

## Managed Customer Premises Equipment (CPE)

End-to-end equipment management solutions from leading partners to fit your needs and budget.

Meet evolving demands on your business with more operational predictability and flexibility by working with China Telecom Americas (CTA) as your single provider of Customer Premise Equipment (CPE) and WAN connectivity services for China and Asia/Pacific. Our US-based account managers, expert solution architects and experienced project management specialists work on your terms, removing complexity by crafting unique solutions to enable your digital business.

Through our global network of leading technology partners, CTA supports all aspects of ICT from edge to core, whether a single branch device or a fully-managed data center environment, we accelerate your capabilities in China and beyond.

### Leverage China's Deepest Technology Partner Portfolio

Routers	Switches	Servers	Firewalls/Security	PBX/Voice
Cisco Juniper HPE Arista Nokia Ericsson	Cisco Juniper HPE Arista Nokia Ericsson	Dell HPE H3C Cisco Inspur IBM Lenovo	Cisco Checkpoint Fortinet Palo Alto Barracuda Symantec Imperva RSA	Cisco Polycom Avaya Yealink
Load Balancing	SD-WAN	Storage (CI/HCI/NAS)	Wireless	Other
Cisco F5 Citrix A10 Networks Radware	Silver-Peak Versa Networks Cisco Viptela Cisco Meraki Cisco iWAN	Cisco Dell EMC NetApp Nutanix	Cisco Aruba Meraki Extreme Ubiquiti HPE	Monitoring Software Virtualization Software Memory & NICs Transceivers Rack Systems /Cabling UPS & PDUs

### Trusted Solutions Delivered with Proven Expertise



#### Features

- Custom bundled CPE + WAN solutions
- Dedicated global project teams in 30+ markets
- Full management and professional design services
- Ready to deploy ICT and DCIM services for China
- Extensive inventory of partner SKUs
- Site surveys and state-of-the-art staging
- Bare metal or shared server virtualization solutions
- Equipment leasing and management
- 24x7 Proactive monitoring & remote hands support
- SLAs on network, hardware and service delivery

#### Benefits

- Single point of contact** for end-to-end ICT solutions in China and Asia/Pacific with support from 8 offices in the Americas.
- Streamline initial deployments** with a trusted local partner able to help reduce administrative overhead and operational risks.
- Save IT resources** with co-managed or fully-managed services so your IT talent can focus on innovation-driven projects.
- Accelerate speed to market** with a provider with thousands of certified techs able to deliver a full range of ICT solutions.
- Tailor-made solutions** from branch-in-a-box SD-WAN appliances to hyperconverged systems - we fit your needs and budget.
- Ready-to-deploy solutions** from tested physical and virtual environments for consistent performance and predictable costs.

## Customer Success Stories

### Dell Servers for Leading DNS Security Company

**Challenge:** Procuring specialized hardware and components and building nodes at strategic IBX data centers in China to provide DNS and traffic management services.

**Solution:** China Telecom Americas (CTA) was able to deliver a Bill of Materials (BOM) that included Dell servers, specialty chipsets, Network Interface Cards and HBA storage controllers, and ethernet links at China data centers.

**Result:** The company was able to quickly and confidently execute on their go to market strategy in China and has been able to open new revenue streams from customers needing a reliable DNS monitoring solution.

### Cisco PBX for Online Auto Dealer Entering China

**Challenge:** Customer entering China did not have a trusted local IT partner with US-based account support able to implement a specialized IP PBX system with WAN and PRI connectivity for multiple sites in less than 45 days.

**Solution:** CTA designed an optimal network architecture to carry voice traffic between China and global offices, then staged, installed and provided configuration support for a new Cisco BE 6000 IP PBX system that included Catalyst switches, ISR routers, 6000M servers, ASA firewalls, Aironet Access Points, 3504 Wireless Controllers, UC handsets, software licenses & more.

**Result:** Customer was able to greatly expedite their speed to market, reduce operational complexity with a single US-based provider for Cisco hardware, software, device management and WAN connectivity.

### Cisco Viptela & Meraki Deployment for Fortune 500 Retailer

**Challenge:** Finding a reliable service provider to upgrade legacy network to Cisco SD-WAN solution across 80 stores in China, Taiwan and Hong Kong on strict SLAs, with RMB billing, MSAs and dedicated support teams in the States.

**Solution:** After site reviews and extensive white boarding sessions, CTA was able to deliver a purpose-built SD-WAN solution for retail that included CPE inventory management, staging and field support for hundreds of Viptela routers, Meraki switches, POS systems, Wireless Access Points and more. CTA also provided SLAs for hardware delivery and maintenance including shipment of replacement parts, onsite troubleshooting and repair.

**Result:** Significantly reduced hardware footprint and operator project load by upgrading to a programmable SD-WAN architecture across 80 stores.

### Managed Cisco Solution for Financial Trade Association

**Challenge:** Customer's IT department needed to quickly scale up network at Beijing HQ to accommodate large headcount expansion while simultaneously being tasked with a Cisco VoIP refresh for all their global locations.

**Solution:** CTA custom designed and implemented a fully managed Cisco Call Manager PBX system within budget and 45 day delivery requirements. Equipment was procured directly through Cisco in China avoiding customs & import challenges and delays. Additionally, to support expansion at Beijing HQ, CT provisioned MPLS and DIA circuits with Netcare, CT's 24/7 proactive monitoring service to ensure network health and availability.

**Result:** Lowered administrative overhead by outsourcing management of their PBX network, freeing IT talent to focus on more critical projects. The end-to-end solution provided by CTA helped the customer quickly scale up business, and significantly reduce operational complexity by having a single, reliable provider able to help manage CPE and WAN infrastructure for China.

### Colo Services for U.S. Energy Company

**Challenge:** Reliably scaling network infrastructure between colocation facilities and remote sites in China and corporate headquarters in Texas.

**Solution:** CTA designed, staged and implemented Cisco Unified Communications solution and data center infrastructure that included racking and stacking multiple Cisco UCS servers, ISR routers, Dell Servers, Juniper switches, Palo Alto firewalls, Aruba controllers, access points, rack systems, structured cabling and other colocation services at GDS Shanghai. CTA also delivered private connectivity between nodes in Shanghai, Canada, and Texas and provisioned internet and backup circuits at each data center. CTA provides a full-time contractor to act as customer's local IT help/desk support and SLAs on equipment failure and network service.

**Result:** Customer received end-to-end managed solution that allowed them to quickly and confidently scale mission critical systems in China.

### Data Center Expansion for a Leading Global IT Services Firm

**Challenge:** Lacked in-country IT team to build footprint in key data centers in Guangzhou and Beijing and provision network connectivity back to US HQ.

**Solution:** Bundled CPE + WAN solution that included IP circuits and a detailed BOM for over 400 items. CTA sourced, inventoried, staged and stored hardware until customer arranged travel to China for ICT integration and configuration. CTA then shipped, racked and stacked over 200 components at each data center and provisioned WAN links on a sprint schedule.

**Result:** CTA significantly reduced the complexity, cost and timeframe of the implementation by preparing a detailed plan agreed to by the customer which was executed to fulfillment. With a bundled offering with extended terms the customer was able to significantly reduce CAPEX.

### Cisco Meraki for Renowned Craft Brewery's China Launch

**Challenge:** Opening first offices and retail brewery in Shanghai without local IT team to implement network hardware and provision WAN services.

**Solution:** Working with the customer's IT team, CTA helped design a Cisco Meraki retail and branch office solution that included routers, switches, POS systems including network service to privately connect Shanghai sites to US main office within 23 days of order. CTA provided key onsite installation and remote hands support to deploy hardware on a sprint for the public opening.

**Result:** Grand opening of brewery was a success, network and equipment performed as promised which resulted in a request for additional services.

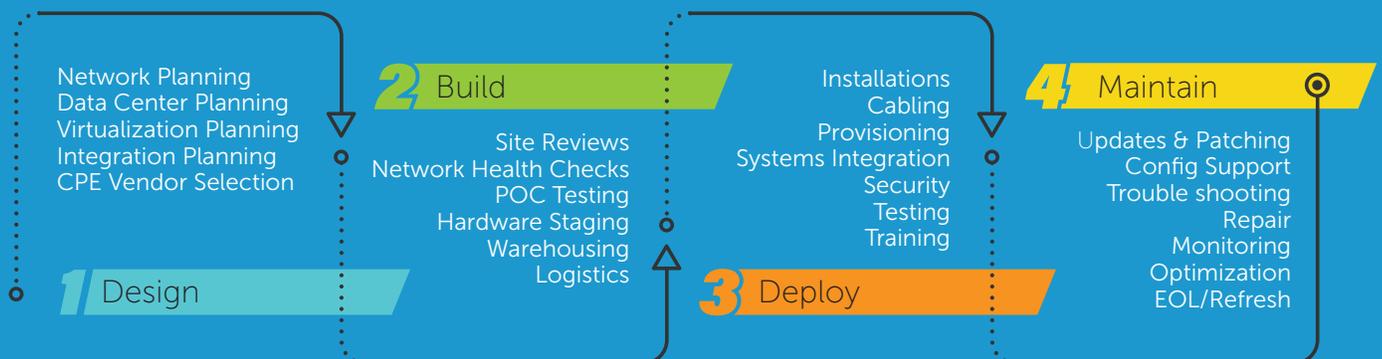
### Leading Chipmaker Adding Server Resources in China

**Challenge:** Reduce travel burden and significant man hours associated with ordering, staging and installing multiple server environments in China.

**Solution:** In coordination with key channel and technology ecosystem partners, CTA developed and implemented a CPE + WAN solution that would greatly reduce travel burden for the customer. CTA coordinated ordering and delivery of bare-metal Dell servers, Cisco ASR routers with WAN circuits within an expedited timeframe. CTA also provided Netcare proactive monitoring and SLAs for delivery of hardware and replacement parts.

**Result:** The customer saved time and money by being able to quickly scale their build environments, adding servers and private links to improve developer productivity for teams inside & outside China in half the time expected.

Full CPE lifecycle management in China made easy, from start to finish.



**Questions?** Schedule a call with a managed ICT product specialist today at [marketing@ctamericas](mailto:marketing@ctamericas).