



### Arrow Asia Pac Ltd. Keeps Abreast of Global Trend by Leveraging on the State-of-the-art Communications Technology

Optimizing Voice and Data Communications Platform with CPCNet's TrueCONNECT™ to Ensure a Timely and Accurate Response to the Market

Success Story

#### Benefits of TrueCONNECT™

- One Region, One Network Solution
- Fully-Meshed Topology
- Secure
- Reliable, Resilient and High Quality
- Optimisation of Resources and Cost-Effective
- With multiple classes of service to help prioritise traffic
- Scalable
- 24 x 7 Network Management

**Arrow Asia Pac Ltd. (Arrow Asia)** is a subsidiary of NYSE-listed Arrow Electronics Inc. Headquartered in Hong Kong, Arrow Asia operates 41 sales offices, 4 distribution centers as well as 11 local warehousing facilities in 11 countries or territories across Asia. Providing a full range of semiconductors, passive, electromechanical and connector products from over 60 leading international suppliers, Arrow Asia serves more than 10,000 original equipment and contract manufacturers and commercial customers in Asia Pacific.

The Asia Pacific region has been rapidly emerged as the production hub for electronics industry. Operating in such a dynamic business environment, Arrow Asia needs a reliable and high performance network covering the whole region to connect offices in scattered locations, so as to keep the company abreast of the latest market trend, as well as capitalize on every business opportunity.

Since 2002, Arrow Asia has been adopting CPCNet's TrueCONNECT™ PREMIUM MPLS VPN as the internal voice communications platform to conjoin offices located in Hong Kong, Shanghai, Beijing, Shenzhen, Suzhou and Nanjing. With unmatched network performance, TrueCONNECT™ effectively eliminated communications barriers and friction, meanwhile significantly reducing the cross-border communications costs.

#### Revolutionizing Data Communications Platform for the Greater China

As frame relay becomes obsolete, IP VPN is mature and MPLS technology is ready to dominate the market. In 2006, Arrow Asia followed the global

strategy led by its U.S. headquarters to revamp their network and communications platform with MPLS technology.

Leveraging on the successful application of CPCNet's TrueCONNECT™ as the voice communications platform in past few years, Arrow Asia adopted MPLS to the entire corporate network, which was built on traditional frame relay previously, so as to raise the overall cost effectiveness.

CPCNet, with in-depth knowledge on technology advancement, plotted the vision "One Region, One Network" to TrueCONNECT™, the first MPLS VPN solution built in Greater China.

Featured with fully meshed topology, which offers exceptional flexibility, scalability, manageability as well as cost effectiveness, TrueCONNECT™ delivers maximum advantages of MPLS technology to customers. Through its intelligent traffic prioritization mechanism, which classifies network traffic into different Classes-of-Services (CoS) with predefined Quality-of-Service (QoS), customers now claim the right to selectively apply different priority levels to data running across the network infrastructure. This guarantees smooth transmission of time-critical data, such as voice and video, as non-critical network traffic is waiting on the sidelines for a less busy session.

#### High Performance Network Enhancing Productivity

"TrueCONNECT™ PREMIUM has been serving as a high-performance and reliable enterprise voice communications platform since 2002. We are confident of the quality offered by CPCNet. Their network stability, professional knowledge and quality service are all leading the industry, therefore, we continue to choose TrueCONNECT™ to upgrade our network infrastructure," said Mr. Johnny Chan, Vice President, Information Technology of Arrow Asia Pac Ltd.

Electricity supply is always unreliable in Mainland China operations. This could severely alter the network services. CPCNet could always detect a

Your trusted communications and security solution provider

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Johnny Chan  
Vice President,  
Information Technology  
Arrow Asia Pac Ltd.  
<http://www.arrowasia.com.hk>

potential interruption of electricity supply ahead of the local office informed Hong Kong headquarters. The proactive monitoring service ensured hassle-free network connectivity.

“A stable network tops our priority. It is always the key to ensure a timely and accurate delivery of data and information across our system, which is a determining factor for our business performance” said Mr. Chan.

CPCNet's reliable and peerless TrueCONNECT™ PREMIUM service, accompanied with TrueCONNECT™ EXPRESS service as a back-up solution, could perfectly fulfill the need, as it ensures Arrow Asia uninterrupted communication and contributes to business continuity.

#### **State-of-the-art Enterprise Data Communications Platform**

MPLS VPN is a future-proof network solution. The key difference between MPLS and Frame Relay Technology is that topology of the former is point-to-point whereas that of the latter is fully meshed. Therefore, MPLS can offer greater availability, scalability and service flexibility. This also implies more extensive network coverage. Only service providers with solid technical and financial strength could achieve full coverage over the region. CPCNet's TrueCONNECT™ Points-of-Presence (POPs) covers across 24 geographic locations, including Hong Kong, Taipei, Singapore, Tokyo, as well as 20 major cities in Mainland China, namely Shanghai, Beijing, Tianjin, Guangzhou, Dongguan and Shenzhen. With the extensive network coverage, CPCNet is always ready to cope with expansion of Arrow Asia.

Arrow Asia currently connects the offices in Shenzhen, Shanghai, Hong Kong, Suzhou, Beijing, Nanjing, Qingdao and Chengdu seamlessly with TrueCONNECT™ as the data communications platform, which is an extension of the voice communications platform deployed since 2002. Having been in full service since mid-2006, the service provides abundant bandwidth as well as traffic prioritization (CoS/QoS), which optimizes traffic, ensures smooth operations of mission critical applications, and hence helps Arrow Asia to deliver the best quality of service to their customers.

Mr. Chan believed that CPCNet's solid background and professional know-how could surely cope with Arrow Asia's business strategy. When he looks ahead of their expansion plan, he is confident that CPCNet is a trusted solution provider to offer customized solutions for their connectivity needs.

## TrueCONNECT™



**TrueCONNECT™ is a managed Network service using MPLS (Multi Protocol Label Switching) VPN service with different Classes of Services (CoS) to link together offices and sites in different locations.**

**TrueCONNECT™ provides a highly secure and efficient network for transmission of data, voice, and video applications with guaranteed Quality-of-Service (QoS).**

**TrueCONNECT™ VPN is a cost-effective alternative to other Layer 2 Virtual Private Networks (VPNs) without compromise to security.**

Your trusted communications and security solution provider

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