



AT&T China

- AT&T China Co., Ltd. (wholly owned company of AT&T) since 1983; Headquartered in Beijing

Number of Nodes

- 59 MPLS Nodes

Number of Remote Access PoPs

- 215 Dial-up PoPs
- 1,321 Wi-Fi Hotspots

In-Country Coverage

- Branch offices in Shanghai and Guangzhou

Other Facilities

- 1 Internet Data Center in Shanghai

Global Support

- Sales and customer care support available in local language

Industry Recognition

- Forrester ranks AT&T as one of the top global WAN service providers¹ – May 2005
- AT&T receives *Frost and Sullivan* 2005 Managed Telecom Product Line Strategy Award – September 2005
- AT&T receives multiple *Telemark* Gold Awards for IP Business Services – December 2005
- AT&T in “Leader Quadrant” in *Gartner* Global, Pan-European, and Asia/Pacific Network Service Provider Magic Quadrant² – June 2005 through January 2006

Country Brief: The Power of AT&T in China

China Service Portfolios

VPN Solutions

- AT&T Enhanced Virtual Private Network Services
- AT&T IP Enabled Frame Relay/Asynchronous Transfer Mode (ATM) International Services
- AT&T Virtual Private Network Tunneling Services (Remote Access and IPSec Site-to-Site)
- AT&T Remote Access Services
- AT&T Business Internet Service

Connectivity Solutions

- AT&T International End-to-End Frame Relay Service
- AT&T International End-to-End Asynchronous Transfer Mode (ATM) Service
- AT&T International Private Line Service (Full Channel and Bi-Lateral)

Other Solutions

- AT&T Worldwide Calling Card
- Network Integration Services

The AT&T Difference

Performance

- AT&T delivers unsurpassed application performance around the world
- First telecom service joint venture in fixed VAS area of mainland China
- Over 20 years of local experience in China with good relationships with local carriers
- Experienced in-country networking professionals with intimate local knowledge

Agility

- AT&T’s commitment to Concept of OneSM delivers an unmatched foundation for your dynamic IT
- AT&T’s VPN is the best platform for integrating services and applications
- Partner in first Sino-foreign Telecom Joint Venture in China

Control

- AT&T gives you unparalleled control and visibility over your integrated networking environment
- AT&T BusinessDirect[®] supports more applications, more users and more transactions than any other portal

Security

- AT&T’s unique framework ensures unequaled network security
- Incomparable network security expertise and range of capabilities

Local Commitment

AT&T is the first foreign telecom service operator to establish a Sino-foreign telecom services joint venture in China. UNISITI is a joint venture between AT&T, Shanghai Telecom (STC) and Shanghai Information Investments (SII). The three companies signed the official joint venture agreement on December 5, 2000 and UNISITI received permission to operate from March 2001. AT&T distributes its Enhanced Virtual Private network Services, VPN Tunneling Services, IPSec Site-to-Site and Remote Access Services via UNISITI. UNISITI also offers a range of services, like Enterprise Internet Service, collocation and others in Shanghai.



¹“The Forrester Wave™: Global WAN Services, Q2 2005”, 5/11/2005.

²Magic Quadrant for Global Network Service Providers, 2005 by D. Neil, J. Delcroix, J. Pult, N. Rickard (12/15/05); Magic Quadrant for Network Service Providers, Asia/Pacific, 2005 by C. To, K. Desai (1/16/06); Magic Quadrant for Pan-European NSPs, 2005: Leaders and Visionaries by N. Rickard, J. Delcroix (6/30/05); are copyrighted by Gartner, Inc. and is reused with permission. The Magic Quadrant is a graphical representation of a marketplace at and for a specific time period. It depicts Gartner’s analysis of how certain vendors measure against criteria for that marketplace, as defined by Gartner. Gartner does not endorse any vendor, product or service depicted in the Magic Quadrant, and does not advise technology users to select only those vendors placed in the “Leaders” quadrant. The Magic Quadrant is intended solely as a research tool, and is not meant to be a specific guide to action. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.