



21Vianet Group, Inc. Expands Its Cloud Business

July 19, 2018

BEIJING, July 19, 2018 (GLOBE NEWSWIRE) -- 21Vianet Group, Inc. (Nasdaq:VNET) ("21Vianet" or the "Company"), a leading carrier- and cloud-neutral Internet data center services provider in China today has announced, that on 16 July 2018 at the Microsoft Inspire 2018 Worldwide Partner Conference its wholly-owned subsidiary Shanghai Blue Cloud Technology Co., Ltd. ("21V Blue Cloud") has entered into distribution agreements (the "Agreements") with four world-class cloud service providers including Unify Cloud, AvePoint, Agile Point and Fadada.com (collectively, the "Partners") who have officially authorized 21V Blue Cloud as a distributor of their products and services in mainland China.

According to the Agreements, 21V Blue Cloud will be responsible for the sales and marketing of the Partners' cloud solutions, as well as all related implementation and maintenance services. Through these collaborations, 21V Blue Cloud will once again demonstrate its expertise and capabilities in the localization of high quality cloud solutions in China, especially with its landmark collaboration with Microsoft.

Key Facts:

- Over the past four years, 21V Blue Cloud has established a sustainable and trusted model for global public cloud operation. The partnership between 21V Blue Cloud and Microsoft has continued to attract cloud service providers worldwide by showcasing the effectiveness of 21V Blue Cloud's turn-key solutions in helping foreign cloud service providers enter into the Chinese market.
- 21V Blue Cloud has extensive experience in providing its turn-key solutions to internet service providers. In addition, 21V Blue Cloud's Cloud Landing in China (CLIC) strategy has a strong track record in helping service providers successfully localize their services in the Chinese market. 21V Blue Cloud's existing partners include BitTitan MigrationWiz, GigaTrust Intelligent Rights Management, and Bepin Intelligent Cloud Management among others.
- The cooperation with the Partners will allow 21V Blue Cloud to provide a more comprehensive range of cloud services, including a complete cloud ecosystem, to customers in China.
- As an industry pioneer, 21V Blue Cloud's operations are in full compliance with international and domestic legislation, regulations and standards. 21V Blue Cloud is committed to leveraging its licenses and relevant experiences to help its partners navigate through the obstacles in the Chinese market.

21V Blue Cloud Service Offerings:

- Cloud operation and management services in China, for international cloud service providers in need of local deployment and implementation services;
- Localization of operation systems of customer management, contract management and financial management, as well as localized sales channels to expand the local distribution channels;
- Constant and comprehensive pre-sales and post-sales customer service systems for cloud service providers;
- Intelligence gathering and educational services for international service providers to gain an insight into the demands, characteristics, and other elements that are necessary for successful operations and expansions in the Chinese market.

Mr. Alvin Wang, Chief Executive Officer and President of 21Vianet, stated, "We are delighted with the development of our cloud computing business, which is an integral part of our long-term growth strategy. By collaborating with Microsoft, we have established 21V Blue Cloud as the leading operator of international cloud services in China, able to provide customers with optimal service quality and reliability. Looking ahead, we remain committed to bringing more world-class cloud services to Chinese customers. We are confident that our strong localization capabilities as well as our experience and expertise in cloud operations will make us the preferred operator for domestic and international cloud solution services".

Mr. Wenda "Wing" Ke, President of 21V Blue Cloud, stated, "With the rapid expansion of the cloud computing market in China, we aim to establish a mature and robust industry ecosystem by utilizing our localization and solution expertise to facilitate and accelerate mutually-beneficial cooperation with cloud solutions service providers. We are pleased to see an increasing number of enterprise users who now have access to stronger and more efficient support and are able to advance their business innovations through our products and services. Going forward, by building upon our competitive advantages and forging close partnerships with more world-class cloud service providers, we will remain committed to making localization easier for all the industry-leading cloud products and ensuring that all the solutions are easily-accessible and safe for users in China."

Mr. Alain Crozier, Microsoft Corporate Vice President, Chairman and CEO of Greater China Region, stated, "Since Microsoft Azure and Office 365 were launched in China four years ago under 21Vianet's operation, they have performed beyond our expectations and achieved rapid growth. Our

close cooperation with 21V Blue Cloud have provided the global market with an archetype for how international cloud services should be successfully commercialized in China. Currently in China, Azure serves more than 110,000 corporate customers and is favored by more than 1,400 partners, while Office365 currently has more than 1.5 million paying enterprise users. The two Azure data center areas, which we utilized for commercial use in Beijing and Shanghai recently, will offer better support to domestic and international customers with cloud business deployment and innovation projects in the Chinese market. With an open and welcoming business environment, China is the ideal market for Microsoft Azure intelligent cloud to scale quickly and efficiently. Moving forward, we will continue to work closely with 21V Blue Cloud to build the best development platform for cloud partners. Additionally, this cooperation will expand the Chinese cloud computing market with diversified cloud innovations that will drive digital transformations in various industries.”

About 21Vianet

21Vianet Group, Inc. is a leading carrier- and cloud-neutral Internet data center services provider in China. 21Vianet provides hosting services, cloud services and business VPN services, improving the reliability, security and speed of its customers' Internet infrastructure. Customers may locate their servers and networking equipment in 21Vianet's data centers and connect to China's Internet backbone through 21Vianet's extensive fiber optic network. 21Vianet operates in more than 30 cities throughout China, servicing a diversified and loyal base of nearly 5,000 hosting and related enterprise customers that span numerous industries ranging from Internet companies to government entities and from blue-chip enterprises to small- to mid-sized enterprises.

About 21Vianet Blue Cloud

Shanghai Blue Cloud Technologies Co., Ltd (21V Blue Cloud) is a wholly-owned subsidiary of 21Vianet Group, Inc. 21V Blue Cloud is a one-stop operator of cloud services and a strategic partner of Microsoft that operates Microsoft Azure, Office 365 and Power BI in China. 21V Blue Cloud delivers world-class cloud operation in China offering comprehensive cloud computing services, including Infrastructure as a Service (IaaS), Platform as a Service (PaaS) and Software as a Service (SaaS). As a leading local cloud computing service provider, 21V Blue Cloud offers a renowned international cloud computing service platform - secure, mature and intelligent - the first official and commercial one of its kind in China. For more information, please visit www.21vbluecloud.com.

About Microsoft

Microsoft (Nasdaq "MSFT" @microsoft) enables digital transformation for the era of an intelligent cloud and an intelligent edge. Its mission is to empower every person and every organization on the planet to achieve more.

Safe Harbor Statement

This announcement contains forward-looking statements. These forward-looking statements are made under the "safe harbor" provisions of the U.S. Private Securities Litigation Reform Act of 1995. These statements can be identified by terminology such as "will," "expects," "anticipates," "future," "intends," "plans," "believes," "estimates" and similar statements. Among other things, quotations from management in this announcement as well as 21Vianet's strategic and operational plans contain forward-looking statements. 21Vianet may also make written or oral forward-looking statements in its reports filed with, or furnished to, the U.S. Securities and Exchange Commission, in its annual reports to shareholders, in press releases and other written materials and in oral statements made by its officers, directors or employees to third parties. Statements that are not historical facts, including statements about 21Vianet's beliefs and expectations, are forward-looking statements. Forward-looking statements involve inherent risks and uncertainties. A number of factors could cause actual results to differ materially from those contained in any forward-looking statement, including but not limited to the following: 21Vianet's goals and strategies; 21Vianet's expansion plans; the expected growth of the data center services market; expectations regarding demand for, and market acceptance of, 21Vianet's services; 21Vianet's expectations regarding keeping and strengthening its relationships with customers; 21Vianet's plans to invest in research and development to enhance its solution and service offerings; and general economic and business conditions in the regions where 21Vianet provides solutions and services. Further information regarding these and other risks is included in 21Vianet's reports filed with, or furnished to, the Securities and Exchange Commission. All information provided in this press release and in the attachments is as of the date of this press release, and 21Vianet undertakes no duty to update such information, except as required under applicable law.

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