

## Connecting the world to China



### DACHSER Far East Fulfills Greater China Ambition through CPCNet's One-stop Network Services

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

Founded in 1930, DACHSER has been growing from a home-grown Germany company to an international logistics service provider. In 1976 the company first began operations in Hong Kong where today DACHSER's Greater China Head Office is located. Since then DACHSER Far East has been expanding rapidly.

Today, DACHSER is a fully integrated logistics services provider, who aims at developing and offering intelligent logistics solutions to customers all around the world, with state-of-the-art information technologies. The company's service portfolio includes all kinds of warehousing and transportation services by Air & Sea, which are not only providing to Hong Kong market, but also linking up the businesses and operations of their clients in the Greater China region.

To keep moving and stay ahead of competition, DACHSER Far East has already set up presence in Mainland China, by setting up two Wholly Foreign Owned Enterprises based in Shenzhen and Shanghai as well as nine branch offices strategically located across China where sophisticated and reliable communications and networking services are essential.

#### Cross-Border Data Synchronization

"Data transfer is always the key challenge for us," Mr. Edoardo Podestá, the Greater China Regional Managing Director of DACHSER Far East, identified the area DACHSER Far East concerns the most. "You

know, we have several branch offices in the Mainland China and two offices in Hong Kong. Working with seamless communications across regions and keeping our data synchronized in these locations are crucial to us, as around 67% of our operations are in the Mainland China."

#### Trusted Partner offering One-stop Services

The unpleasant experience drove DACHSER Far East to realize that a quality communications and network service provider is the cornerstone for its business. Having sourced a reliable managed service provider for a period of time, Mr. Podestá and his team decided to go for CPCNet due to its extensive network coverage in the Greater China. CPCNet quickly earned the trust from DACHSER Far East due to its comprehensive Managed Services and excellent services quality.

DACHSER Far East's partnered with CPCNet goes beyond Hong Kong since 2002. CPCNet TrueCONNECT™, the first MPLS-based IP VPN network built in the Greater China region, is bridging the data transfer needs between the Greater China offices and Hong Kong. Its stability and security allows DACHSER Far East's systems and network applications to run smoothly.

The one-stop managed network services of local ISP and cross-border WAN connection, accompanied with round-the-clock support, offered by CPCNet also saves DACHSER Far East time and resources. DACHSER Far East only needs to deal with a single contact point from ordering to trouble-shooting, thus quicker response as well as more integrated services could be achieved. What's more, the extensive service and network coverage in Greater China matches DACHSER Far East's ambition in China market.

Your trusted communications and security solution partner

# Connecting the world to China

# CPCNet

"With CPCNet's high efficiency and performance network, our productivity has grown significantly which proved CPCNet to be one of the best network communication providers in our region, especially in the fast growing and variant China market,"

Mr. Edoardo Podestá  
Regional Managing Director  
Greater China  
DACHSER Far East Ltd.  
www.dachser.com.hk

## Strong China Connection

CPCNet's strength in Greater China is the key for DACHSER Far East's success in China market. On top of serving with a high-quality MPLS VPN network, CPCNet also provides an advanced managed service tool to DACHSER Far East for monitoring the network status anytime anywhere. The real time portal, ManagedCONNECT helps the company tracking the network performance, ranging from Topology and equipment performance to the history of fault reports. The network service is also monitored by CPCNet's network professionals, and they will contact DACHSER Far East's network administrator proactively whenever they detect a network problem. In addition, CPCNet post-sales services are highly appreciated. They not only provide quick response to network issues but also anticipate the company needs promptly. For instance, CPCNet can help DACHSER Far East to up-grade its bandwidth with very short notice in order to address its soaring demand in bandwidth to run business applications with ad-hoc incremental data transmission.

"With CPCNet's high efficiency and performance network, our productivity has grown significantly which proved CPCNet to be one of the best network communication providers in our region, especially in the fast growing and variant China market," said Mr. Podestá.

## Growing Together

Looking ahead of the future, DACHSER Far East is ambitious to grow its regional logistics network. CPCNet regards DACHSER Far East as a partner, instead of a client. It is pleased to see DACHSER Far East's business grows well in the previous 5 to 6 years. DACHSER Far East, on the other hand, is glad to work with this partner, who not only champions in technological area, but also offers attentive services.

"We are determined to extend our lead in the industry. While we spread our presence all over the world, CPCNet is our nominated network service provider in Greater China. We would like to further develop our business together. With its rich experience of network solution, we hope CPCNet can assist us to further establish our secure and reliable network," concluded Mr. Podestá.

## 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 partner

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