

## Global Ethernet

Support your customer's international business requirements using the interoperability of Ethernet. China Telecom Americas offers Global Ethernet services to give you the ability to quickly build a reliable private global communication network. Layer 2 Ethernet is simple to provision and operate and our Global Ethernet services can easily expand to include new company sites, vendors, suppliers, and extranet partners, providing exceptional scalability and granularity.

### WHY CHINA TELECOM GLOBAL ETHERNET?

- Ease of Deployment – With Ethernet, there's no protocol conversion required ensuring interoperability between LAN, MAN and WAN. There's also a low cost of customer premises equipment with a standard Ethernet interface.
- Point-to-Point or Point-to-Multipoint – We enable WAN connectivity, including point-to-point, point to multipoint, and multipoint-to-multipoint services that extend your reach around the globe.
- Proactive Monitoring – Ethernet offers stable and low latency connectivity that can support time-sensitive applications including video and storage. We support our SLAs with 24/7 proactive monitoring for timely fault isolation and clearance.
- Variable speeds – Rates range from 1 Mbps to 1 Gbps.
- VPLS allows your staff the ability to create the network connections in house with multiple bandwidth options.

### PRODUCTS & SERVICES

#### VPLS / VLL

Our Virtual Private LAN Service (VPLS) and Virtual Leased Line (VLL) offers a powerful combination of Ethernet and Multi-Protocol Label Switching (MPLS), providing the flexibility and scalability of an Ethernet network. Our VPLS/VLL services are provided through CN2, China Telecom's next-generation carrier network, world renowned for its reliability, wide coverage and low delay and jitter, while our fully redundant network topology ensures completely secure transmission of customer data. QoS prioritization is available with PE-to-PE SLAs, and any customer Layer 3 protocol is allowed along with support for 802.1q encapsulation for customer VLANs.

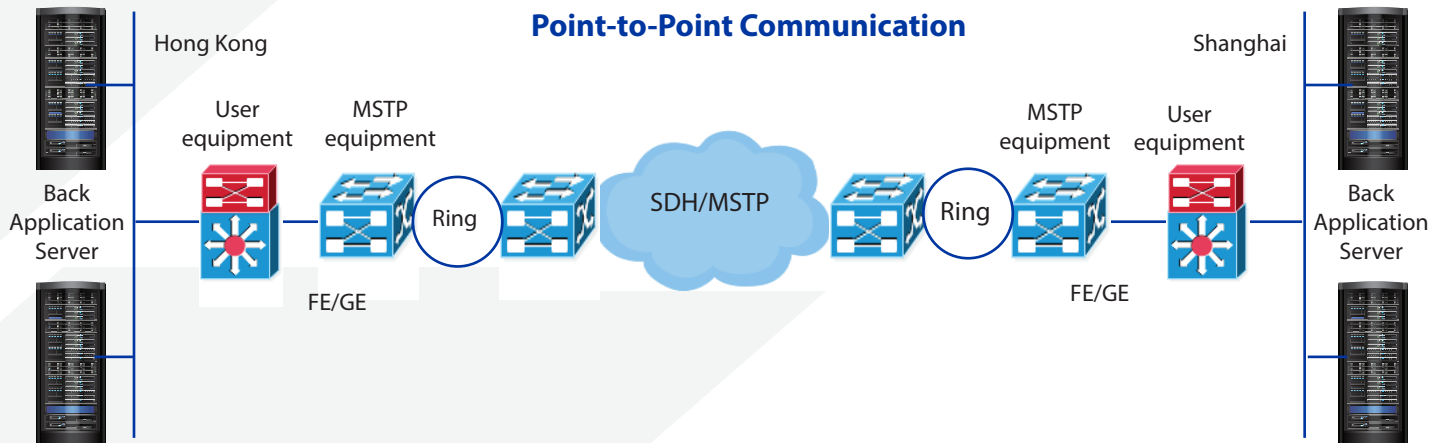
#### IEPL

China Telecom IEPL adopts Ethernet over SONET/SDH technology to provide customers with long distance/transnational Ethernet Private Line service. Access rates vary between 2M and 10G and achieve point-to-point or point-to-multipoint communication.

- Interface: 10/100/1000 BaseT
- Bandwidth: 10 Gbps – 1 Gbps
- Encapsulation: RARP, 802.1q
- Secure and Dedicated Service: Physical separation between customers for high security and guaranteed bandwidth
- Self-Managed IP Environment: Ethernet over SDH is fully transparent to the customer IP address and internal route so customers can manage their own internal IP network and routing
- Robust & Reliable: Service is highly reliable with SDH/ SONET protection and is fit for all kinds of bandwidth-intensive applications
- Standard Interfaces: Supports Ethernet, Fast Ethernet and Giga Ethernet and NNI Interface:

STM-N (for SDH), Ethernet (for SONET)

- Cable diversity from CT's ownership in 48 international cable systems
- 24x7 customer service with a US based NOC in Los Angeles and regionally based account and project management teams



### QUALIFYING QUESTIONS

- Does your company have a worldwide presence?
- Do you prefer to control decision-making on your network routes and paths?
- Do you need to replace your legacy private line network with Ethernet-based services?
- Does your company require transpacific connectivity?
- Do you expect to expand business operations into China in the future?
- Does your organization have globally dispersed offices?

### OBJECTION HANDLING

**Q:** Ethernet services are reaching a commodity/standardized status, why is CTA a preferred provider?

**A:** We have global reach with a unique presence in China and longstanding partnerships with last mile providers.

**Q:** How will CTA overcome the challenge of increased Ethernet congestion?

**A:** End-to-end bandwidth availability is guaranteed for all customers.

**Q:** How will CTA ensure comprehensive security of long-distance data transfer?

**A:** Dedicated, exclusive end-to-end bandwidth creates physical separation between customers for a high level of security, even when delivering data across long distances such as U.S. to China.

### SOURCES:

Global Ethernet Product Page  
IEPL/IPLC Brochure  
IEPL Product Page