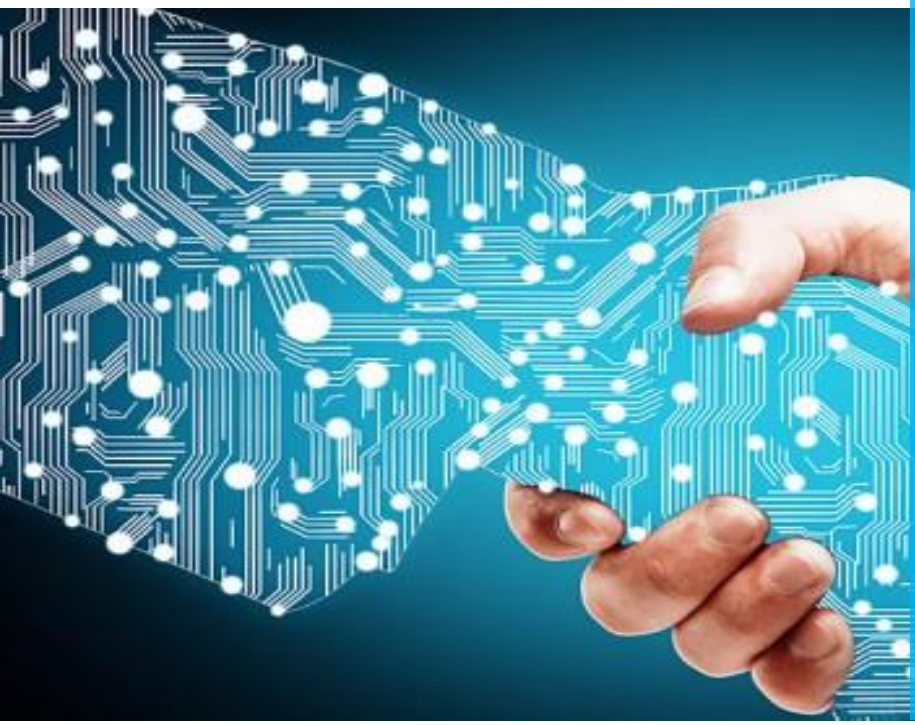
PCCW Global



PCCW Global Partner Program

Provide your customers with world-class global communications and security solutions

Your customers want to grow their businesses globally – we can help!

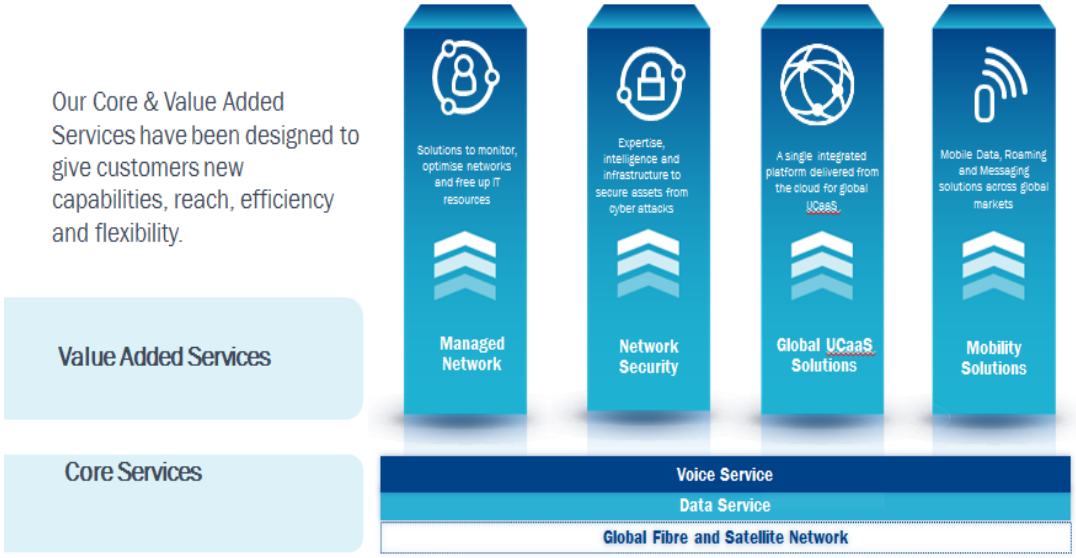
We provide world-class telecommunications, including international **voice and data** connectivity services, but did you know PCCW Global is a worldwide leader delivering digital solutions and advanced technologies leveraging our extensive, global network and reach?

These additional offerings range from next-generation managed security and cyber threat intelligence services, unified communications (UCaaS) and mobile communications technologies and services, to high-definition streaming video and media services, and cloud computing infrastructure platforms.

With PCCW Global, **your customers** now have more options than ever for improving, securing and maximizing their network infrastructure.

Let us at PCCW Global help **your customers** achieve both affordable and effective integrated communications and cyber protection, their peace-of-mind and ensuring their networks and data are protected.

A complete package of Communications Services for the Agent Channel



HKT Here To Serve

a PCCW Group member

PCCW Global

Our Crypteia cybersecurity service offerings

PCCW Global offers a network security portfolio customized to **your customers'** needs. Unmatched in its ability to help them disrupt new threats, deploy security innovations and reduce the cost and complexity of IT security, PCCW Global's **Crypteia** family of security services can safeguard your clients' most critical data from being compromised.

Our Crypteia suite of security services includes:

- **Crypteia Threat & Intelligence Management Services** – 24/7 threat monitoring and identification system together with security advisory service, delivered through our Security Operations Centres (SOC)
- **Crypteia Managed and Cloud Firewall Services** – deep levels of security through hassle-free firewall oversight, monitoring, management and administration
- **Crypteia Managed Anti-DDoS Services** – offered in multiple deployment options, these services reroute potentially harmful IP network traffic away from critical infrastructure assets during an attack.

These services and more, bundled with PCCW Global's core networking and communications services, offer a robust cyber defence and data protection, enabling **your customers** to maximise business operations while minimising costs.

Why choose PCCW Global for your customers' cyber protection?

Global Coverage

- Manage and monitor most of the global internet traffic
- We analyze, correlate and identify issues and attacks in regions ahead of others, enabling pro-active alerting
- Reach areas often not covered by the other providers
- 24x7x365 Security Operations Centre (SOC) coverage

Security Expertise

- Knowledgeable and trained network security specialists
- Certifications covering all aspects of global data protection and management
- Dedicated to individual accounts

Affordable Pricing

- Our cybersecurity team leverages the best-of-breed solutions for firewall, anti-DDoS, and threat intelligence monitoring and management solutions, and we can deliver them to your customers at a fraction of their costs
- Our managed security approach enables your customers to reduce their capital expenditure costs

Security Technologies

- Our easy-to-manage software provides additional security intelligence information, based on behavioral analysis, providing new zero-day threat intelligence and guidance to mitigate the risk.
- We utilize the top security technologies, with solutions for firewall management, threat intelligence/alert gathering, and DDoS protections

PCCW Global

Our nTwine Unified Communications-as-a Service (UCaaS) offerings

Unified Communications (UC) and Collaboration services are transforming the way **your customers'** businesses communicate. More and more, organizations need the ability to integrate their real-time communications tools with their static ones over IP networks, to deliver a consistent, unified user interface and user experience across multiple devices and media types.

PCCW Global's **nTwine** global unified communications platform is delivered via the cloud, and can be fully white labelled, enabling you to control **your customer** relationship while building new brand value.

Our nTwine suite of integrated communications services includes:

- **nTwine UCaaS** – integrated, easy-to-use solution for bringing voice, video, email/text and collaboration services together
- **nTwine HD Video Collaboration** – providing a secure, high-quality video conferencing experience in multiple locations globally using a variety of access technologies, including mobile devices
- **nTwine Global Inbound Services** - International Toll-free Services (ITFS), Universal International Freephone Number (UIFN) and Local Number Service (LNS) help **your customers** expand services into new markets at low cost
- **nTwine Conferencing Services** – enables **your customers** to connect with colleagues and customers using a next-generation conference calling technology that allows for IP connectivity and screen sharing, all at an affordable rate.

Why choose PCCW Global for your customers' integrated communications?

Market Penetration

- The fastest and simplest way to enter the global unified communications market
- OpEx-based approach, with no large up-front investment

International Coverage

- One of the largest available global UCaaS coverages available
- Serving partners in over 3,000 cities and 150 countries

Strong Platform

- A carrier-grade platform that utilises best-of-breed technologies with a robust and unique self-provisioning software
-

Single UCaaS Vendor Management

- Advance software supports multiple languages, currencies in one single consolidated bill
- Enables your customers to manage and control their international communication needs

PCCW Global

Why Extend Your Partnership With PCCW Global?

PCCW Global invites you to explore our Partner Program further, and add our global cybersecurity and unified communications and cloud computing products and services to your growing portfolio of offerings.

Our program is designed for Master Agents, VARs, Sub-Agents, Consultants, IT Service Providers and other organizations looking to extend their revenue objectives and reach international markets. And we'll provide all the sales, marketing and technical support you'll need to build a solid and steady account base.

Partner Benefits:

- Competitive quarterly incentives and spiffs
- International deals bring big commissions
- International growth opportunities vs. stagnant domestic ones
- Agent program in place since 2007
- Serve Major Masters and Subs across North America
- Dedicated Support team to include Sales, Pre Sales, Project Management and ongoing Customer Services
- Onboarding process includes an easy application, credit verification and agent agreement
- No minimum Agent revenue requirements
- Regular webinars, trainings, marketing and other activities to ensure you have the most recent coverage and service information
- Leads from Agents processed here in the US, but can reach international markets

About PCCW Global:

PCCW Global is a leading telecommunications provider, offering the latest voice, data solutions and value-added services to multi-national enterprises and communication service providers. Our global network coverage combined with local, on-the-ground knowledge has helped us build best-in-class connections across the globe; and especially in some of the most remote, hard-to-reach regions in exciting growth markets across Asia, Africa, Latin America and the Middle East.

Our commitment to delivering exceptional service for every customer is rooted in a personal approach to doing business. It's what our people know and do best.

We think that's what makes us different.

Contact Us Today:

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