



Gold Peak Future-Proofs China Network with TrueCONNECT™ and MetroCONNECT

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

Gold Peak Group is an Asian multinational group which owns a diversified portfolio of high-quality industrial investments. In the industrial sector, the Gold Peak Group has established a leadership position in Asia for most of its product categories including GP Batteries and CLIPSAL electrical installation products. Sylva Industries, which is owned by GP Batteries International Limited, operates eight factories in the Guangdong Province and Shanghai.

Sylva Industries Limited maintains an extensive network linking its operations between Hong Kong and China for voice, data, and fax applications. In particular, its more recent communications and IT investment are directed in Greater China to answer the growing demand for regional connectivity between its office in Hong Kong and factories in China.

On top of having a high availability network, Gold Peak also sees the need to have a more scalable network architecture. Michael Wong, IT Director, Gold Peak Group, said the cost to build a redundancy network is the major reason to find an alternative solution for its current network configuration based on IPLC. "We need a more flexible and expandable network," said Wong.

Wong finds that Multi Protocol Label Switching (MPLS), with its capacity to deliver QOS-based connectivity,

is the right choice for Gold Peak. After a thorough assessment of offerings from various carriers, Gold Peak opted for TrueCONNECT™, MPLS VPN from its long-time telecom partner, CPCNet.

Long Time Partnership

The MPLS deployment begun in late January 2004 and the network has gone live at the end of March. "Being long-time customer of CPCNet, we trust its capacity to deliver the most cost-effective solution and excellent product support. This was once again proven in our deployment of TrueCONNECT™ service, which went on smoothly because of CPCNet's invaluable support," said Wong.

Wong also chose CPCNet because of its strong presence in China, "CPCNet's parent company, CITIC Pacific, knows the China market well. That puts them in a position to provide one-stop China-Hong Kong connectivity," said Wong.

More Resilient Network

Wong said Gold Peak was able to gain higher bandwidth throughput by using a load balancer together with TrueCONNECT™ and the Internet. "With TrueCONNECT™, we have a more resilient network that allows us to use either Internet or MPLS connectivity to route traffic to another hub in the case of network failure. TrueCONNECT™ guarantees smooth and unhampered communication among our offices and factories," said Wong.

In addition, the MPLS deployment was a big boost to the company's e-commerce operation, which uses

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Connecting the world to China

CPCNet

"CPCNet allows us to continuously enjoy the cost savings benefit of replacing traditional IDD calls with VoIP. The CPCNet team offered their usual reliable support, helping us eliminate bottleneck in VoIP transmission and making sure we are satisfied with the quality of our voice service."

Michael Wong, IT Director
Gold Peak Group

supply chain management solution to deliver products to customers all over the world. Gold Peak currently uses another CPCNet product, MetroCONNECT, the Ethernet-based leased line grade solution deployed in the company's Hong Kong office. To place an order, customers will access the system via the Internet and the orders are processed in Hong Kong via MetroCONNECT. Gold Peak will then use TrueCONNECT™ to send orders to its factories in China. "TrueCONNECT™ enables us to maintain stable and reliable connectivity which is highly important in our e-commerce operation," said Wong.

He added that network resiliency helps maintain the availability of its AS400 mainframe that runs the company's ERP system.

Excellent Support

CPCNet's support does not stop after the MPLS networks system goes live. Wong's team received tremendous support in enhancing the MPLS VoIP service, which the company used to replace IPLC. "CPCNet allows us to continuously enjoy the cost savings benefit of replacing traditional IDD calls with VoIP. The CPCNet team offered their usual reliable support, helping us eliminate bottleneck in VoIP transmission and making sure we are satisfied with the quality of our voice service." said Wong.

Future-ready

Wong said the company's China expansion has not yet been finalized; but what's important is that the network is ready to scale and expand according to the demands of its consistently growing business.

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 network solution provider

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A CITIC Pacific company