



OVERVIEW

China Telecom Americas is the largest international subsidiary of China Telecom Corporation Limited, as well as the only authorized re-seller of domestic Chinese telecom products to North American companies. China Telecom Global has offices in 31 countries, providing access to Chinese telecom network assets for customers in the United States, Canada and Latin America. We offer world-class integrated communication services and a comprehensive portfolio of Data, IP, Voice, Internet, Data Center, Managed Services and Equipment solutions that deliver industry-leading resilience, speed, and diversity to meet the most high level requirements from our customers and partners.



KEY FEATURE AND DIFFERENTIATORS

Key Takeaways

- Business in China?
- Relationships to consumers, partners, suppliers, manufacturers, distributors
- Global operation across multiple continents?
- CTA to be a near “one stop shop” for their international network solutions
- All contracts, global MSAs, and account support based in US?
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LOCATIONS

Herndon, VA USA

Established in 2001



Headquartered in Herndon, VA



300+ US based Employees



CT Americas - 7 Regional Sales & Support Offices (San Jose, Los Angeles, Dallas, Chicago, Toronto, New York, Herndon - HQ, also Sao Paulo- Brazil)



2 Network Operations Centers (NOCs) in Los Angeles & Hong Kong



22 Points of Presence (PoPs) in North America



12 Points of Presence (PoPs) in South America



100+ Carrier Partnerships



We are able to consistently exceed industry standards by leveraging the strength of our Tier-1 global network built on 48 diverse international cable routes and 87 Points of Presence in key metro areas around the world. Our continued global infrastructure investment allows us to offer the highest performance network of any carrier doing business between China and 110 countries around the world.

Multilingual staff, access to local China resources, dual NOC, USA contract law, currency options

• Concern about international delivery intervals and project management?

• 45 day interval, strong relationship and business volume with local service providers (China and Global), dedicated local and global project management team

• Limited knowledge on China rules and practices?

• Business licensing, authorized encryption services for networks, ICP registration for web content, Internet BGP approvals, strict consumer data privacy laws

• Applications have specific network performance goals?

• Solutions that support point of sale, CRM, ERP, voice, video, real time transactional data, or centralized data storage



IDEAL CUSTOMER PROFILE

There are many ways to look at the potential business relationships. These include relationships to consumers, partners, suppliers, manufacturers, distributors... in addition to traditional company enterprise locations and data centers. With China Telecom's strong presence as the incumbent provider in over 70% of China's geography and with 80% of the China data center market, CTA can provide expert solutions for their China business and networks.

Is your customer's business a global operation across multiple continents? Multi-



SERVICE OFFERINGS

TELECOM

DATA

CLOUD

INTERNATIONAL

COLOCATION

IAAS

SDWAN

China Telecom has set out to build a best in class cloud connected Hybrid WAN platform fully integrating Versa, Silver Peak and Cisco Viptela or Meraki technologies with APIs to our global MPLS management console allowing distributed organizations the simplicity, visibility and dynamic hybrid control from the data center to the edge.

IOT

MANAGED SERVICES



INDUSTRY RANKINGS

We are featured annually in Gartner's Critical Capabilities for Network Service Providers, Asia/Pacific for providing high performance, ultra low latency data transport solutions. We have received yearly awards for corporate governance and best managed company from

China Telecom Americas

national corporations (MNCs) struggle with finding one provider to handle all their network and IT requirements across the globe. China Telecom's global presence with over 75 international PoPs in 110 countries in our network can provide a flexible and far-reaching global solution. When combined with the broad reach of our 40+ international subsea cable systems and over 120 international carrier partners, MNCs may find CTA to be a near "one-stop-shop" for their international network solutions.

multiple industry analysts (FinanceAsia, Institutional Investor, CorporateGovernanceAsia...)

