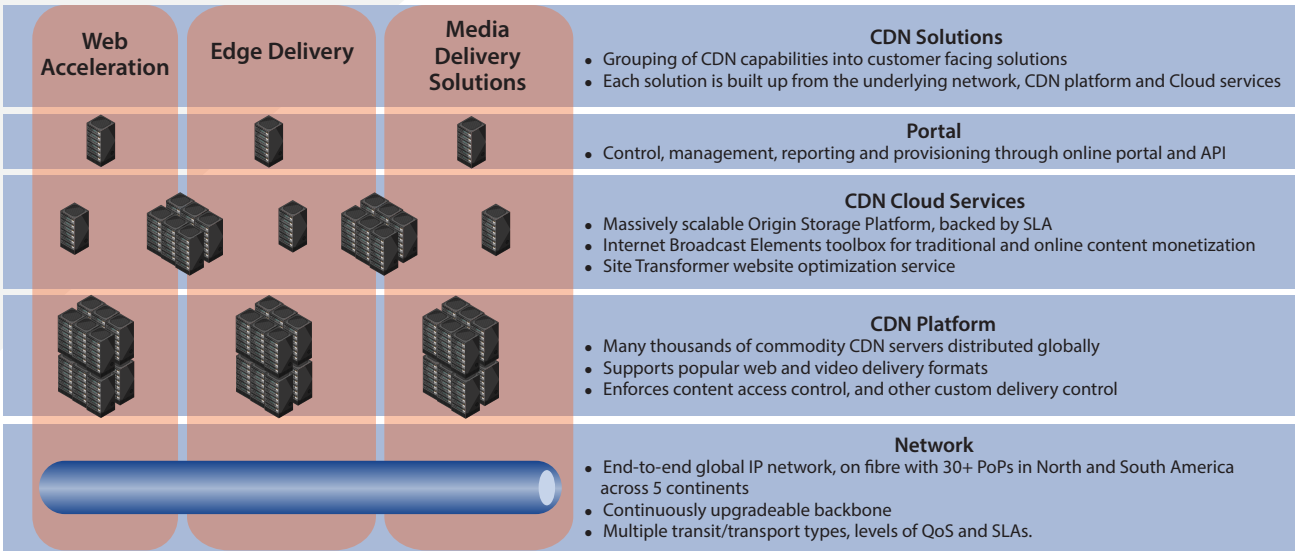
CHINA TELECOM AMERICAS

Content Delivery Network (CDN)

China Telecom Americas uses its industry-leading Internet backbone to help businesses effectively deliver content such as websites, including dynamic, static, streaming and interactive content. By spreading the load to caching and streaming nodes allocated around the globe, and pushing the content closer to your audience leveraging 84 global PoPs to 60+ caching nodes closer to the network edge in China, we offer content delivery with the best possible performance.

WHY CDN?

- Full Network Control – China Telecom Americas owns 70% of the network infrastructure in China, so we don't need to deliver content to last mile networks and rely on third-party transit providers.
- Enhanced Customer Experience – Reduces latency and increases download speeds, improving end-user satisfaction.
- Cost Reduction – Reduces CAPEX, bandwidth and maintenance costs.
- Capacity on Demand – Purchased CDN on-demand for optimized performance and flexibility.
- Security – Improves security and reduces business risks.
- Customized Service Packages – Customizable, flexible CDN service.



PRODUCTS FEATURES

- Enhanced Security – Protect your deliveries based on advanced geographic IP filtering, token authentication and SSL encryption technologies.
- Advanced Streaming – Support for streaming on demand, live broadcasts and adaptive streaming media over HTTP.
- Dynamic Content packaging in HDS and HLS formats
- Adaptive Media Delivery – Our content recognition and configuration technology adapts to optimize.
- Intelligent scheduling – Choose best CDN node based on IP Address, dynamic loading condition of link and nodes, user access experience.
- Owned network with lower operational cost (OpEx), competitive market price
- Tier 1 leading IP network infrastructure, dual link for high availability, guaranteed bandwidth and stability
- Telco class availability, security; integrated multiple anti-DDoS platforms
- Optimal routing based on real time performance measurements of HTTP downloads, latency and loss frequency

- Log analysis and real-time monitoring
- Origin, external file and cloud-based storage options for specific technical requirements – customers can upload content via Aspera, FTP, SFTP, R-Sync, and SCP
- Deployed 130+/1.2T+ CDN nodes in China
- Deployed CDN nodes in 83 cities in 41 countries
- More than 60 cache nodes that are directly connected to the ChinaNet backbone.
- CN2 (world's largest MPLS network) is an optional high efficiency choice for the transportation between management node and cache node
- Multi-Tenant Mode CDN BOSS, API customization is supported if needed
- CN2 provides guaranteed content transportation between China and other countries.
- Supports multi-level content protection security mechanisms (including DRM, AES-128 and PHDS) and MD5 checksum
- Web-based media portal provides content analytics, real time usage reports, log file queries and effective and reach tracking
- Content Distribution (CDN) Service Availability (North America, Europe) >99.9%; (Other Areas) >99%
- Content Origin Storage (COS) Service Availability >99.99%
- Media CODEC (MCD) Service Availability >99.9%
- Intelligent Traffic Management System (TMS) Service Availability>99.999%
- Service Management Portal Availability>99.99%
- NOC engineer 7×24 centralized monitoring and Solution Engineer 7×24 online support

QUALIFYING QUESTIONS

- Do you have a current CDN provider for China?
- Are your customers, suppliers, partners and employees satisfied with the digital experience that you deliver in China?
    - If "No" or "Maybe," are there any specific areas or concerns that you have?
- Do you have plans to expand your geographic footprint in high-growth markets or regions in China to improve content delivery to end-users?
- Is your company an ICP license holder?
- Is your organization concerned about security? For example, mitigating Distributed Denial of Service (DDoS) attacks without sacrificing user experience?

OBJECTION HANDLING

Q: Why should my company select China Telecom instead of one of your competitors, such as Akamai?
A: China Telecom, unlike Akamai, owns its IP Network, allowing it full control and superior performance. It is burstable with no limit, and its burstable rate is offered at non-premium pricing. Additionally, there is no charge for mid-tier traffic.

Q: Isn't the Great Firewall of China an obstacle to doing business there?
A: China Telecom has existing relationships with Chinese government agencies and authorities as well as in-depth knowledge of China's business landscape. We also provide continuous monitoring of Chinese government policy to help navigate the complex regulatory environment.

Q: Aren't end-users less demanding of web content performance in China?
A: Surveyed end-users in Germany, France and China found that users in China were more demanding. Nine out of ten said that speed was one of the most important features. Almost half expected a site to load in just three seconds, and 96% would not return to a slow-loading website.

Q: Can't my company use a CDN provider from Hong Kong to reach China?
A: Hong Kong's network is separate from the rest of mainland China and outside the Great Firewall, meaning 50% slower performance.