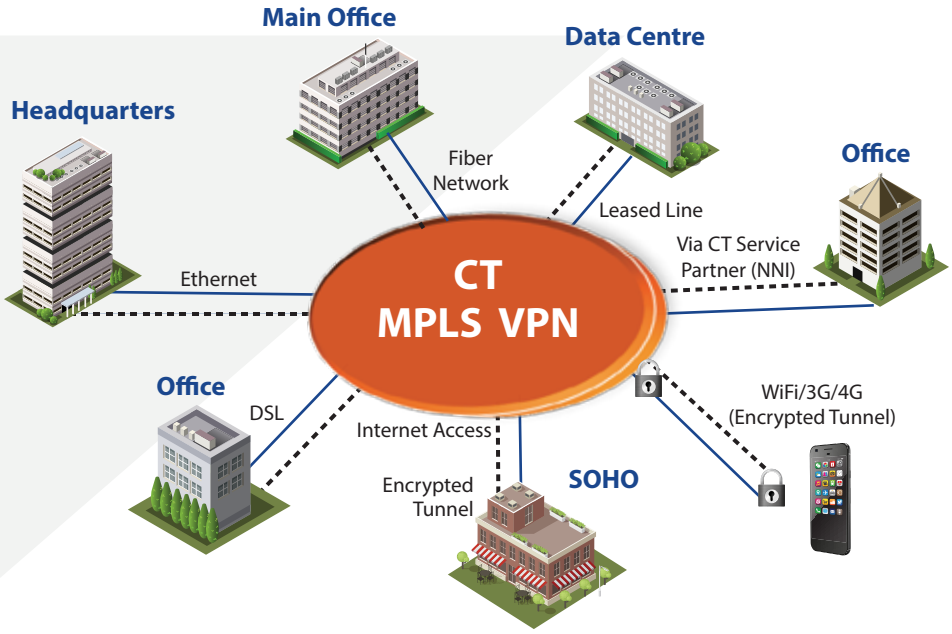
CHINA TELECOM AMERICAS

MPLS VPN

Based on China Telecom's CN2 global carrier network, our Layer 3 IP/MPLS VPN backbone enables companies to implement secure high-speed data transport to converge multisite voice, data, video and cloud applications into a secure, prioritized traffic channel. In addition, whenever you access cloud services, we protect your data and provide exceptional network performance by connecting cloud service providers such as Amazon Web Services (AWS) and Microsoft Azure directly with our MPLS network.



WHY CHINA TELECOM MPLS VPN?

- Simplifies network management
- Combine with SD-WAN for lower OPEX and CAPEX
- Improves application performance
- Connects to leading cloud providers

PRODUCTS FEATURES

- Prioritize traffic with six Classes of Service (CoS)
- Flat rates for mainland China sites with Quality of Service (QoS) guarantees
- Flexible bandwith classes – either burst to another class when there is residual bandwidth (standard) or to the maximum VPN port speed
- Customer VPNs uniquely identified and separated from all other traffic
- Mean Time to Repair (MTTR) Guarantee: Less than 4 hours
- PE-PE Delay: China domestic ranges from 10 milliseconds to 145 milliseconds
- Overseas maximum delay 280 milliseconds
- PE-PE Packet Loss Rate: < 0.05% for Diamond, < 1.5% for Gold
- PE-PE Jitter: 2 milliseconds for Diamond, 5 milliseconds for Platinum
- Available router, firewall and network monitoring portal options
- Varying access speeds (Nx64, T1, DS-3, OC-3, Fast Ethernet and Gigabit Ethernet) offered
- NNI's to other providers' IP/MPLS VPN services

- 1100+ Tier 1 Routers, nearly all PoPs have dual PEs
- SLA Commitment: Site Availability: 99.9%
- For Dual PE and CE topology, 99.99% availability is guaranteed
- Service coverage across all of China and more than 84 PoPs around the world
- Global IPsec gateways at Hong Kong, San Jose, Frankfurt, Beijing, London
- Supports BGP MD5 Authentication
- Supports AS number override, CE end
- Private ASN between CE-PE (65130 –65179)
- Support IPv6 and dual stack IPv6/IPv4
- Support 2 byte and 4 byte ASN
- CE-PE Protocol: Supports eBGP and static
- CE-PE routes prefix: Standard 50/site, Maximum 20,000 routes per customer VPN
- Standard MTU 1500 bytes and Jumbo frame 9000 bytes (via capacity check)

QUALIFYING QUESTIONS

- Does your company have multiple locations?
  - If "YES" – Where? What locations are you looking to connect?
  - How do you connect remote employees and accommodate for mobile personnel?
- Is your business planning to expand to other geographic locations in the future?
- Are you having performance issues running applications requiring high QoS?
- Does your business use video or other bandwidth-intensive applications?
- Are you planning to launch a Big Data analytics initiative requiring low latency and high bandwidth?

OBJECTION HANDLING

Q: MPLS seems expensive. Is it worth the QoS in connecting China to global locations?
A: Yes, China Telecom's MPLS VPN service is worth the investment for mission-critical business applications because performance issues exist with lower-quality bandwidth choices.

Q: Is MPLS right-sized for my organization?
A: China Telecom's MPLS VPN service is an optimal choice for Small and Medium Sized Enterprises (SMEs) to Fortune 500 companies with multinational sites, and/or sites they need to connect in Mainland China.

Q: Will China Telecom's MPLS VPN service future-proof and scale as my organization's needs grows?
A: With China Telecom's MPLS VPN service, customers enjoy flexibility and scalability. The network allows for easy configuration as communication needs grow in complexity, volume and geography.

Q: My organization has multinational operations in diverse locations. How widely is China Telecom's MPLS VPN service available?
A: China Telecom's MPLS VPN service is available across the Asia-Pacific region, North America, South America, Europe, the Middle East and Africa.

Q: If my organization deploys MPLS VPN in China, won't language barriers become an issue whenever we need support?
A: China Telecom's 24/7 hotline provides bilingual service in Chinese and English for customer support, and conducts proactive real-time monitoring, troubleshooting and maintenance services.