



IIJ Global

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IIJ Global Solutions Vietnam Empowers Overseas Enterprises to Leverage Standard AWS Services with Serverworks

Vietnam –July 8, 2024– Today, Internet Initiative Japan Inc. (TSE Prime:3774), one of Japan’s leading Internet access and comprehensive network solutions providers, and its Vietnam-based, 100% owned subsidiary IIJ Global Solutions Vietnam Company Limited (IIJ GS Vietnam)-the cloud and security service provider- today announced an expanded collaboration with Serverworks Co., Ltd. (Serverworks) to bring new managed services and solutions for AWS (Amazon Web Service) in Vietnam. IIJ GS Vietnam will launch the IIJ Managed Cloud service on July 8, 2024, which offers guidance and execution of operational best practices with highly automated tools, skills, and experience contextual to the business’s environment and applications.

With a comprehensive range of offerings, including internet access, outsourcing, and systems integration, IIJ has solidified its position as a leading provider of network usage solutions in Japan since 1992. IIJ is certified as the Advanced Tier Partner of AWS. Besides, Serverworks is the Japan-based AWS Premier Tier Service Partner, the highest-ranking partner among over 100,000 AWS partners worldwide. Serverworks has over 951 AWS Certifications, including 2 Japan AWS Ambassadors, and over 20,000 projects of more than 1,300 clients have been achieved.

The public cloud market in Vietnam is expanding year by year. Reflecting on the strong growth momentum of cloud computing demand in Vietnam, AWS has announced that it will set up the AWS Local Zone in Hanoi City by 2024.

The partnership between IIJ and Serverworks empowers clients’ AWS experiences with highly managed operations and AWS Enterprise-level Support, the highest tier of AWS support level under the IIJ Managed Cloud service for overseas AWS businesses. As a managed AWS service provider, IIJ GS Vietnam can consult, deliver, integrate, manage, and support all AWS users. It also provides a sophisticated process as a one-stop service with a full spectrum of service offerings for clients who already use AWS or clients about to start the AWS journey with the right managed cloud service provider from now on.

This strategic move reaffirms IIJ GS Vietnam’s commitment to delivering exceptional advisory, deployment, and support services to customers in Vietnam and the surrounding region by offering IIJ Managed Cloud service.

"We offer IIJ Managed Cloud service for AWS to provide our customers with the best efforts of our company & Serverworks: our software, services, support, and expertise," said Ryo Matsumoto, President and CEO at IIJ Global Solutions Vietnam. ***"The growth we've seen over the last few years proves it's working, and we're thrilled to bring the IIJ Managed Cloud experience to our AWS customers. That means we're enabling the best way for them, in their cloud of choice."***

IJ Managed Cloud service shortens the distance between data and value by delivering maximum uptime with minimal administrative overhead. Customers also see additional advantages like reduced costs, retirement of technical debt, and increased speed and security so that they can focus on innovation and actual results.

"Our partnership with IJ GS Vietnam is aligned with the strategic and rational global business acceleration that moves us one step further to the global player in this field. I believe we can provide our qualified know-how and sophisticated service offerings to our precious customers outside of Japan." said Mr. Takashi Hashiba – Senior Vice President at Serverworks.

Explore **IJ Managed Cloud service** and learn more about the **strategic collaboration** between Serverworks and AWS. It is easier than ever for customers to use the strengths of both partners to benefit their business.

Main features of the service

As a managed AWS service provider, IJ GS Vietnam can consult, deliver, integrate, manage, and support all AWS users. For further information about the service, visit <https://vn.ij.com/en/services-solutions/ij-managed-cloud>.

The key benefits of the service are,

1. **AWS Enterprise Support:** Provide AWS Enterprise-level support, a support center in English and Vietnamese, and a highly managed monitoring service for all customers and accounts.
2. **Cloud Automator:** Provide Cloud Automator to enable the well-automated operation and cost-control of the AWS environment to reduce TCO (Total Cost of Ownership). Training and workshops are provided when you start the AWS journey.
3. **5% discount always:** Billed by invoices following the Vietnamese commercial custom while enjoying a 5% discount on all AWS components and usage fees at all times. Support Red Invoice issuance.
4. **Full Coverage Service:** Provide abundant menus for consulting, design and integration, operation & maintenance, and more to support any phase of AWS system life cycles.

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| AWS Consulting & Delivery | Standard Plan | <ul style="list-style-type: none"> · Number of instances: 5 or less AWS instances · Components: IAM, S3, RDS, etc. · Consulting: within 5 hours · QA alert delivery: within 5 hours |
| | Enterprise Plan | <ul style="list-style-type: none"> · Number of instances: over 5 AWS instances · All AWS components · Consulting: unlimited · QA alert delivery: unlimited |
| Monitoring & Operation Outsourcing | Standard Plan | <ul style="list-style-type: none"> · Alert&Response: Pre-set respond · Monitoring time: 24/7 · Operation Outsourcing: Pre-set operations (10 tickets per month) |
| | Enterprise Plan | <ul style="list-style-type: none"> · Alert&Response: Pre-set response and customized response · Monitoring time: 24/7 · Reporting · Operation outsourcing: Pre-set operations and customized procedures |

About Serverworks Co., Ltd.

Serverworks Co., Ltd. is a cloud integrator founded in 2000 and has been selected as the Premier Tier Partner of AWS since 2014. Serverworks provides AWS-related managed services and solutions with over 951 AWS Certifications. Serverworks is listed on the Tokyo Stock Exchange as the first AWS-specialized provider in Japan.

About IIJ GS Vietnam

IIJ Global Solutions Vietnam Company Limited, a subsidiary of IIJ Group, was established in 2016 with the mission of enhancing business productivity and flexibility to go one step further, it provides turn-key cloud & security solutions and IT consulting & system integration services in Vietnam. For more information about IIJ Global Solutions Vietnam Company Limited, visit <https://vn.ijj.com/en/>.

About IIJ

Founded in 1992, IIJ is one of Japan's leading Internet-access and comprehensive network solutions providers. IIJ and its group companies provide total network solutions that mainly cater to high-end corporate customers. IIJ's services include high-quality Internet connectivity services, systems integration, cloud computing services, security services and mobile services. Moreover, IIJ has built one of the largest Internet backbone networks in Japan that is connected to the United States, the United Kingdom and Asia. IIJ was listed on the Prime Market of the Tokyo Stock Exchange in 2022. For more information about IIJ, visit the official website: <https://www.ijj.ad.jp/en/>.

The statements within this release contain forward-looking statements about our future plans that involve risk and uncertainty. These statements may differ materially from actual future events or results.

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