

Agent Partner Program

Provide customers with world-class global communications, security and connectivity solutions

Your customers want to grow their businesses globally – we can help!

Customers today are living in an 'always on' society and demand rapid and reliable access to services wherever they are in the world. Data volumes are expanding exponentially and the speed and sophistication of our communications network is critical to global success.

As economic growth slows in western markets, multi-national organizations are expanding operations into growth markets in Asia, Africa, Mid-East and Latin America.

At PCCW Global we have the experience and solutions to help your customers unlock their business potential to expand and grow in new markets.

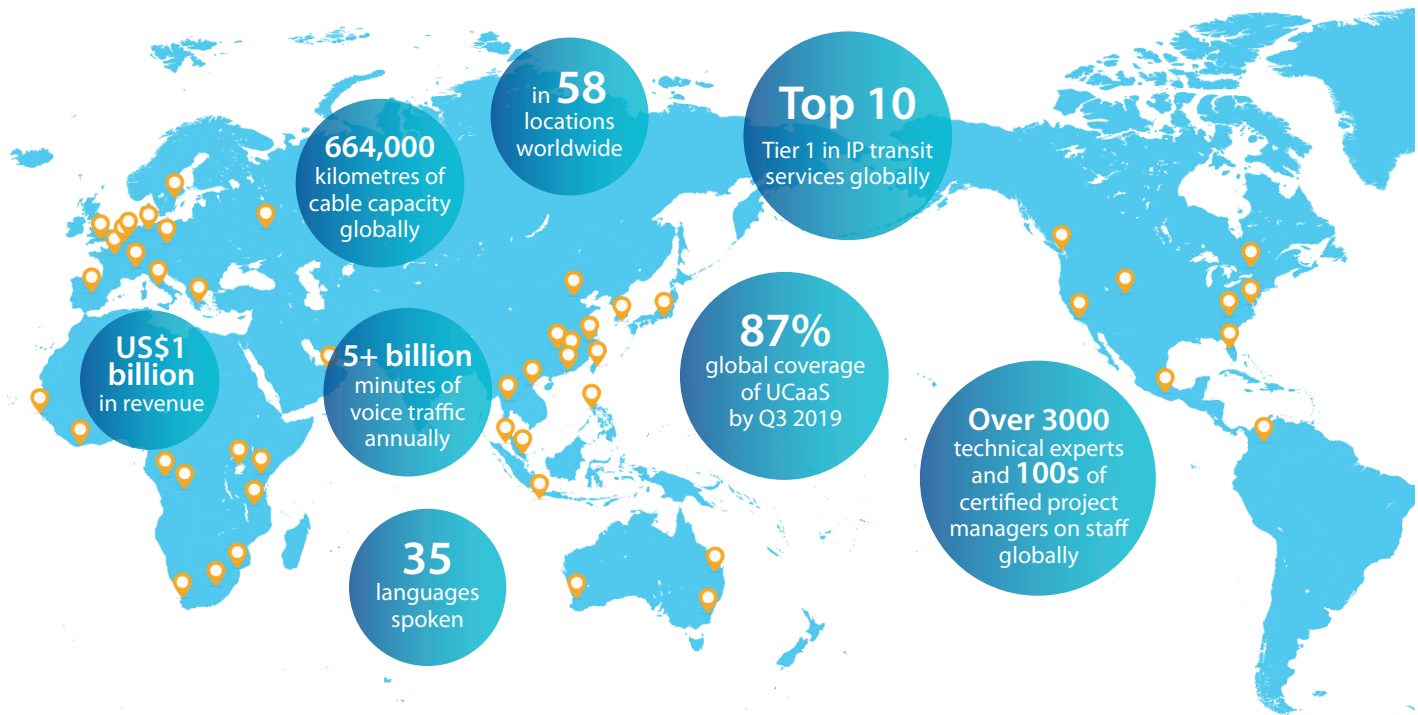
Not many global operators have an equivalent network footprint and the people on the ground in developing markets like we do.

Let us at PCCW Global help your customers achieve both affordable and effective integrated, global communications, connectivity, cyber protection and peace-of-mind to ensure their networks and data are optimized and protected.

Our global network footprint reaches more than 3,000 cities across 150+ countries



Global Coverage to Meet Your Customers' Needs



PCCW Global has extensive coverage in IP, Fibre and Satellite backbone networks. Our fibre backbone is a fully resilient network with investments in 30+ diverse international cable systems, and consists of more than 15.0 Tbps of global fibre capacity, spanning 644,000 Km - enough to span the world 15 times! We have 111 IPLC PoPs in 31 countries and 49 cities. Our newest route just opened – AAE-1 (Asia Africa Europe - 1) connecting East Asia with Northern Africa and the EU. And we are major player in the soon-to-be available Pacific Light Cable Network (PLCN) connecting Hong Kong with the US, and the Jupiter Trans Pacific & Intra-Asia cables connecting Japan with North America.

GIA & IP Transit

- Tier 1 Internet Service Provider (ISP)
- Diversified multi-cable backbone with 99.99% availability
- Premium congestion free service
- BGP and Static Routing
- BGP Communities for incoming and outgoing traffic engineering
- Access Options: T1/E1, E/FE, DS3, STM1, STM4, GE, STM16, 10G & 100G
- Fixed and Burstable (95th%) charging options
- Options for Direct or Economy routes into Mainland China from APAC POPs
- Economy service (4:1) available in Bangkok, Jakarta and Manila

Private Networking

International Private Line Connectivity

- Global reach through owned and leased cable systems
- Dedicated Ethernet & TDM T1 through 10G
- Protected and Unprotected options

MPLS

- Extensive worldwide coverage over 150 countries and 3,000 cities via on-net and ICI partners
- Fully meshed global private network connectivity
- Multiple classes of service for multimedia applications
- Value-added services to meet customers' growing needs
- World-class global customer service support

Introducing our family of value-add services for the channel

Our value-add suite of offerings include services ranging from cloud and SD-WAN solutions to cybersecurity and global collaboration services. They include:

Console Connect Software-defined Interconnect

Console Connect makes connecting with cloud-based business-critical applications and business sites simple, predictable and secure. With Console Connect your customers can easily and quickly spin up virtual private Layer 2 and Layer 3 connections, regardless of location or technical knowledge. Bypass the public internet and directly connect to the cloud applications, partners and locations that are important to their business.



The Console Connect suite of services includes:

- Site-to-site connectivity
- Private connection to public cloud
- Private connection to business-critical SaaS applications



SD-WAN

Simplify multi-site WAN deployment and management with an application aware, secure network that is continually optimized for performance and cost. SD-WAN is available in 80 countries, and is deployed over our global high-quality Tier 1 IP-MPLS network, consistently ranked in the top 10 for global peering. Our reach and expertise means your customers can take advantage of the simplicity of SD-WAN to grow their organization in more places around the world, and deliver optimized service at each location.



The PCCW Global SD-WAN service includes:

- High availability PCCW Global hosted Orchestrator, Controller & Gateways
- Wide range of Edge Devices with support up to 10G throughput
- Quick zero touch service deployment
- Management Portal with centralized

Crypteia Cybersecurity Services

PCCW Global offers an enterprise-class security portfolio customized to your needs. Unmatched in ability to help you disrupt new threats, deploy security innovations and reduce the cost and complexity of IT security, PCCW Global's Crypteia family of security services can help your customers safeguard their most critical data from compromise.



The Crypteia suite of services includes:

- Crypteia Threat Intelligence & Management Service
- Crypteia Managed and Cloud Firewall Services
- Crypteia Managed Anti-DDoS Services
- Crypteia Email Protection Service
- Crypteia Malware Protection Service

nTwine Unified Communication Services

Unified Communications (UC) and Collaboration services, including web conferencing, and video communications are transforming the way both large and small businesses communicate effectively and affordably. PCCW Global offers fully-managed and hosted Cloud-based UC services. Delivered as a pay-as-you-go model they provide flexible, secure, cost-effective communication and collaboration tools.



The nTwine UC suite of services includes:

- nTwine Conferencing
- nTwine UCaaS (global)

Why Partner With PCCW Global?

PCCW Global invites you to explore our Partner Program further, and add our global value-added products and services to your growing portfolio of offerings.

Our program is designed for Master Agents, VARs, Sub-Agents, Consultants, IT Service Providers and other organizations looking to extend their revenue objectives and reach international markets. And we'll provide all the sales, marketing and technical support you'll need to build a solid and steady account base.



Global reach with advanced products and solutions



World-class global presence and support



Experienced agent team



Competitive agent compensation



No minimum agent revenue requirements

About PCCW Global

PCCW Global is a leading telecommunications provider, offering the latest voice, data solutions and value-added services to multi-national enterprises and communication service providers. Our global network coverage combined with local, on-the-ground knowledge has helped us build best-in-class connections across the globe; and especially in some of the most remote, hard-to-reach regions in exciting growth markets across Asia, Africa, Latin America and the Middle East.

Our commitment to delivering exceptional service for every customer is rooted in a personal approach to doing business. It's what our people know and do best.

Let us know how we can help you!

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