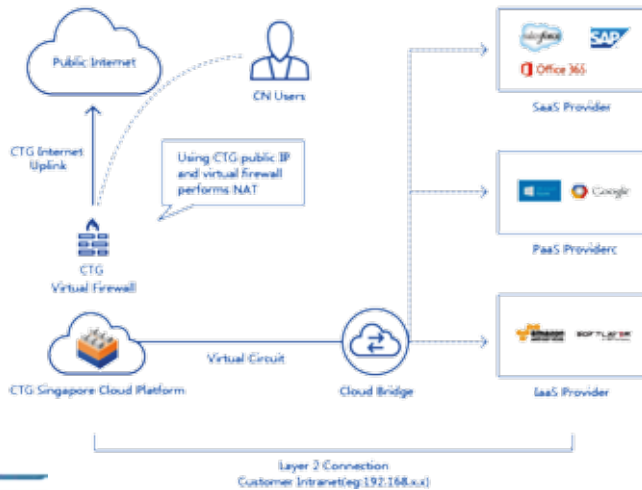




China Telecom Cloud Industry Case Studies

Cloud Bridge benefits:

- Hybrid networking, multiple cloud interconnection
- Data aggregation & encryption
- Data Transmission back to China through private networks



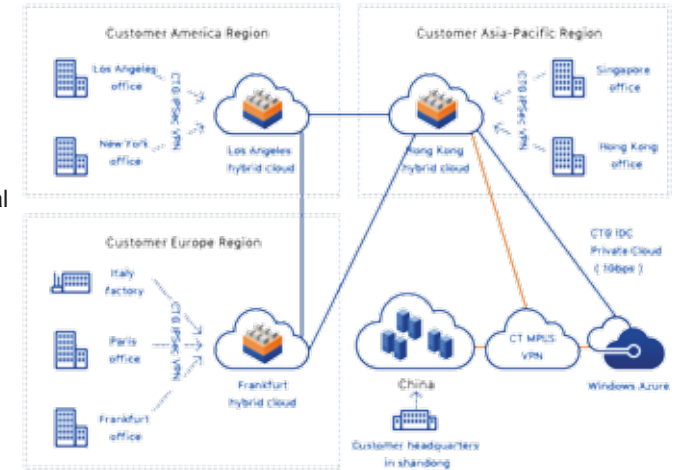
Manufacturing

Customer demand:

To support the company's global business expansion and build three regional Cloud Platforms in Asia Pacific, Europe and America.

Decision-Making Factors:

- Network Abilities
- Cloud Platform Globalization
- Single Point Access, Local Centralized Management
- Multiple Cloud Interconnection



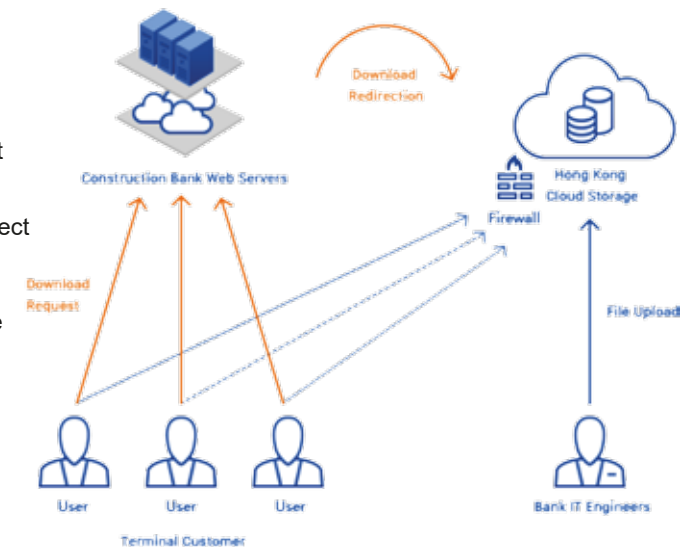
Finance

Customer Background:

Construction Bank (Asia) intends to quickly provide a new trading client for the mainland China market. The software repositories are deployed in Hong Kong. The versioning of this client requires updating through internal systems. The interface needs to be strictly compliant with the banking and industry regulations as well as information security protocols. Meanwhile, distributing to customers in mainland China requires a separate software script to control.

Technical highlights:

- Cloud Data Encryption
- Compliance with ITIL Best Practice
- Multiple Measures to Protect
- Customers Data Security
- Lightweight Veeam Whole Data Backup



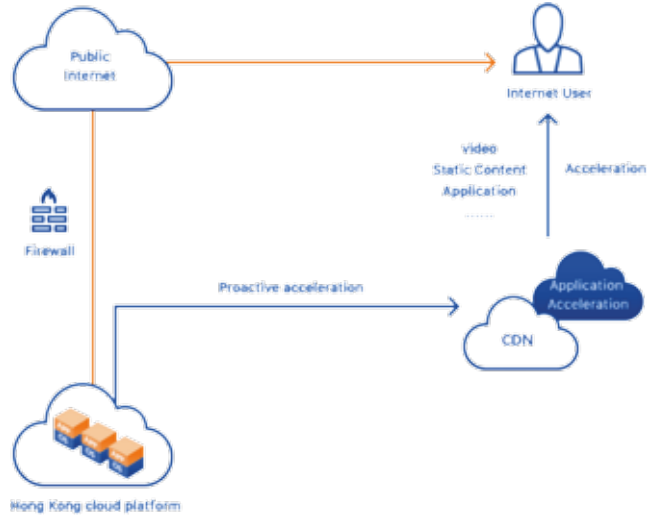
Internet

Customer Background:

Dama is an internet enterprise which provide video stream for China customers.

Technical highlights:

- CDN Application Acceleration
- Elastic Subnet and Cloud
- Real – Time Monitoring & Self – Recovery



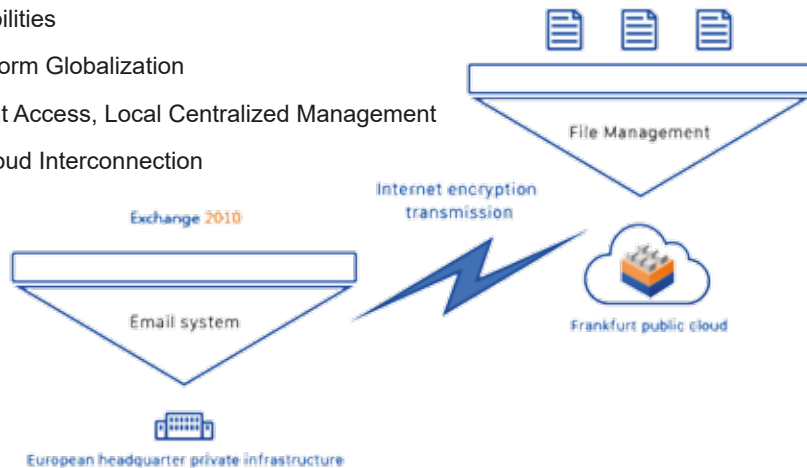
Energy

Customer Background:

To develop its business in Europe, a leading energy enterprise which covers more than 80 countries and regions intends to construct a document management system based on the public cloud to share documents within its European branches. The customer needs professional services to construct NFS cloud storage space and to store the data of their local Exchange email application remotely on cloud storage by using dedicated commercial backup software.

Technical highlights:

- Network Abilities
- Cloud Platform Globalization
- Single Point Access, Local Centralized Management
- Multiple Cloud Interconnection



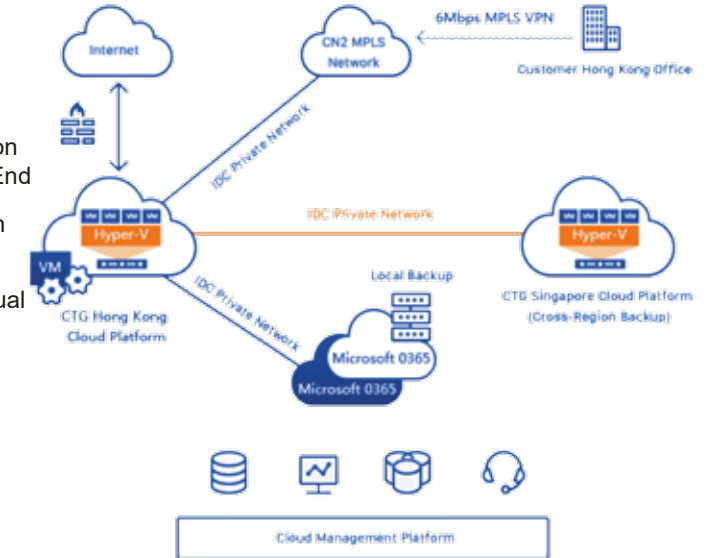
Transportation

Customer Background:

Flee Mgmt is a multinational marine logistics company which were using cloud products from another vendor. On the premise of multi-business diversification, Flee Mgmt demands a more comprehensive and operational solution while shrinking the scale of existing IT system.

Technical highlights:

- Hybrid Cloud Based on Multiple Virtualization Technologies
- Core Business Application Transferring to the Cloud End
- Remote Backup Through Private Network
- Online Configurable Virtual Firewall
- All-time monitoring and Automatic Alerting



China Telecom (Europe) Ltd
2nd Floor, Bellerive House, 3 Muirfield Crescent
London, E14 9SZ, United Kingdom

Tel: +44 (0)20 7537 7156
Fax: +44 (0)20 7537 7044
Email: emea.marketing@chinatelecomglobal.com