

*Huawei's broad portfolio of network solutions, viable hardware strategy and deep market penetration makes it the perfect partner to help develop and grow our businesses hand-in-hand."*

*"Econocom's expertise in integration, deployment and -after-sales support means this collaboration is of huge mutual benefit for both companies as we jointly look to expand our presence in the market,"* said Robert Yangchen, Huawei France Enterprise Business General Manager. *"Huawei's heavy investment in research and development and breadth of experience in telecommunications combined with Econocom's national and international coverage means we look forward to a long and fruitful future together."*

In addition to signing as a Huawei Value-Added Partner, Econocom will also become a Huawei Certified Service Partner (CSP) and Authorized Service Provider (ASP). The CSP program specifically aims to enhance Huawei channel partners' service capabilities, offering high-quality services to customers to ultimately achieve a triple win for customers, partners, and Huawei.





As an ASP, Econocom will also be able to provide pre-sales technical, -after-sales technical and marketing support for Huawei's products for its customers.

The partnership was announced at CeBIT in Hanover, Germany. Richard Plottier, Strategic Alliances Director, Econocom Group and David He, President of EBG Marketing & Solutions Sales attended the ceremony, and witnessed the memorandum of understanding (MOU) signing on behalf of Huawei Enterprise and Econocom.

CeBIT 2016 takes place in Hanover from 14-18 March. Huawei will showcase its latest products and solutions in Hall 2. For more information, please visit <http://enterprise.huawei.com/topic/2016Cebit/>

#### **About Huawei**

Huawei is a leading global information and communications technology (ICT) solutions provider. Our aim is to enrich life and improve efficiency through a better connected world, acting as a responsible corporate citizen, innovative enabler for the information society, and collaborative contributor to the industry. Driven by customer-centric innovation and open partnerships, Huawei has established an end-to-end ICT solutions portfolio that gives customers competitive advantages in telecom and enterprise networks, devices and cloud computing. Huawei's 170,000 employees worldwide are committed to creating maximum value for telecom operators, enterprises and consumers. Our innovative ICT solutions, products and services are used in more than 170 countries and regions, serving over one-third of the world's population. Founded in 1987, Huawei is a private company fully owned by its employees.

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