OVERVIEW

In China, 9 times out of 10, we have seen customers struggling with high-priced networks with packet loss, jitter, latency, and business application accessibility, such as Salesforce, O365, Sharepoint, etc.

As the largest incumbent carrier in the market, China Mobile is committed to be disruptive by providing a premium network with extended price flexibilities. Backing up by a healthy financial system, China Mobile's investments in China and APAC have enabled exclusive and innovative connectivity products to serve global network needs at a competitive price point.

China Mobile owns the network eyeball in China, and especially in our team, we have always positioned ourselves as the China Experts. Cutting global customers' bills in China by 50% with guaranteed performance has always been our expertise. That is why we are trusted international consultants to Fortune 1000 companies.

Does your company have any network issues in China that you are currently struggling with?

KEY FEATURE AND DIFFERENTIATORS

• Exclusive connectivity and network resources to provide multi-flavor international connections.
• Flexibility towards the pricing, solution, procedure, and customer requirements.
• Fast and solid response for any enquiries, from solution consultation, project implementation, to post-sales trouble shooting.

LOCATIONS

Global Headquarter: Hong Kong

San Jose/ Los Angeles/ New York

China (Mainland)/ China (Hong Kong)/ Australia/ Brazil/ Canada/ France/ Germany/ Indonesia/ Japan/ Malaysia/ Philippines/ Russia/ South Africa/ Thailand/ Singapore/ Korea/ U.A.E/ U.K./ U.S.A.

SERVICE OFFERINGS

TELECOM
China Mobile International Limited (CMI) is a wholly-owned subsidiary of China Mobile Limited, mainly responsible for the operation of China Mobile's international business. In order to provide better services to meet the growing demand in the international telecommunications market, China Mobile established a subsidiary, CMI, in December 2010. Leveraging the strong support by China Mobile, CMI is a trusted partner that provides comprehensive international telecom services and solutions to international enterprisers, carriers and mobile users.

DATA
The CMI Data Backup and Disaster Recovery solution provides customers with data protection solutions that back up important data before an accident occurs, minimizing data loss volume and reducing the impact on business operations.

CLOUD
CMI Cloud Connect is the part of "Cloud-Network Integration". Now "Cloud First" is

• Dedicated business and technical resources to optimize customers/partners' experience.

IDEAL CUSTOMER PROFILE

Global companies with presence in China/ APAC who are currently experiencing network issues or troubled by high-price telecom services would be good fit.

We target all different industries with specific approach, we prefer fortune 1000 companies but not limited to, as long as customer is having a global presence.

CUSTOMER TESTIMONIALS

Marketing is doing an extensive research to ramp up the customer testimonial. It might take some time but the rest info is good to go.

QUALIFYING QUESTIONS

1) How many sites do you have in China/APAC? What are their individual functions? 2) On a scale 1 to 10, how important is it to have a constant set of business applications deployed in China compared to other global sites? 3) How are you handling international data transport from China to the rest of the locations? What is your redundancy protocol? 4) Are you currently experiencing issues of network latency, jitter, and delay in China? 5) How do you handle your mission-critical applications there? And what are the implications of the failure of such applications? 6) What does the existing topology look like for your global sites in APAC and other regions? Are you looking for centralized network control or are you are looking for regional network management? 7) What is your cloud strategy

the main consideration of customer to form and upgrade their network. Since Cloud Connect has the characteristics of compliance, fast service provisioning, China cross-border connection enablement, flexible networking, service level guarantee and etc., customer can use it to fulfill their to-Cloud connection requirement.

INTERNATIONAL

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COLOCATION
- Collocation Service (Including Rack and Electricity Power)
- Tailor-made Data Hall and/or Cage
- Cross-connect Service
- 7x24 Remote Hand Support Service
- Smart Hand Support Service
- Structured Cabling
- DC Consultancy, PM and Construction Services

IAAS
Infrastructure as a service (IaaS) are online services that provide high-level APIs used to dereference various low-level details of underlying network infrastructure like physical computing resources, location, data partitioning, scaling, security, backup etc.

SDWAN
1) Licensed cross-border service provider in China, regulatory requirement; 2) CMI SD-WAN Gateway rides on its core backbone network together with DIA connected. Network performance sercured; 3) CMI self owned Controller and

in APAC? Do you have a separate cloud instance in China for your cloud deployment? 8) Where is your usual procurement channel in China? Are all decisions made in the US or locally? 9) What is your procedure like for equipment purchase and system integration?

INDUSTRY RANKINGS

• 27th in Forbes Magazine's 2019 "Forbes Global 2000"
• "Best Investor Relations Company" in the "9th Asian Excellence Award 2019"
• "BRANDZ™ Top 100 Most Powerful Brands"
• "Asia's Icon on Corporate Governance"

Gateways, hosting in CMI network instead of cloud base; 4) Network SLA will be provided between the Gateways; 5) Dedicated customer portal, network visibility and smart path selection at customer control; 6) Cost saving by ZTP (zero touch provisioning); 7) Optional on-site installation service.

IOT
CMI is in the progress of building a connectivity management platform (CMP), which will integrate mainstream CMPs on the market, such as Ericsson DCP and etc. The customers are able to manage SIMs' status, SIM's lifecycle, usage enquiry and etc. via the platform. CMI will be able to provide partner operator's M2M SIMs via the platform; the customer can manage IoT SIMs in single platform.