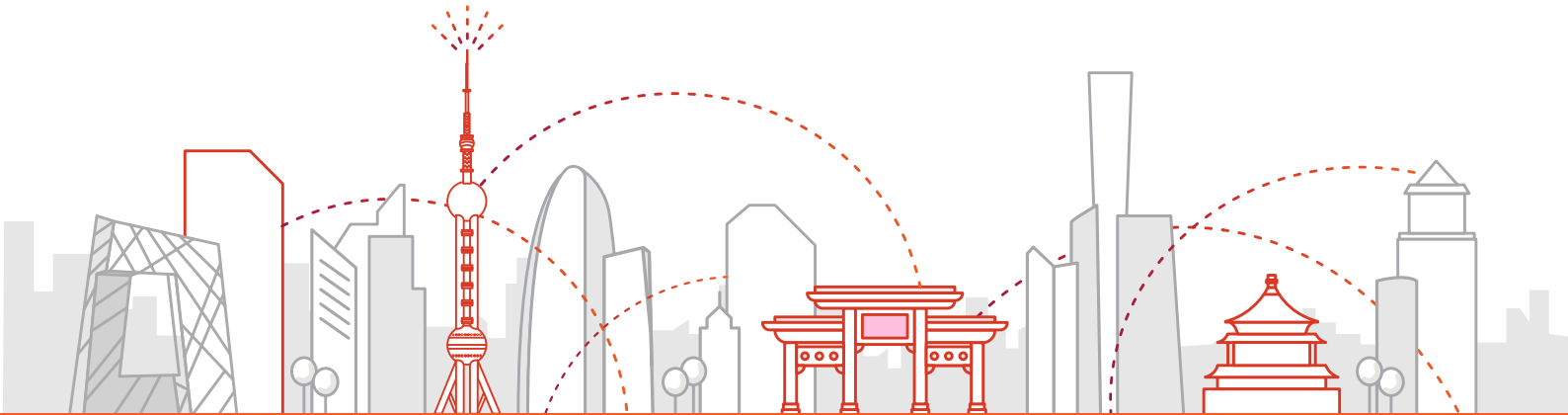


Optimise your network performance in China

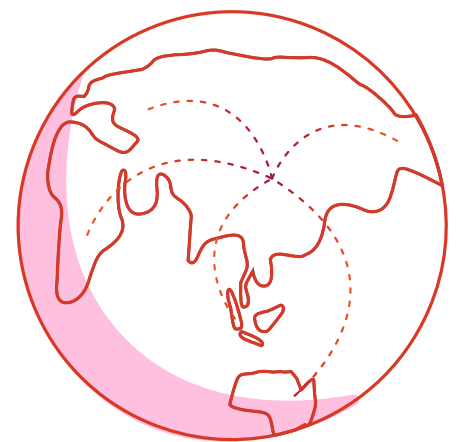


Telstra's scale and expertise make us your trusted route into China, where we have operated for over 30 years. We were the first foreign company licensed to provide connectivity and data centre services in mainland China through our Telstra PBS joint venture, and have been building network and data centres at scale for over a decade. We were also one of the first to understand and optimise cloud based application performance.

It's important you select a communication service provider that has a deep history delivering superior network performance throughout China, and at the same time complies with Chinese regulations.

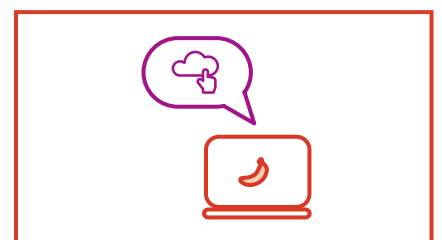
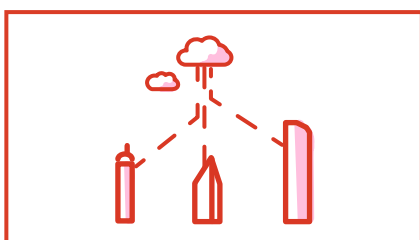
To operate effectively in China, it's essential that you are aware and are compliant with China's network regulations and cyber security laws.

By partnering with Telstra, we can help you connect your business into, within and out of China. Telstra PBS has been supplying cross border VPN for decades, and is an official member of the Cross-border Data Telecommunications Industry Alliance by the China Academy of Information and Communication Technology (CAICT). We are the only Western Service Provider to offer cross-border connectivity in China. This, combined with our region-specific knowledge, dedicated resources and years of experience mean we are well placed to help you navigate some of the common challenges.



Our commitment to ongoing product development and enhancements will help keep your business connected.

Let's take a look at some of the most challenging scenarios.



Network Scenario 1: Connecting sites and users via VPN

Centralised management, network agility and automation for cross-border wide-area network (WAN) services.

- An MNC has sites within and outside China by way of its headquarters, data centres (DC) and branches.
- A third-party provider delivers the physical infrastructure for the DC sites, but is unable to provide cross-border VPN connectivity into and between sites and DCs located outside China.



Solution

Telstra has the capability to provide cross-border VPN access to and from China-based sites and users.

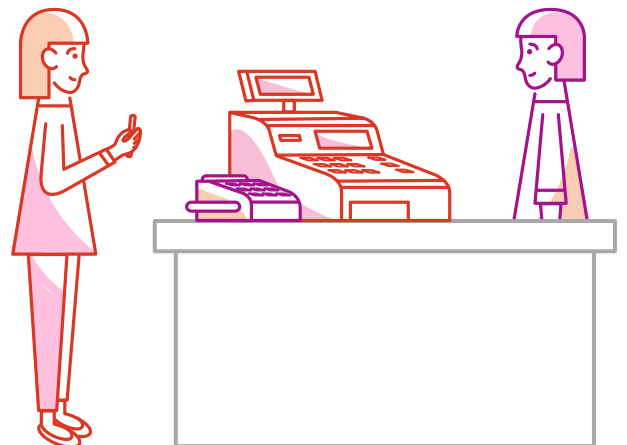
The Data Center market in China is set to grow at a CAGR of 12% through 2022.

Data Centre market in China: 2018-2022, Technaivo, 2018

Network Scenario 2: Implementing distributed Internet access architecture for branches to leverage hybrid WAN and save costs

An economical alternative to an Internet-based path for applications destined for the Internet, or which are non-mission critical, to reduce use of more costly MPLS.

- An MNC has third-party site connections within and outside China by way of its headquarters, data centres (DC) and branches.
- A third-party provider delivers the physical infrastructure for the DC sites, but is unable to provide cross-border VPN connectivity into and between sites and DCs located outside China.



Solution

Telstra can help you transform your Internet architecture, to improve application performance.

Asian consumers are going cashless, and China is the world leader in mobile payments with more than \$15 trillion in payments in 2017, far exceeding any other country.

SD-WAN: Accelerating Agile Operations in Asia-Pacific, Ovum, 2018

Network Scenario 3: Connecting securely to MultiCloud, Hybrid IT platforms within China

Centralised management, network agility and automation for hybrid WAN services to connect enterprises with multicloud, hybrid IT architecture.

- Public cloud usage in China is growing exponentially, but many enterprises still host their critical applications and data at colocation data centres.
- Internet security remains a rising concern for enterprises globally.



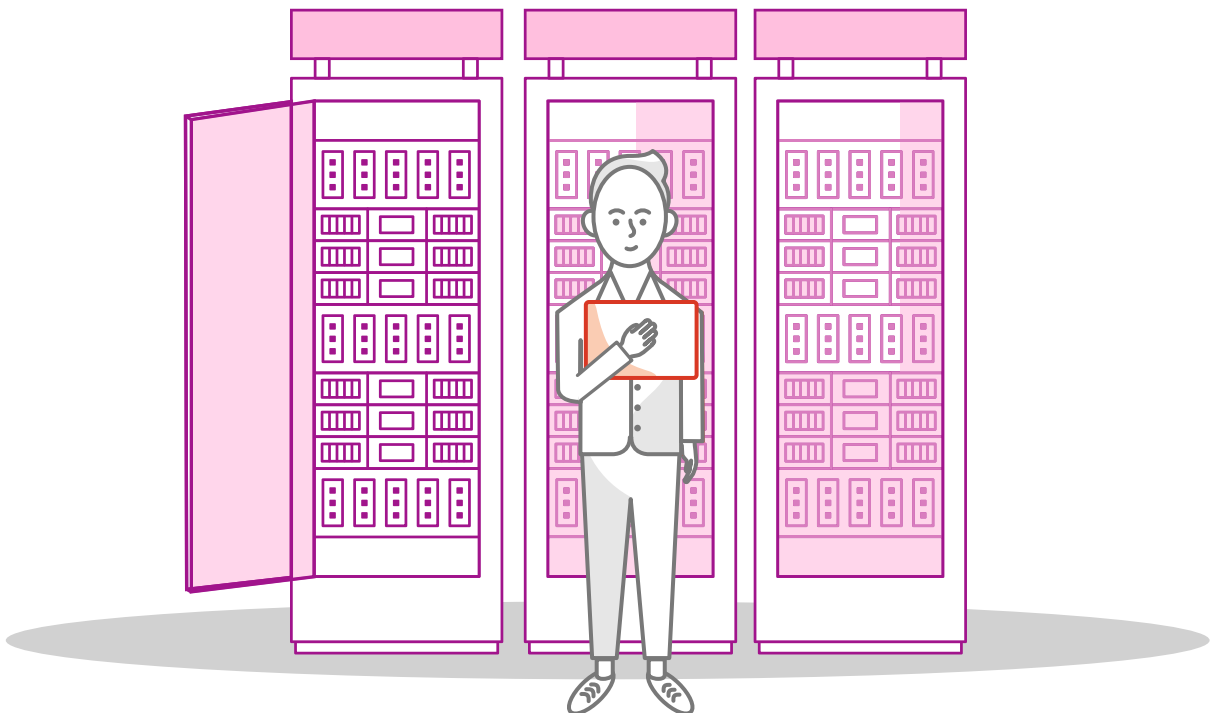
Solution

Telstra can provide multicloud, hybrid IT connectivity through our SDN capabilities including SD-WAN or Telstra Programmable Network (TPN) to connect you to public clouds such as Microsoft Azure, AWS and IBM. Embedded security within an SD-WAN overlay can provide added protection for your network.



China’s cloud technology industry is expected to grow to US\$103 billion by 2020 as companies continue to digitize their business data & systems.

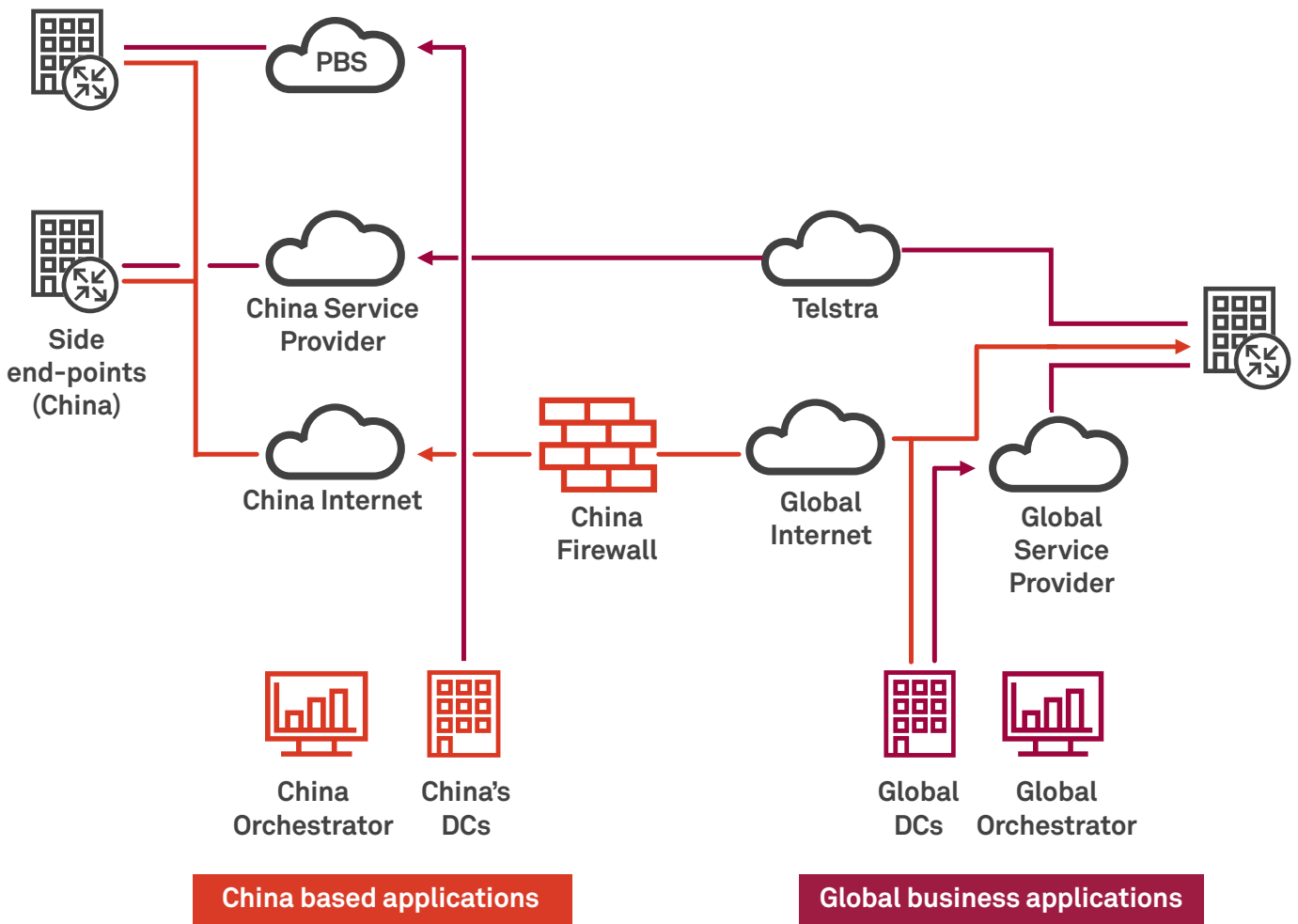
Cloud Technology in China: What Businesses Need to Know, China Briefing, 2018



Question Spot

How does SD-WAN orchestration work between Telstra and Original Equipment Manufacturers (OEMs)?

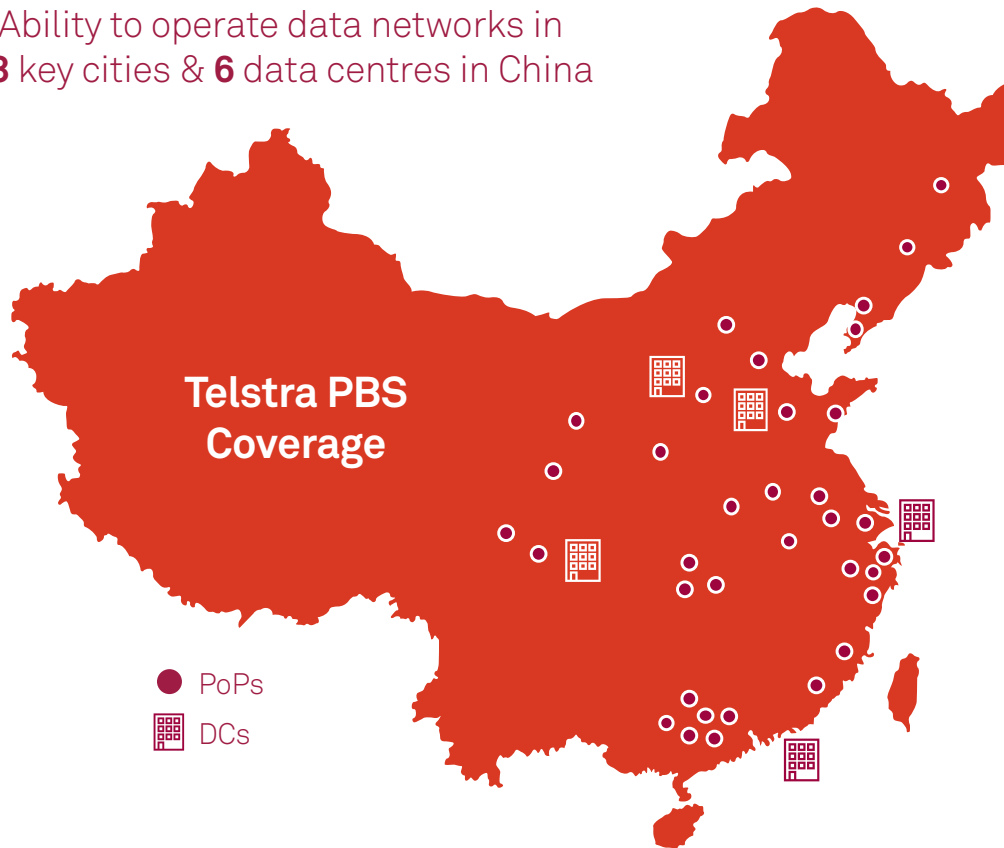
Some SD-WAN OEMs have created dedicated Orchestrators or Cloud Management portals for devices sitting within mainland China. Likemost countries in Asia, all Cloud vendors need to have their management and administration traffic collected and hosted within China. To achieve this, any enterprise customer that has sites both inside and outside of China will need to have two orchestrators (a global orchestrator for global sites and a Chinese orchestrator for the China sites).



Telstra's capabilities in China

Marrying local delivery with global world class engineering experience, Telstra's core focus on service excellence means we work in partnership with enterprises and carriers to co-create the future of your business in China. Through our joint venture Telstra PBS, we are one of the largest foreign telcos operating in China. We offer an extensive range of connectivity, service management, data centre and managed equipment to meet your business needs.

Ability to operate data networks in **38** key cities & **6** data centres in China



Connectivity

Telstra is licensed to provide MPLS and Internet in China via our Telstra PBS joint venture.



IPVPN Services

We operate 48 IPVPN Points of Presence (PoPs) in 38 key cities in China and have IPVPN licenses for 29 provinces / municipalities.



Internet Access

Available across 9 provinces / municipalities in China.



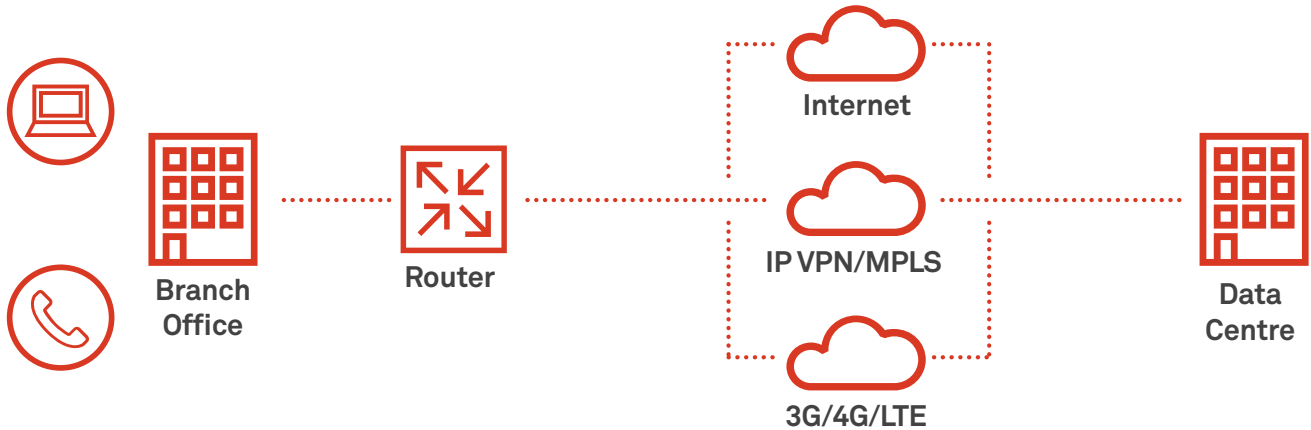
Colocation

Available in 5 key regional hubs – Tianjin, Beijing, Shanghai, Shenzhen and Chongqing with approximately 6,000 total racks and 50MWA power.

Managed SD-WAN

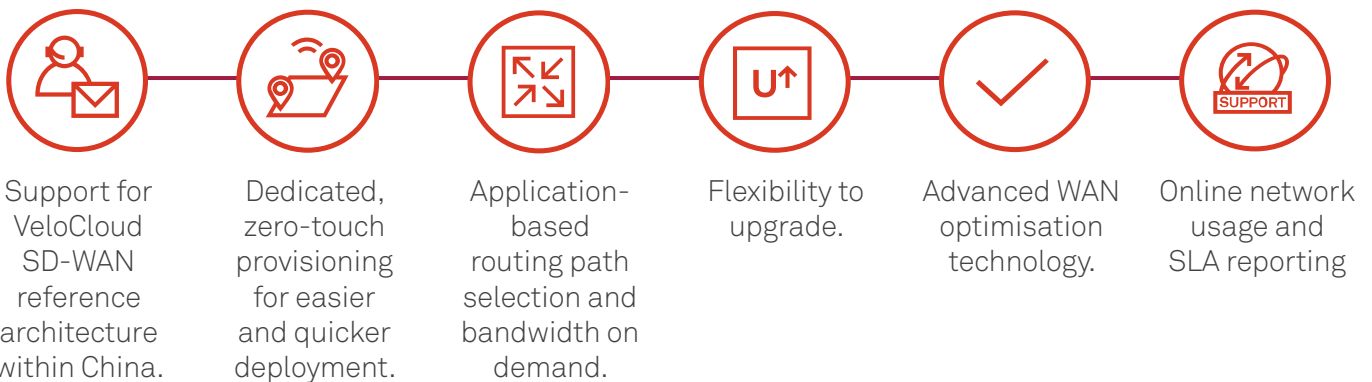
Managed SD-WAN brings together a range of different access technologies (such as IPVPN and Internet) and uses Software Defined Networking (SDN) to route traffic along the best available path. Your network can be tuned for peak performance so you can meet your business priorities more efficiently and cost-effectively.

Proposed as a fully managed service, Telstra provides a single point of responsibility for project management, detailed service design, ordering, provisioning, activation and maintenance of your network services. With our extensive global alliances, we provide smooth service delivery, 24/7 proactive service management, and help to ensure that your applications run at peak performance.



Service Management

We offer a wide array of managed services including: Managed SD-WAN, Managed Firewall, Manager Router, Managed Switch, Managed Wi-Fi, and WAN Optimisation. Within China our SD-WAN Capability includes:



Customer Premise Equipment (CPE)

We can provide a one-stop shop for CPE services via our local partner distributors and suppliers throughout China. Our physical equipment offerings available in China include: Cisco, Cisco Meraki, NCR, VeloCloud (VMware), Riverbed, Juniper and Checkpoint.


Contact your Telstra account representative for more details

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