

[For Immediate Release]

Nutanix and OneAsia Partner to Offer a More Flexible and Affordable Cloud Solution to Enterprises in Hong Kong



Teddy Ko, country manager, Hong Kong & Macau, at Nutanix (left) and Charles Lee, founder and CEO at OneAsia (right)

Hong Kong – February 15, 2023 – [Nutanix](#) (NASDAQ: [NTNX](#)), a leader in hybrid multicloud computing, today announced a new Nutanix Elevate Service Provider and Indirect Reseller partnership with OneAsia, a leading IT service, datacenter, and cloud solutions provider in Hong Kong.

The partnership enables enterprises and public sector organizations to subscribe to cloud and hyperconverged infrastructure (HCI) services on a monthly basis, giving them more flexibility and control over costs. Leveraging Nutanix's hyperconverged infrastructure (HCI) technology, OneAsia HCI Cloud will provide a new platform that combines the convenience of infrastructure as a service (IaaS) with enterprises' on-premises infrastructure without consideration for initial capital expenditures.



This new service is available to organizations in Hong Kong now. The benefits to OneAsia customers include:

- **Enhanced data security**
 - The Nutanix Cloud Platform provides platform hardening, secure auditing, reporting and most importantly protection from network threats to customers.
- **Sustainability**
 - The Nutanix Cloud Platform is integrated with the hardware supported by OneAsia, which enables customers to meet the growing need for storage and IT governance without setting up their own local datacenters. This helps to reduce customers' own datacenter footprints and power consumption.
- **Streamlined Manpower**
 - OneAsia centralizes the manpower required to manage customers' clouds. IT specialists from OneAsia provide agile managed cloud solutions, freeing up customers' internal IT personnel to do other value-added tasks.
- **The Right Services for Their Workloads**
 - Customers can determine the most suitable pricing model, which enables them to choose the next generation IT infrastructure that is most cost-effective and fits their needs.

OneAsia HCI Cloud not only offers a subscription based on the Nutanix HCI platform, but also helps enterprise customers set up essential physical environments including datacenter rack space, power supplies and network switches. OneAsia will manage and perform all hardware maintenance and replacement including troubleshooting support, while customers only need to manage the layers above the hypervisor as they would in the public cloud.

By adding OneAsia Cloud Connect, an optional cloud connection service, customers will be able to connect datacenters and public clouds around the world to the OneAsia HCI Cloud. Data can be exchanged seamlessly between sites and hybrid environments.

“OneAsia will work with Nutanix to unleash the full power of managed cloud in Hong Kong,” added **Charles Lee, founder and CEO at OneAsia**. “In the future, we aim to deploy the services in other parts of the region.

“Through this partnership, Nutanix aims to provide organizations in Hong Kong with an affordable and flexible cloud subscription model,” said **Teddy Ko, country manager, Hong Kong & Macau, at Nutanix**. “We are helping enterprises simplify cloud complexity, so they can focus on business growth and strategic planning.”

About Nutanix

Nutanix is a global leader in cloud software and a pioneer in hyperconverged infrastructure solutions, making clouds invisible, freeing customers to focus on their business outcomes. Organizations around the world use Nutanix software to leverage a single platform to manage



any app at any location for their hybrid multicloud environments. Learn more at www.nutanix.com or follow us on social media @nutanix.

About OneAsia

Established in 2009, OneAsia is a leading data center, connectivity, and cloud solutions provider offering a full range of infrastructure, management, connectivity, and application services to business of all sizes. The Company operates top-tier rated data centers and offers services across Asia, including Greater China, and is further expanding its presence in Thailand, Japan and South Korea. OneAsia cares about the sustainability of the industry as much as the reliability of our services, we integrate state-of-the-art and green technologies into our data center infrastructure and our service solutions to keep our customers well connected at any time and from anywhere. For more information, please visit www.oneas1a.com

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