

CSG launches partnership with Alibaba Cloud to deliver greater business benefits from cloud technologies

Melbourne, Australia - 18 October 2018 [CSG](#) (ASX:CSV) has today announced a new Australia-wide partnership with Alibaba Cloud, the cloud computing arm of Alibaba Group.

The strategic partnership will both strengthen and complement CSG's existing suite of technology products and services, further establishing the ASX listed business as a leading supplier of business technology services for Australian small, medium and upper-mid market businesses. The partnership will extend Alibaba Cloud's reach into the Australia and New Zealand market and enable its solutions to be offered to CSG's large customer base.

"Alibaba Cloud has a complete suite of products that are cloud based, ranging from infrastructure and cloud hosting right through to AI and data analytics suites. This is a natural fit for CSG and we're excited to extend our Managed IT & Cloud services, further integrating some of our product and service strengths with Alibaba Cloud's ecosystem," said CSG Chief Technology Solutions Executive, Gordon Tan.

CSG will also undertake a significant investment in training and engineering of team resources of Alibaba Cloud's products and solutions, with a goal of creating the largest collection of Alibaba Cloud Certified Consultants within the Australian marketplace.

In addition to Alibaba Cloud's cloud and infrastructure hosting, CSG will be helping to provide a variety of different Alibaba Cloud technologies to its retail customer base – including big data and retail analytics which are a natural extension of existing CSG offerings.

"Alibaba Cloud's strengths in these areas will continue to complement CSG's existing presence of premium instore displays within the retail industry," said Mr Tan.

CSG is already one of the largest national digital display providers within the retail market, and partnering with Alibaba Cloud presents aligned objectives in delivering even more for Australian businesses.

"We're equally excited that Alibaba Cloud can engage and extend their reach to CSG's strong, loyal customer base, where we can introduce those specific services. We offer the experience and reach of being a national provider with a very strong technical capability, providing integration, migration and managed services to customers," said Mr Tan.

"We're really pleased to partner with CSG, which we see as a natural fit for Alibaba Cloud in Australia. This partnership means more Australian businesses will be able to leverage the power of our cloud technology solutions to embark on their digital transformation journey," said General Manager ANZ of Alibaba Cloud, Raymond Ma.

"Our involvement with Alibaba Cloud comes off the back of our strong support channels and we've already started a number of opportunities leveraging our existing customer base," said Mr Tan.

About CSG

CSG Limited (csg.com.au) is a publicly listed (ASX: CXV) Technology as a Subscription company with a 30 year history of providing print and technology solutions to the Australian and New Zealand market. We provide our customers with all their technology needs from leading brands – including expert service and support – in one easy-to-manage monthly bill. CSG provides Managed Print, Managed IT & Cloud, Cloud Telephony, Digital & Interactive Display and Boardroom Conferencing solutions.