

China Telecom Cloud Solutions

The power behind the cloud



中国电信（欧洲）有限公司
China Telecom (Europe) Ltd.

www.chinatelecomeurope.com

China Telecom Cloud

Industry Client Stories

The challenges of growth

- Do you have offices across the globe, all of which need to interact seamlessly in real time?
- Do you have a dispersed workforce, using laptops, desktops and mobile devices, all of whom want network access?
- Are public cloud platforms putting a strain on your IT infrastructure?
- We design tailored solutions to meet your needs for connectivity, computing resources and data storage. We deliver the capabilities, performance and flexibility you need, now and in the future.

Who is China Telecom Europe (CTE)?

Who we are

We're part of China Telecom, the world's largest fixed-line and broadband operator, and owner of the Digital Silk Road connecting Europe - and the rest of the globe - to mainland China, the world's largest single marketplace.



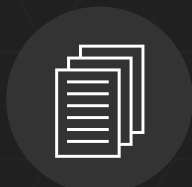
Who we serve

CTE is focused on serving European multinationals, Chinese enterprises in Europe, global telecom providers and more. We can integrate all your international communications needs under one global contract.



About these case studies

These five real-life case studies are focused on our cloud capabilities. They demonstrate our ability to solve challenges just like yours.



Pharmaceuticals Client Story

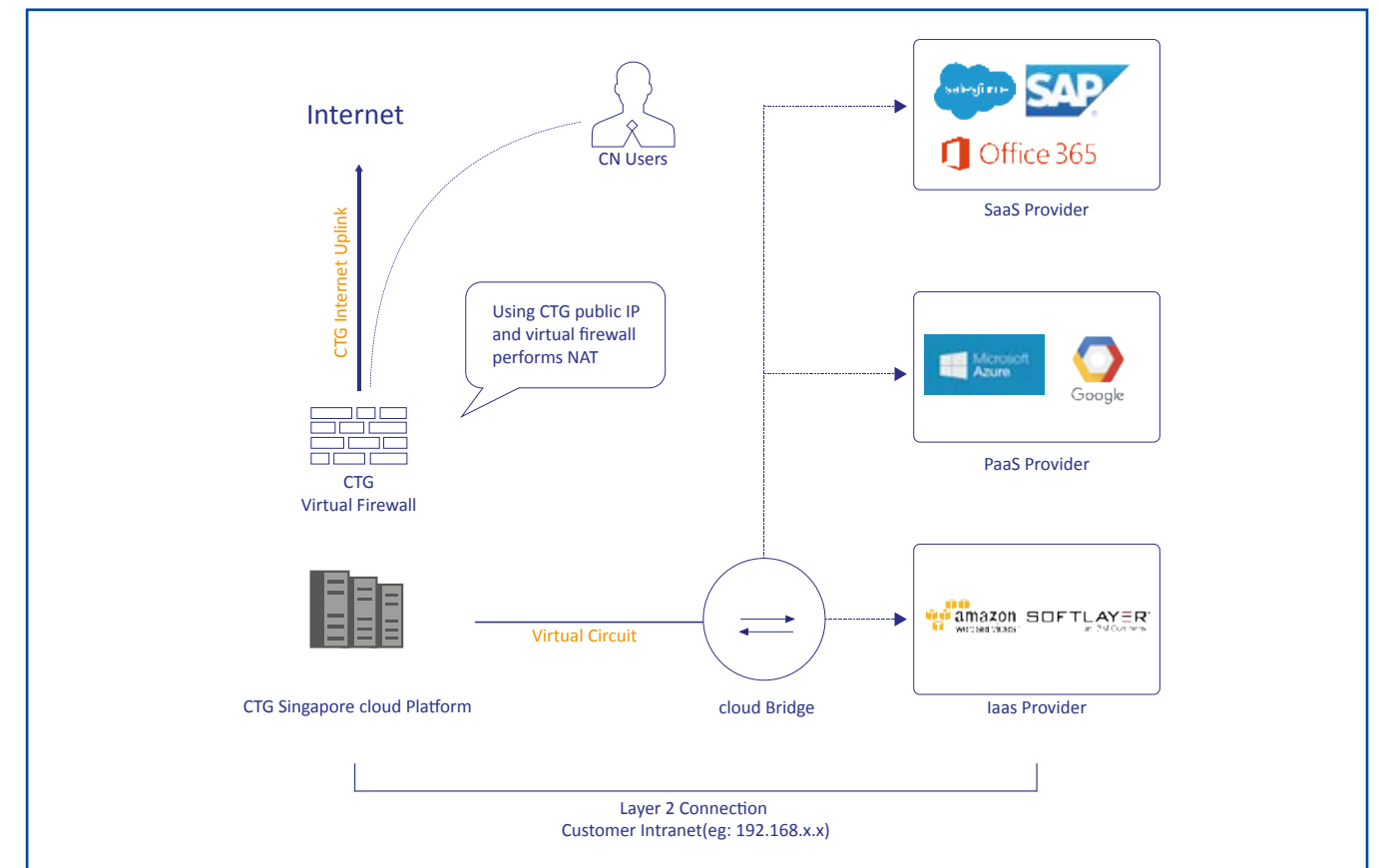
The challenge

A global pharmaceutical company was expanding its presence in China. However, the office in China had trouble accessing overseas enterprise applications because of slow network connectivity. This caused disruption of its everyday business operations. Although they could work around individual delays, the cumulative effect was to dramatically impede the rollout of the company's growth plans. How could they improve connectivity?

How we did it

Our technical solution included:

- Hybrid networking and multiple cloud interconnection
- Data aggregation and encryption
- Data transmission back to China through private networks



The result

With China Telecom's cloud services, Chinese employees can now connect to global services just like any other offices around the world. China Telecom's premium CN2 internet service gives them access to a cloud platform in Singapore. In turn, that connects to global services like AWS and others using a Cloud Exchange instead of a regular internet path.

Manufacturing Client Story

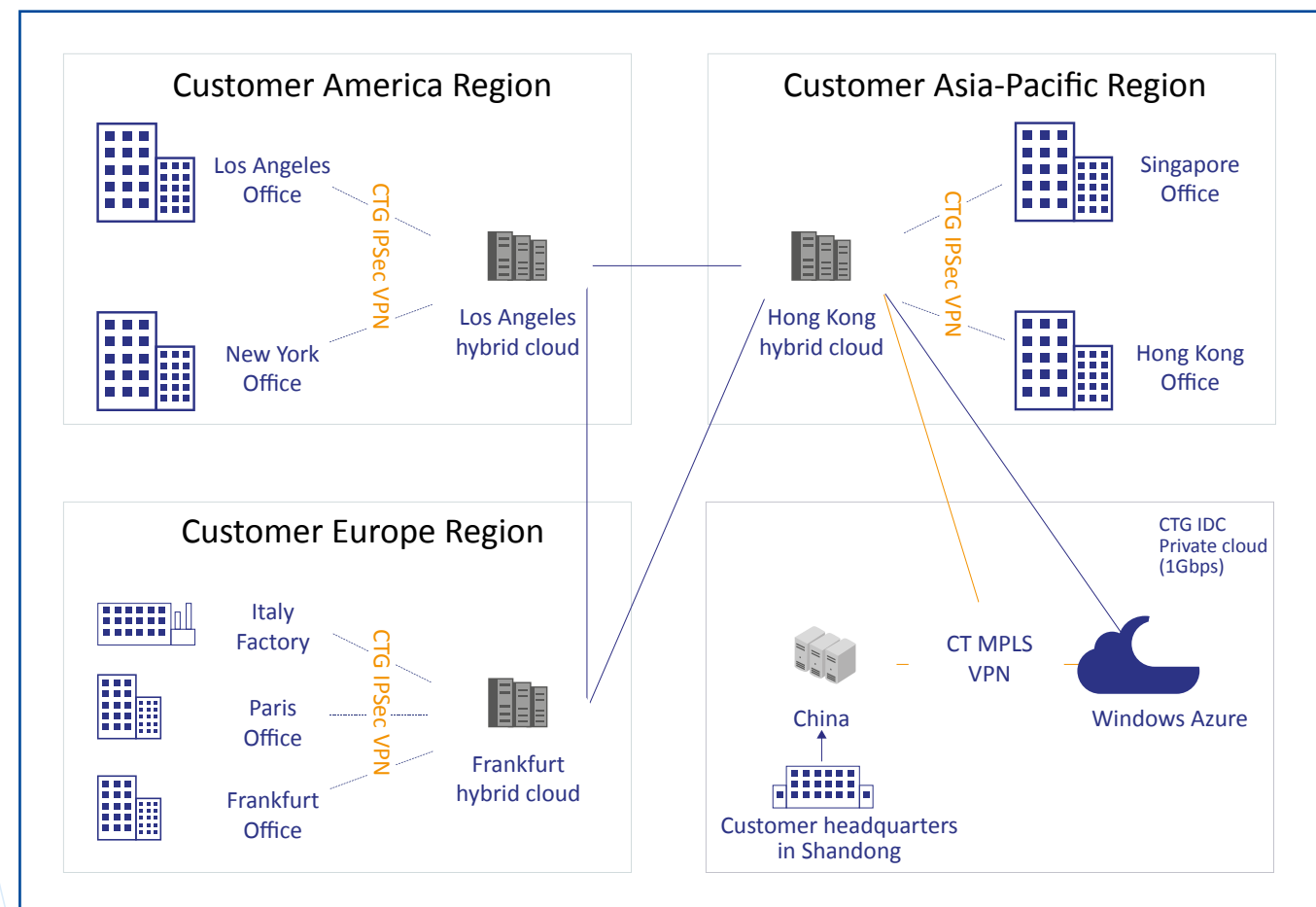
The challenge

A manufacturing business was expanding globally. They didn't want to invest in physical data centres or in infrastructure for integrated voice communication. But the amount of data they had to transfer between sites was increasing rapidly. Agility had always been important to them, and they were concerned that their expansion would lead to slowdowns in projects and poorer response times.

How we did it

Our technical solution included:

- An MPLS Virtual Private Network
- An interconnection with Microsoft Azure
- Integrated hybrid clouds in Hong Kong, Frankfurt and Los Angeles
- VPNs for local offices, with lower latency from edge to cloud



The result

Our expertise in multiple cloud interaction allowed them to share data rapidly with offices and plants in all regions of the world. We used Virtual Private Networks and three regional cloud platforms, in Asia-Pacific, Europe and America. These can all be managed remotely, reducing the need for IT support staff at each location.

Finance Client Story

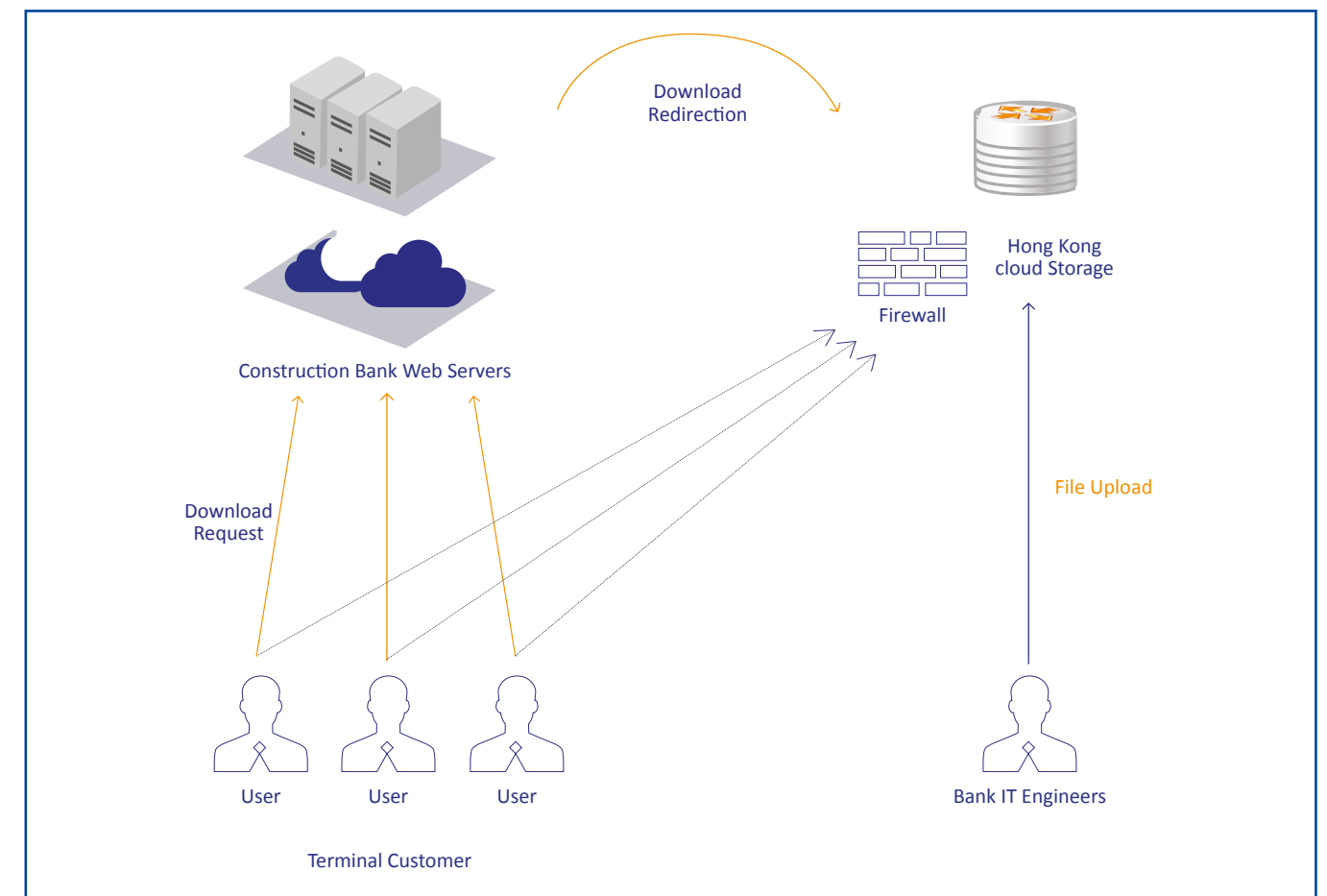
The challenge

An international bank was expanding into mainland China. The main stumbling block was how to keep their systems secure. They faced strict banking industry and internal IT regulations about control of data, and there were complex information security protocols to be met. Meanwhile, a separate software script was needed to control distribution to customers in mainland China. Without a high-quality solution to satisfy the regulators, their expansion plans were in doubt.

How we did it

Our technical solution included:

- Cloud data encryption
- Compliance with ITIL best practice and inherited IT regulations
- Multiple measures for data protection
- Lightweight Veeam for backup and business contingency planning
- Hybrid cloud model



The result

With China Telecom's cloud services, the bank was quickly able to provide its customers with the ability to trade over the web. Additionally, the bank's engineers were able to update the client software through their internal systems.

Energy Client Story

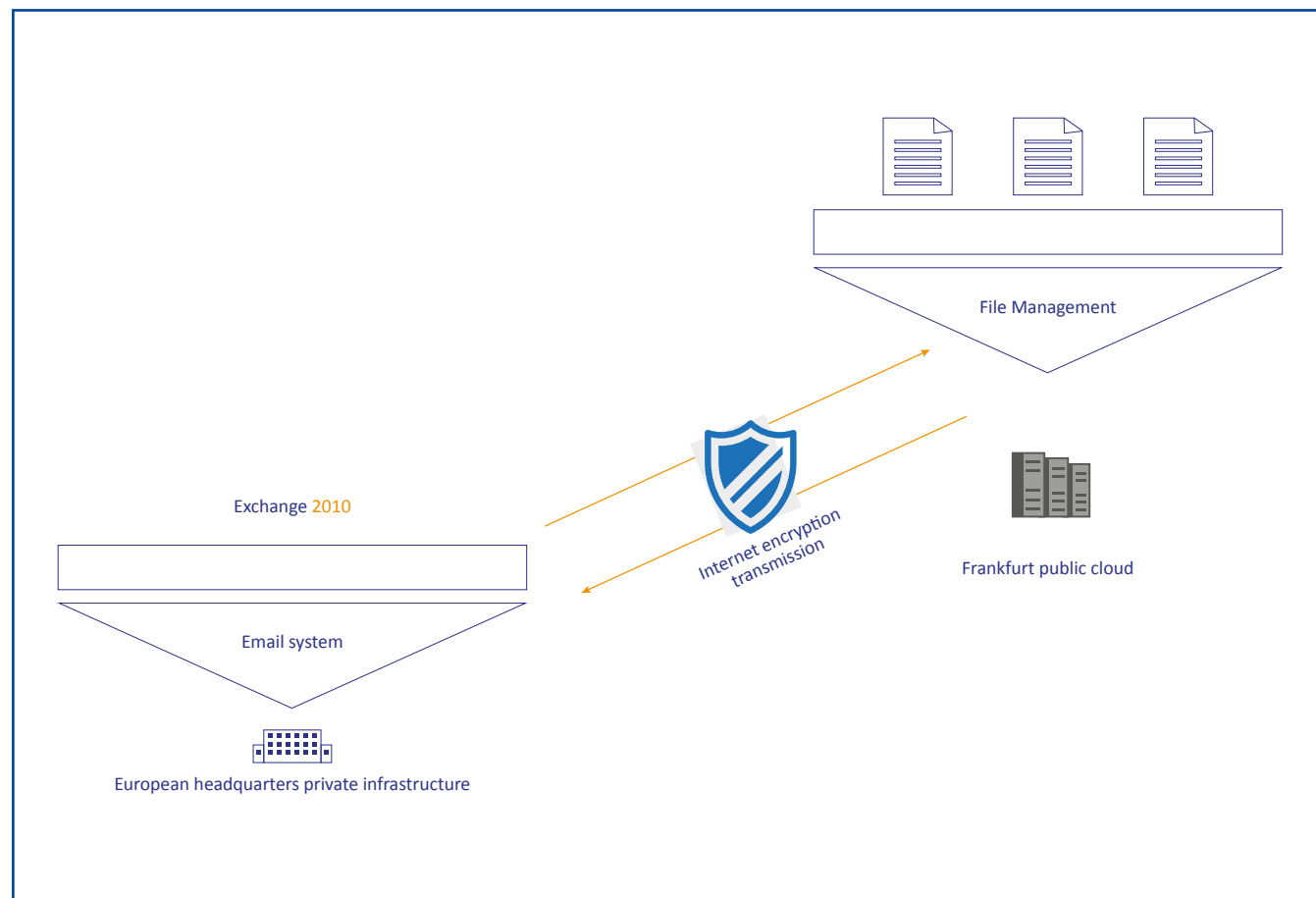
The challenge

A leading global energy company was wrestling with outdated IT support. Their existing document management systems and email servers were unwieldy, leading to delays in passing information around the business. Furthermore, a skilled back-end engineer was needed to ensure that all their data was properly backed up; a highly manual and low-value overhead for the business. As delays increased and customer service levels were affected, their legacy systems were acting as a brake on their ambitions to reorganise in Europe.

How we did it

Our technical solution included:

- Cloud platform globalisation
- Single point access with local centralised management
- Multiple cloud interconnection
- Pre-built cloud network infrastructure for flexible backup



The result

Now users across Europe can share documents seamlessly. We provided a cloud-based document management system located in Frankfurt. Their exchange email application is also hosted remotely in the cloud. All the data is automatically backed up using dedicated commercial software, saving both time and cost.

Transportation Client Story

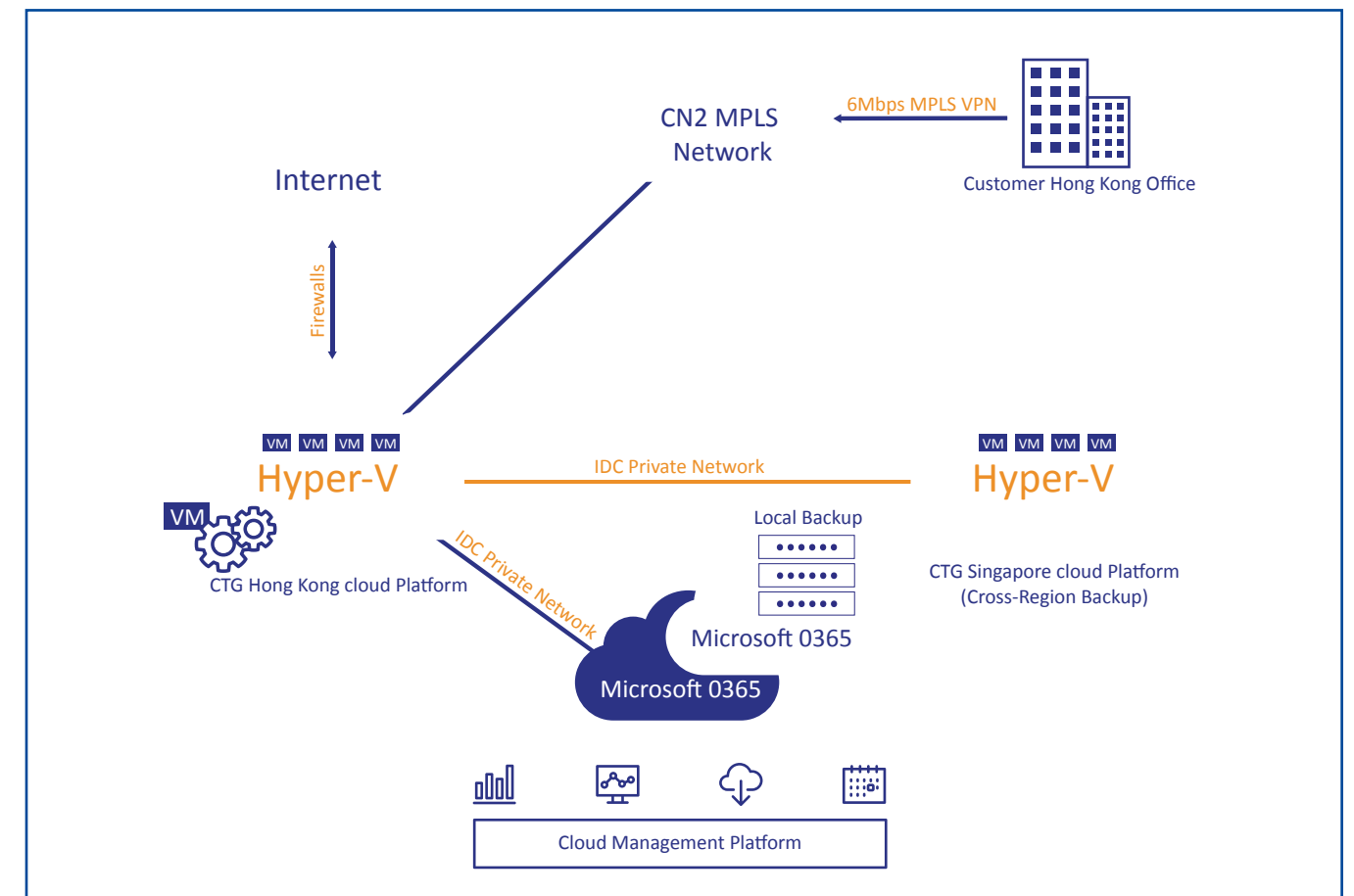
The challenge

Despite expansion, a multinational marine logistics company was looking to simplify its IT operations. Their mantra was to 'streamline all support activities'. As a result, they didn't want to invest in a physical data centre, but at the same time they had to meet the increasing needs of an expanding user base. They recognised that they had to find a way through this dilemma, or their expansion plans would be at risk.

How we did it

Our technical solution included:

- Hybrid cloud, based on multiple virtualisation technologies
- Core business applications available via the cloud
- Remote backups through a private network
- Online configurable virtual firewall
- Real-time monitoring and automatic alerts



The result

Employees can now access Office 365 and other software applications from anywhere in the world. We configured a virtual machine on a hybrid cloud platform to reflect their needs for storage and processing power, and set up private networks to connect them. Their IT staff can set access policies and firewalls using a dedicated web-based portal. The applications are made available via a cloud-based virtual machine in Hong Kong, with a private link to another cloud platform to provide backup.

Key facts

Extensive European-Asia Network – transiting TMP, TEA, TEA2, TEA 4, CR2, TSR, SMW3, SMW4 and SMW5 cable systems

World's largest fixed-line operator (144 million fixed access lines in service)

World's largest broadband operator (127 million subscribers)

Owns and operates China's largest optical fibre network: over 83,000 km long, covering 70% of China's territory and connecting all Chinese cities

Owns and operates ChinaNet, China's largest Internet network

Owns and operates China's largest MPLS VPN network, based on our next-generation, carrier-class, IPv6-capable Internet backbone network

Primary service provider in all 21 southern provinces in China

Owns comprehensive trans-Pacific cable systems, including China-U.S., Japan-U.S., SEA-ME-WE3 in APCN2, SMW3, SMW5, FASTER, Flag, TAE, etc.

International bilateral connectivity to 100+ countries

More than 670,000 professionals employed around the world

Ranked #133 on Fortune's Global 500 in 2017



TRY CTE CLOUD SOLUTIONS FOR 30 DAYS

Experience the power of CTE's cloud for yourself.

Call CTE on **+44 020 7537 7156** to set up a no-obligation 30-day trial.

100% bespoke solution

When you partner with CTE, everything we do is geared to your specific needs. We'll design a tailored solution that delivers the performance, flexibility and capabilities you demand.

- Overlay our SD-WAN on a network infrastructure designed and supplied for you by CTE: no need to replace or reconfigure current equipment
- Access different clouds e.g. Google, AMS, Azure, Alibaba, Salesforce
- Remote mobile access as well as PC/laptop/tablet
- Our enterprise management portal provides improved network visibility, usage data, application usage and performance, and our integrated next-generation firewall

Why CTE?

If you want to grow your business in China or establish a presence, China Telecom Europe (CTE) can help you.

CTE is a wholly-owned subsidiary of China Telecom Global (CTG), the international arm of China Telecom. We can integrate all your international communications needs under one global contract. We call it the Digital Silk Road. Let us handle your data, voice, cloud, hosting, ICT requirements, and give you the peace of mind that comes from knowing you're in the safe hands of industry experts with local knowledge.

CTE is the leading Chinese provider of international telecommunication and ICT services. We serve European multinational enterprises, Chinese enterprises in Europe, carriers, telecom service providers and Europe-based Chinese consumers.

Our European-Asia Network consists of more terrestrial and submarine routes than any of our competitors. Domestically, we are the owner/operator of the largest digital network in China. This results in superior lower latency, greater diversity and improved resilience when accessing business applications to and from China.

Best of all, you can get all the services you want from one provider. CTE seamlessly connects your global business to the world's largest single marketplace.

Find out more

Like the clients in these case studies, you need to keep your people, data, applications and data resources connected and working effectively. No delays, no downtime.

To discover more about how our cloud services could transform the way your organisation works, please call CTE on **+44 (0)20 7537 7156** or email **emea.marketing@chinatelecomglobal.com**.

China Telecom (Europe) Limited

2nd Floor, Bellerive House,
3 Muirfield Crescent, London,
E14 9SZ, United Kingdom
Tel : +44 (0)20 7537 7156
Email : emea.marketing@chinatelecomglobal.com
www.chinatelecomeurope.com

Head Office

United Kingdom

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