CHINA TELECOM AMERICAS

Global Wavelength

China Telecom Americas provides high-capacity connectivity for customers with bandwidth-intensive demands. Through our Optical Transmission Network (OTN), the first and only optical network connecting China and major countries in the world, we offer Global Wavelength Services to worldwide customers with fully-transparent circuit transmission. China Telecom leverages our vast subsea cable system and major routes across the Pacific, Europe and Asia, and own a high-speed network with backbone bandwidth of more than 7T of transmission capacity. Our Global Wavelength solution enables bandwidth-intensive companies to scale their network for a highly dynamic business environment. China Telecom operates a Global Tier-1 network with wavelength service connecting every metro in China.

WHY CHINA TELECOM GLOBAL WAVELENGTH?

- Ultra-low latency long haul and China metro DWDM routes with 45 day average provisioning
- Scale your network – Greater range of bandwidth options.
- Custom Solutions – help streamline operational costs and lower TCO with secure and dependable managed wavelength solutions.
- Flexible network topologies and Global SLAs

GEOGRAPHIC COVERAGE

PRODUCT FEATURES

- High-Speed Transmission supports SDH and DWDM services with a 10G, 40G or 100G route
- Switch protection is available
- Rich overhead bytes enable management and maintenance capabilities such as fault location, protection switching and more

- Cross scheduling abilities with ODUk to respond to customer business demands
- Wavelength rental for emergency recovery during natural disasters
- Extensive Coverage – Our OTN network provides coverage to 22 nodes in key Mainland metros in China as well as 22 global nodes in London, Moscow, Stockholm, Amsterdam, Paris, Frankfurt, Marsaille, Paris, Bangkok, Kuala Lumpur, Singapore, Tokyo, Hong Kong, Osaka, San Jose, New York, Chicago, Miami, Washington DC, Los Angeles, Hillsboro and Seattle.
- Reliability – Fully redundant, self-healing optical switch technology ensures high network uptime.
- Fully protected route with 99.9% availability
- Extensive On-Net Footprint – Network in more than 30 countries globally.
- Exceptional Emergency Recovery – Adaptive OTN, highly-competitive SLA pledge security system.

QUALIFYING QUESTIONS

- Do you have any bandwidth intensive applications where you need predictable latency between data centers or carrier hotels?
- Do you experience network downtime and unplanned outages?
- Is high-speed, scalable connectivity important to your business growth?
- Do you require greater network transparency and control?
- Are you interested in Wavelength services to complement your company's Business Continuity/Disaster Recovery solutions?
- Is your organization looking for a high level of flexibility in adding bandwidth to keep abreast of soaring data growth?
- Are you or your organization's customers launching new initiatives in bandwidth-intensive technologies such as Virtual Reality (VR), social media applications, video streaming or gaming content?
- We have NNIs with over 100 carrier partners, how many hops does it take to get to our network right now?

OBJECTION HANDLING

Q: Why Wavelength?
A: The massive amounts of data transmitted today are driving unprecedented bandwidth demands on service provider and enterprise networks. Traditional data transmission technologies can't handle the volumes of information that need to be moved quickly between locations, but China Telecom's Global Wavelength Services can.

Q: Aren't Wavelength services expensive?
A: China Telecom's Global Wavelength Services are ideally suited for customers who require dedicated broadband transport connectivity without the capital and ongoing expenses associated with owning and operating network infrastructure. Our solution actually reduces upfront and long-term costs.

Q: Are China Telecom's Global Wavelength Services the right choice for my organization?
A: China Telecom's Global Wavelength Services are ideal for financial institutions and multinational enterprises that need to leverage low-latency routes for rapid services between essential markets. Our Global Wavelength services are also appropriate for applications such as Wide Area Networking (WAN), storage networking, cloud computing, multimedia transmission and Big Data analytics.

SOURCES:
Global Wavelength Product Page
Global Wavelength (OTN) Brochure