

## **PRESS RELEASE**

### **IIJ and Serverworks Form Alliance to Expand AWS Business**

*-- Will aim to raise competitiveness and grow market share in managed services through technical cooperation and joint development of solutions --*

TOKYO - January 7, 2025 - Internet Initiative Japan Inc. (TSE Prime: 3774), one of Japan's leading Internet access and comprehensive network solutions providers (“IIJ”) and Serverworks Co., Ltd. (“Serverworks”) today announced the forming of a business alliance on January 7, 2025 in the Amazon Web Services (AWS) area, aimed at raising their competitiveness and expanding their share in the AWS managed services business on the cloud services market.

Leveraging its advanced Internet technology, IIJ provides a wide range of IT services including network, cloud, and security services, as well as comprehensive network solutions through system integration and operation outsourcing, helping companies achieve network system digitalization and digital transformation.

Serverworks, a provider of AWS-dedicated system integration and managed services with extensive service implementations, has earned high acclaim for its pioneering initiatives in the cloud services market, earning the top ranking among AWS consulting partners as an AWS Premier Tier Service Partner.

#### Overview of the Business Alliance

1. Strengthening of IIJ’s development and technology capabilities in the AWS solutions realm

IIJ will benefit from the provision of know-how such as design guidelines, operation policies, operation improvement, and CCoE\* startup assistance from Serverworks, which has extensive experience in providing AWS services. This will help IIJ strengthen its AWS solutions development capabilities and enhance its technology level in consulting, system integration, support, and operation.

\*CCoE: Cloud Center of Excellence, an enterprise-wide team bringing together the human talent, knowledge, and other resources necessary for successfully carrying out cloud strategy in a company.

2. Promotion of AWS engineer capacity building in IIJ

Combining the expertise gained by IIJ from numerous system integration projects with the specialized AWS training offered by Serverworks, engineers will be equipped with the specialized technology for maximizing the advantages of AWS, such as containerization and serverless computing.

3. Joint development of solutions for strengthening AWS cloud security

The two companies are planning joint development of new solutions that will boost the security of AWS-based cloud systems, such as monitoring for cloud service configuration errors and cloud workload protection, drawing on IIJ’s extensive experience in security service development and operation, and on the deep familiarity of Serverworks with AWS functions and inner workings.

For both IIJ and Serverworks, this business alliance offers the opportunity to put their respective technology and knowledge to use toward provision of higher value-added AWS and managed services, thereby demonstrating further superiority on the cloud services market and meeting the expanding demands of companies for cloud service use.

## 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.ij.ad.jp/en/>.

## About Serverworks

Serverworks is an AWS-dedicated cloud integrator that has been providing services from cloud implementation to optimization since 2008, with its vision of “Make the world more productive with the Cloud.” The company boasts a track record of more than 1,380 customers and 23,100 AWS implementation projects as of the end of November 2024, and has been certified as an AWS Premier Tier Service Partner continuously since November 2014, the highest rank in the AWS Partner Network (“APN”).\* The company has been continuously expanding its AWS business by acquiring a variety of AWS certifications, including for migration and operation, digital workplace, and contact center services.

\*Please see the following site for details of certifications and other achievements.

<https://partners.amazonaws.com/partners/001E000000NaBHzIAN/>

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

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