PCCW Global®

nTwine Conferencing

2018 Agent Program

HKT Here To Serve

a PCCW-HKT Group member

542,000
Kilometres of cable capacity globally

in 56
locations worldwide

67%
coverage of UCaaS market globally

US$ 1 billion
Revenue

18%+
Projected growth in 2017 for the worldwide public cloud services to $32.7 billion

87%
coverage of UCaaS by Q2 2018

56 regional offices
1,000 FTE's

TOP 10
in IP Transit services network presence globally

Presence

Network presence in over 3,000 cities and 150 countries

New Growth, New Demand

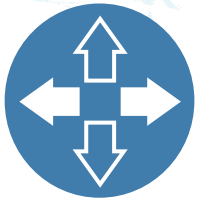
$3.7bn

The **global web conferencing market grew 7% in 2018 to reach $3.4 billion. It is forecast to reach $3.7 billion in 2021.** The need for real-time and virtual collaboration in companies has seen this shift towards Web Conferencing according to Gartner.

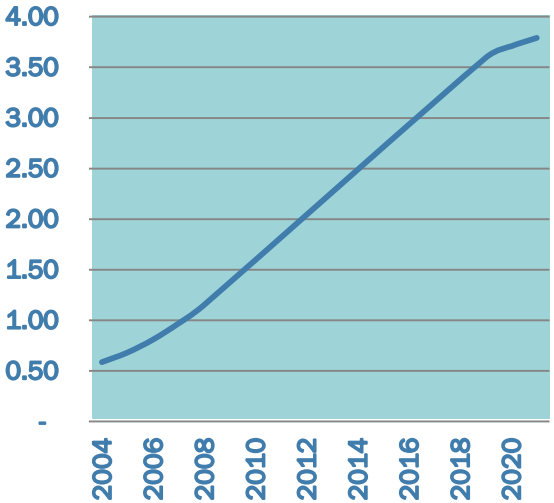
Web conferencing will see a surge of adoption in the next 3 years, according to IDC and Gartner to reach $3.7 billion in 2021.

Conference calling has seen a **20% plus increase in usage**, due to functionality.

The global web conferencing market will be worth $3.7 billion by 2021, according to Transparency Market Research and Gartner. **The market will expand at a CAGR of 5% between 2016 and 2021.**



Market Share of Web Conferencing



Source: Gartner

nTwine Conferencing benefits for your customers

Flexibility & Ease of Use

- ✓ No dedicated download app required.
- ✓ Access via web browser, dial-in or mobile app.
- ✓ No trainings required.

Private & Secure

Participants can enter meetings through a web browser without downloading any software.

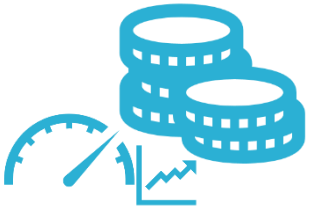
No software installations that keep running in the background.

Global Reach

Never worry about down time or interruptions.

Quality dial-ins, located all over the worlds (in 50+ locations), integrate seamlessly with the inline meeting room.

NO Hidden Cost



No extra charges. No hidden fees. Common hidden fees: charges on toll numbers minutes, feature and customisation charges, storage charges. All these fees are free included in PCCW Global transparent and flat monthly fee.

Company Branding

Brand the experience from the online meeting room and audio prompts to the mobile app.

*20+ locations available for free and more than 50 additional locations available on a per-minute charge or as an unlimited minutes flat rate for all locations for an additional US$4/month

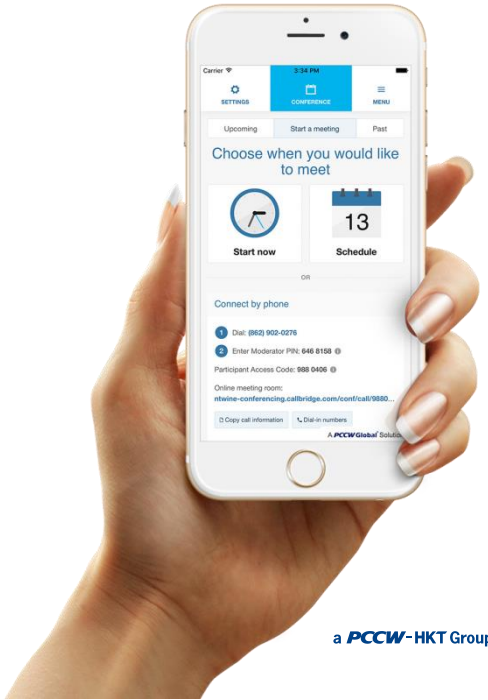
Easy sell ! nTwine Conferencing Differentiators

Effortless meetings with features designed to eliminate common and frustrating barriers

- Custom branding, greeting, meeting room URL
- Global dial-in numbers in 50+ locations*
- Conference via web browser, dial-in or mobile app
- No dedicated download app required– secure & private
- SMS meeting reminder & first caller SMS notification
- Join call instantly - Pinless entry (End-user number recognition)
- Conferencing with 200+ participants

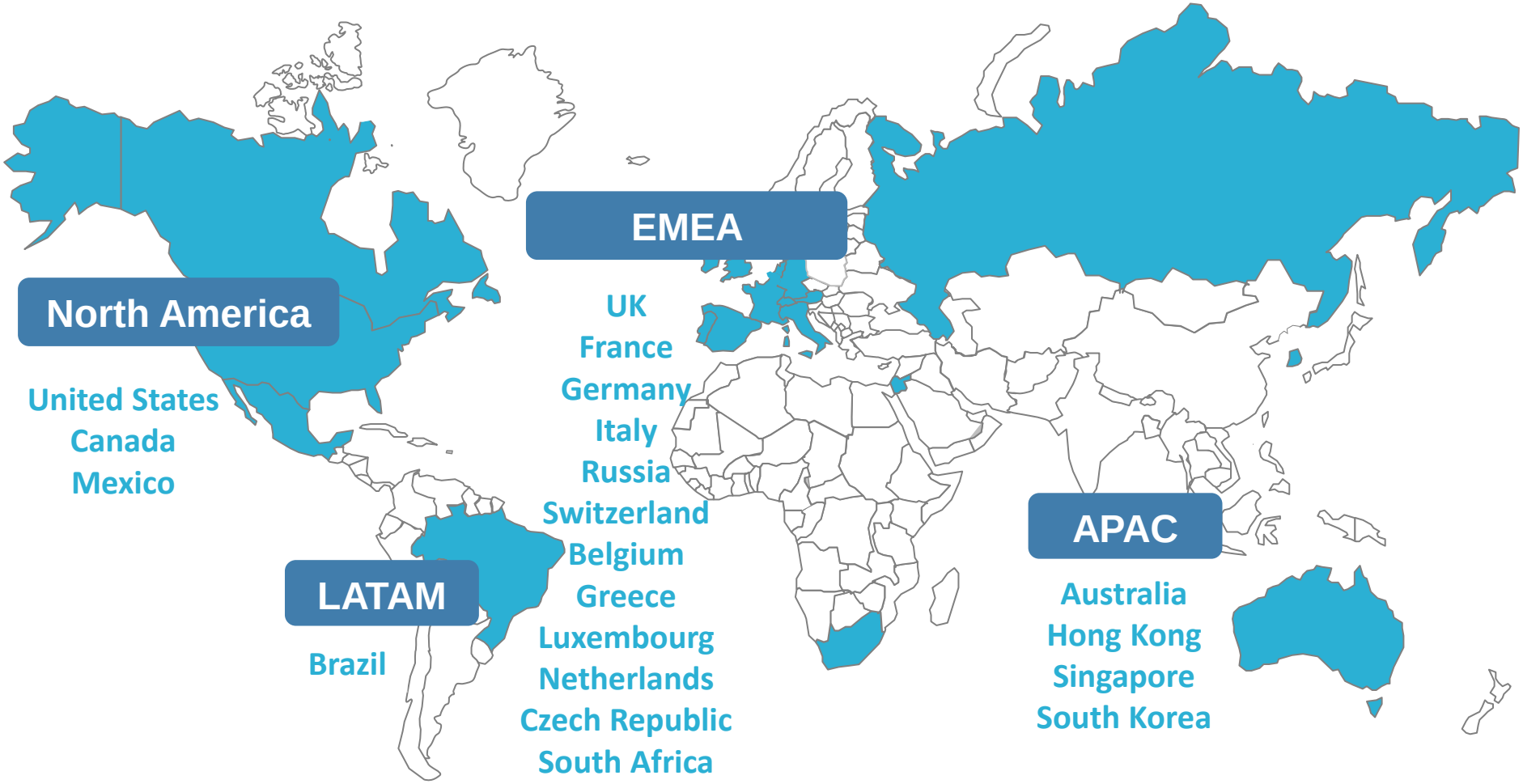
NO extra charges

NO hidden fees



*20+ locations available for free and more than 50 additional locations available on a per-minute charge or as an unlimited minutes flat rate for all locations for an additional US$4/month

FREE Global Dial-ins coverage



All are fixed toll numbers. Toll-free numbers are also available but not included in the unlimited package - available as an option $/min

These locations are available for free and more than 50 additional locations available on a per-minute charge or as an unlimited minutes flat rate for all locations for an additional US$4/month

nTwine Conferencing
No extra charges. No hidden fees.

nTwine Conferencing a PCCW Global Solution

$15

All Included
NO HIDDEN COST

Amazon Chime	Join.Me	Webex	GoTo Meeting
$15	$24	$24	$29

+ Hidden Fees:
Toll-Free & Premium International Minutes
Feature Charges
Customization Charges
Storage Charges for Recordings & Shared Documents

Download Only - No Web-Browser

No User Hierarchy

Customization
Brand the experience from the online meeting room and audio prompts to the mobile app.

Pinless Entry
No need for PINS or passwords. Phone numbers are automatically recognized when joining a meeting.

No Download
Web-browser based solution. Participants only need the link to join in.

User Hierarchy
Administrators can easily create and manage individual user accounts.

Mobile App, SMS
iOS/Android mobile app. Meeting reminders and first caller notifications ensure meetings are never missed.

Global Dial-ins
Fully integrated international dial-ins & SMS coverage in 50+ locations.

*Currency US$
Pricing applicable for the USA region 2017
Pricing applicable for the USA region 2017 – Different pricing schedules may apply for other countries
20+ locations available for free and more than 50 additional locations available on a per-minute charge or as an unlimited minutes flat rate for all locations for an additional US$4/month

Market Overview (2017)

	nTwine Conferencing	Amazon Chime	Join.Me	Webex	GoToMeeting
Features	$15	$15	$24	$24	$29
Max Number of Participants	200	100	50	8	50
No Dedicated Download App Required	✓				
Video Conferencing	✓	✓		✓	✓
Screen Sharing	✓	✓	✓	✓	✓
Multiple Presenters	✓		✓	✓	✓
Pin-Less Entry	✓				
SMS Notifications	✓				
Mobile Apps	✓	✓	✓	✓	✓
Customer Portal	✓	✓			
Company Branding	✓	✓	✓		✓
Custom Greetings*	✓				
Integrated Global Dial-ins*	✓	✓	✓	✓	✓

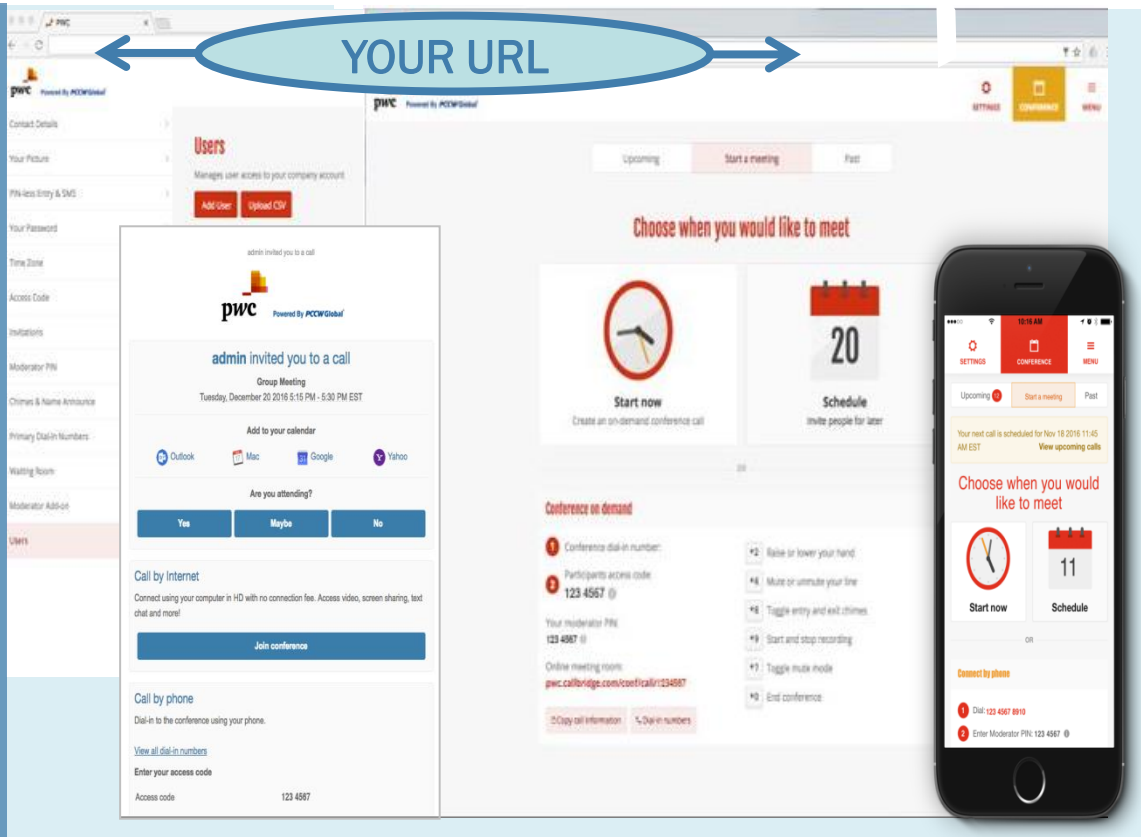
*Currency US$ - Price comparison based on published retail prices on 1 November 2017
Pricing applicable for the USA region 2017 – Different pricing schedules may apply for other countries - Custom greetings subject to additional fee
20+ locations available for free and more than 50 additional locations available on a per-minute charge or as an unlimited minutes flat rate for all locations for an additional US$4/month

Company Branding

Showcase your customers' brand, their business

Display your company's logo prominently throughout the user interface along with your custom greeting and custom URL

- Custom Branding
- Custom Greeting, Audio Prompts
- Custom Meeting Room URL
- Custom Mobile App



*Custom Mobile App subject to additional charge

What would you get?

Get a free account with **unlimited** usage

1 Month Free Trial for your customers

Contract signed post free trial

Get **30%** of the MRC

*No revenue share on usage
*Minimum 50 seats per customer signed to get 30% of the MRC

What are your options to get 30% of the MRC?

OPTION 1

- You bring a 50 seats customer (minimum)
- PCCWG sign & invoice the customer
- You get 30% of the MRC

OPTION 2

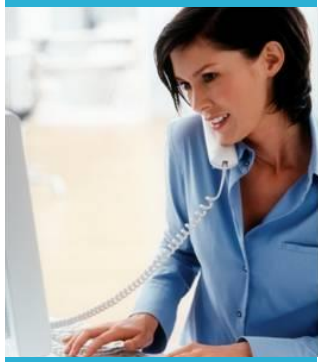
- You sell & invoice XX seats to XX customers directly
- PCCWG invoice you (only) for XX seats
- You get 30% of the MRC

*No revenue share on usage

*Minimum 50 seats per customer signed to get 30% of the MRC

Your Prospects: Customers with 50 seats (minimum)

Recruitment



An increasing number of companies are performing recruitment and job interviews via video conferencing and web or online video chats with perspective clients.

Professional Services

94% of businesses that utilise conferencing say it has increased efficiency of their business.

87% of workforces work on distributed teams that are dispersed domestically or internationally.

SMEs

By 2020, 30% of meetings will be facilitated by web conferencing.

WebRTC will be used for 15% of enterprise voice/video comms, up from less than 1% in 2016.

Steps to engage your customers

Effortless meetings
Connect from any device, from anywhere
No dedicated download app required
Easy to use, no trainings required

1 Use nTwine Conferencing with your customers
Get a free account with unlimited usage to facilitate sales with your prospects and customers by using the solution and showcase its flexibility and ease of use

2 1 Month Free Trial
Offer 1 month free trial to your prospects and customers to connect from any device, from anywhere via web browser, mobile app or phone

3 Follow up
Get your prospects and customers feedback

4 Sign contract
No large upfront investment to facilitate decision-making. Pay as you go model. US$ 15/Month. No hidden fees. No extra charges.

5 Get 30% of the MRC!
Enjoy high commission with this easy sell

*No revenue share on usage
*Minimum 50 seats per customer signed to get 30% of the MRC

Ready To Get Started?

Start making money now!

Contact us at
agentchannel@pccwglobal.com

Offer to your customers the chance to manage their meeting any time, anywhere, the simple, secure way

PCCW Global®

For more information contact us at agentchannel@pccwglobal.com