**CITIC TELECOM CPC**

FROST & SULLIVAN

2016 BEST PRACTICES AWARD

## ANALYST QUOTE

CITIC Telecom CPC demonstrated exemplary performance in the managed services market by putting together a compelling end-to-end value proposition. It focused on four key areas in 2016: establishing a strong managed security portfolio; enhancing its network coverage across more regions; strengthening its cloud data center footprint and capabilities; and making significant improvements in its cloud computing portfolio. It partnered with Fortinet to become the first Fortinet managed security service provider partner in Asia-Pacific. It was also able to offer enterprises a security fabric which offers pervasive and adaptive cyber security, spanning IoT, remote devices, and the cloud.

To enhance its network coverage, CITIC Telecom CPC undertook an aggresive acquisition strategy, securing assets of the telecommunication business of Link telecommunication. These new business assets have significantly expanded CITIC Telecom CPC's global footprint from the Asia Pacific, North America and Western Europe to encompass Central Asia and Eastern Europe. To strengthen its infrastructure hosting offering, CITIC Telecom CPC launched two cloud centers in Taiwan and Japan in 2015, as well as SmartCLOUD™ DaaS, which helps enterprises to deliver virtual workspace to employees. It was also the first to deploy Veeam Cloud Connect in Asia-Pacific. CITIC Telecom CPC's four-fold strategy has helped it to become one of the fastest growing managed service companies in the region.

# 2016 Frost & Sullivan Asia Pacific
# Managed Services
# Growth Excellence Leadership Award

As the demands on infrastructure grow, and the services that it supports become more complex, enterprises are increasingly opting to let third-party service providers manage infrastructure. This enables enterprises to focus on their core competencies and allows technology experts to take responsibility for infrastructure.

Managed hosting is becoming popular among enterprises as companies explore ways to move applications off-premise. As enterprises embrace cloud computing, cyber security is becoming one of the major challenges they face. Managed services providers can typically offer more comprehensive and effective cyber security services than it is possible to provide, using in-house resources alone. Due to the increasing complexity in IP-based networks, enterprises are also showing a higher propensity to outsource their network requirements to third-party service providers.

CITIC Telecom CPC has built an extensive global infrastructure, which covers over 120 locations in Asia-Pacific, Europe, and the United States. It comprises diverse self-managed carrier-grade data centers, supported by 10 cloud service centers, 27 cloud data centers (serving Asia-Pacific and worldwide sites), and 2 regional security operation centers. CITIC Telecom CPC partners with Fortinet, becoming its first Managed Security Services Provider (MSSP) partner in Asia-Pacific.

CITIC Telecom CPC launched SmartCLOUD™ DaaS: Desktop as a Service in 2015 and was the first to deploy Veeam Cloud Connect in Asia-Pacific. CITIC Telecom CPC TrueCONNECT™ is a managed MPLS VPN service comprising a range of innovative offerings to address the needs of enterprises.

CITIC Telecom CPC facilities are connected via TrueCONNECT™ VPN, further reducing costs and increasing flexibility for SmartCLOUD™ customers, while maintaining enterprise-grade security, privacy and availability. CITIC Telecom CPC's four-pillar strategy of new global data center roll-outs, network coverage expansion, a managed security services partnership, launching new cloud and security services helps to consolidate its position as a leading managed service provider.

**Sandeep Bazaz**
Industry Analyst
Digital Transformation Practice
Asia Pacific
Frost & Sullivan

*We Accelerate Growth*