Think Asia, Think Telstra

Telstra

Enterprise Connectivity in China

Why Telstra PBS?
Your world-class technology provider in China

Through Telstra PBS, the largest foreign joint venture VPN provider in China, we are uniquely placed to help you thrive

Operating since 2008	Long term relationships with Chinese government and carriers
Local delivery with international experience	Expertise in handling complex local processes such as CNY billing
Carrier-neutral approach	Over 200 people across service, operations and account management

Internet Access
- Available countrywide
- 50 GID PoPs and 39 key cities in China

IP VPN & Internet Services
- 52 IP VPN PoPs in 39 key cities in China
- IP VPN licenses for 29 provinces & municipal cities
- Managed SD-WAN services

SD WAN
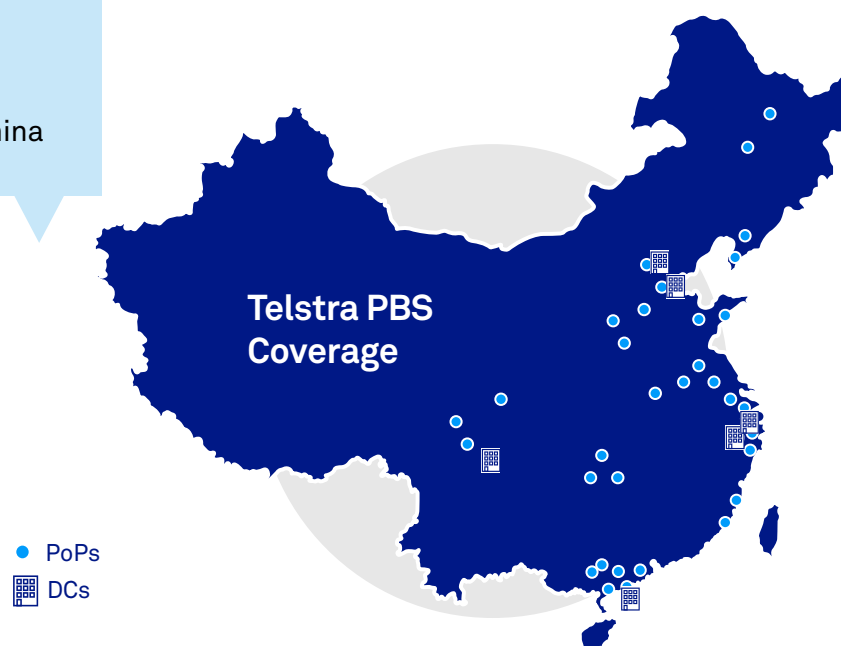- Hosted VMware SD-WAN by VeloCloud orchestrator in China

Colocation
- Available in key regional hubs - Beijing, Tianjin, Shanghai, Shenzhen and Chongqing.
- Approximately 3,500 total racks and 25MWA power
- ISO27001 accreditation for data centres in Tianjin, Beijing, Shanghai, Shenzhen and Chongqing.

Ability to operate data networks in

39 key cities &

7 data centres in China

Telstra PBS Coverage

- PoPs
- DCs

Contact us

✉ infoamericas@team.telstra.com

Think Asia, Think Telstra

Telstra

Connecting agents to new opportunities in Asia

Partner with Telstra today

A mature dedicated international partner program from a leading global telecommunications and technology company with annual income of **AUD$28.2bn** and **70 years** of global heritage.

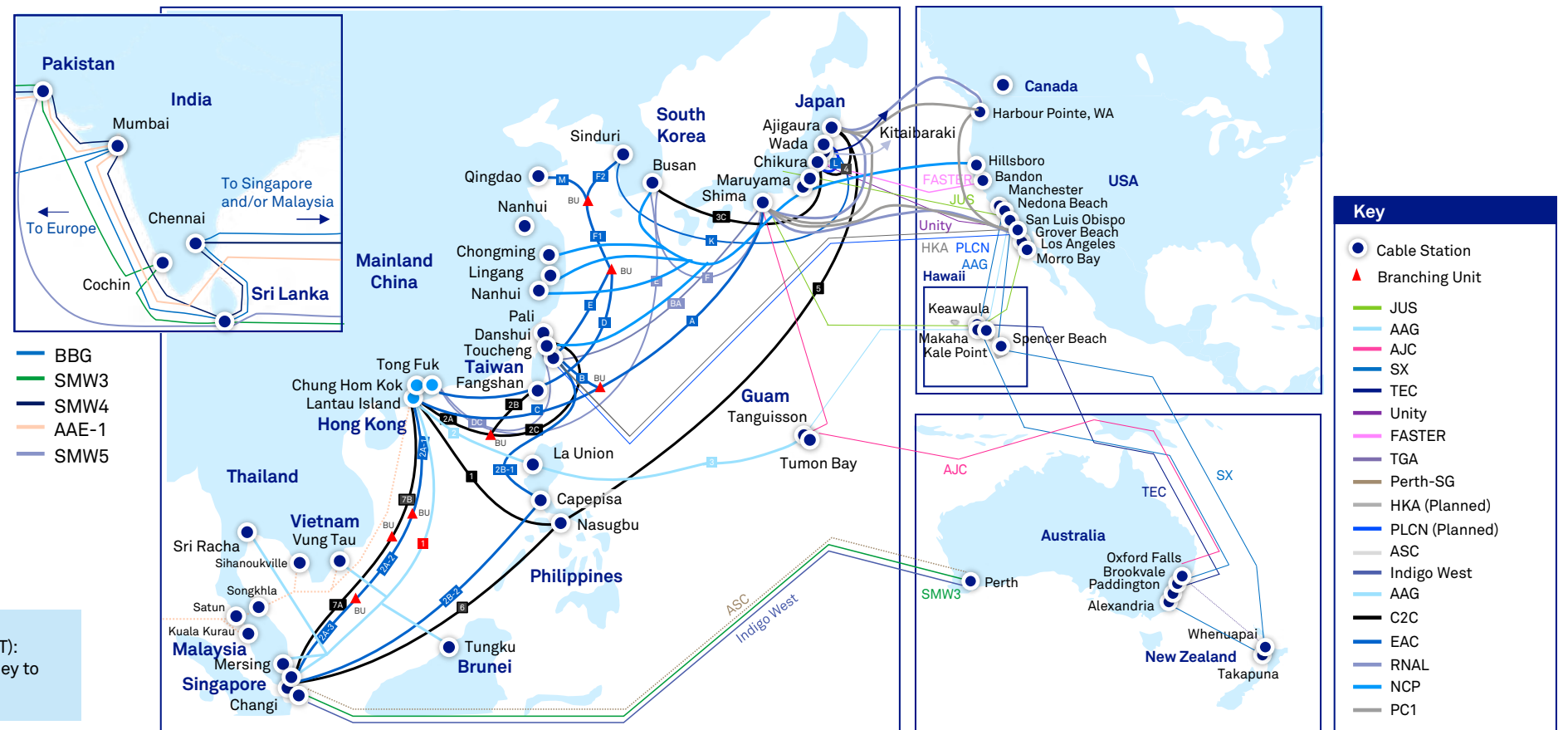The focus and expertise to help your customers succeed in **Asia** and grow your residual commissions.

In-country support from approximately **3,500 staff** in over **20 countries** outside Australia.

https://www.telstra.us.com/en/telstra-partner-program

Telstra

Your trusted partner to connect to Asia

The largest fully-owned intra-Asia network for secure, low-latency connectivity

- ☑ Telstra networks carry over 30% of intra-Asia traffic.
- ☑ More than 250,000 miles of subsea cable assets.
- ☑ Agents benefit from Telstra's on-the-ground expertise, turnkey solutions, and unique Asian assets.
- ☑ Continued investment in new cable systems within the Asia Pacic and connecting to the US.

New Subsea Cable Routes Coming Soon
- PLCN and HKA: New cable routes from Los Angeles to Hong Kong and Taiwan
- Southern Cross Next (SX NEXT): Direct connectivity from Sydney to Los Angeles

Cable legend: BBG, SMW3, SMW4, AAE-1, SMW5

Key
- ● Cable Station
- ▲ Branching Unit

JUS, AAG, AJC, SX, TEC, Unity, FASTER, TGA, Perth-SG, HKA (Planned), PLCN (Planned), ASC, Indigo West, AAG, C2C, EAC, RNAL, NCP, PC1

Leading products and services to connect our partners' customers to Asia

MPLS & Managed Network Services
- Extensive network reach through Asia and around the globe

Dedicated Internet & IP Transit
- High-capacity, fully-meshed IP backbone network
- Private peering in 27 cities

Telstra Programmable Network (TPN)
- On-demand, pay-as-you-go access to Asia's leading network with NFV functionality
- On-demand access to AWS, Azure, and more

Data Centers & Colocation
- 31 cable landing stations and 58 interconnect data centers worldwide

Private Line & Satellite
- Core connectivity across subsea networks
- Satellite data services

Managed Security
- Fully managed security monitoring

Telstra Channel Partner Manager Contacts

Donna Turner
Channel Director
Mountain & West Telstra
P 949 699 2932
donna.turner@team.telstra.com

Sharon Andrus
Channel Director
Midwest & Canada Telstra
P 312 952 2924
sharon.andrus@team.telstra.com

Scott Elliott
Channel Manager
East Telstra
P 917 806 8951
scott.elliott@team.telstra.com

Mark Garvin
Channel Manager
Southwest Central Telstra
P 214 425 9399
mark.garvin@team.telstra.com