

Global connections. Infinite possibilities.



# **Amazing things** happen when we connect.

Global connections create infinite possibilities. Free your business to dream big, knowing Telstra has the solutions, services and partners you need to turn your vision into reality.

Our global network spans 250,000 miles and includes Asia Pacific's largest subsea cable routes. We connect millions of users every day. We carry more than a third of Asia's internet traffic. And we do it all with robust, proactive security and 24/7 global support that's agile and flexible.

When you connect with us, you empower your business with a modern digital fabric that can harness innovation, growth, transformation, and new business opportunities. We invest heavily in infrastructure, innovation, capability

**Presence in more than 35 countries** 

**Connectivity in** 200+ countries and territories globally

Access to more than 2,000 PoPs across the globe

37 Programmable **Network PoPs** 

## **77 DCs**

creating one of the largest integrated data center footprints in Asia Pacific

and talent, so you can benefit from the smartest solutions
from the brightest minds with the best performance.
And our rich ecosystem of committed partners adds on
to the technology and expertise to solve any challenge.
So whather you peed to elevate your security

So whether you need to elevate your security posture, get more from your cloud investment, improve data management, expand into new territories, or empower your people to work securely from anywhere, start by connecting with Telstra. Because amazing things happen when we connect.

# **Proud history**, bright future.

From managing all of Australia's telephone, telegraph and postal services in 1901 to becoming the number one subsea network operator in Asia Pacific, Telstra has always been a connectivity pioneer. We've operated internationally for more than 70 years, building a heritage of excellence that allows us to bring deep expertise to any project. Here are our key milestones:

#### 2000 2002 1991 1994 Established our first Established our North Established our Singapore Developed the first international office in the US, and Asia hub with an office office, serving as a hub for networks into began expanding our in Hong Kong, serving South Asia and covering Vietnam, Cambodia capabilities throughout markets in Japan, markets from India to Asia Pacific, Europe South Korea and China. Southeast Asia. and Laos. and the Americas.

## 2017

Acquired UK Set up our France and technical consulting Germany offices with services provider increasing operations Company85, which in Europe and the UK to serve the EMEA was rebranded as Telstra Purple in 2019. market.

### 2015

Acquired telecommunications provider Pacnet, giving our customers more direct and low latency network connectivity in China, thanks to the network integration of Telstra and Pacnet Business Solutions China (PBS), a foreigninvested joint-stock company (unlisted).

## 2021

Partnered with a leading pure fiber data network and internet service provider in the Philippines, forming Telstra Converge Inc (TCI).

## 2022

2016

Acquired Digicel Pacific, the biggest mobile operator in the South Pacific. Became part of the consortium that owns the Southern Cross Next Cable (SX NEXT), one of the first single span express cables to connect Australia with the US.

We're focusing on our customers and improving the way we serve them. This includes increasingly customized solutions that deliver business outcomes for our enterprise customers.

what's

next?

## How we work with you.

Telstra brings you a platform of global connections and infinite possibilities, which we deliver through four key attributes. As your technology services partner, we work with you to understand your business and your objectives and design the right solution and service model to help you achieve success.



## Service

#### Enjoy service that's second to none.

Working with us means working with a team that's as passionate about your success as you are. Our customer-first culture ensures we are flexible in the way we work while upholding our high standards. We are constantly innovating with simpler and better processes, so that we not only get it right the first time, but make sure it takes less time.



## Partnership

#### We are your partners in success.

With our experts on your team, you will be able to draw on specialist skills in solution and service design, delivery and management across networks, security, cloud and more. Plus, our global ecosystem of network and equipment suppliers and strong local relationships with technology providers, such as Cisco, Genesys, Microsoft, Netskope, Palo Alto, and VMware, ensure innovative solutions and smooth integrations for your digitalization journey.



### Use our innovative solutions to expand your possibilities. When our network is your network, you'll have a future-proofed digital

fabric that empowers you to innovate and grow. Whether you need automated intelligent routing, edge computing, world-class peering with major carriers, or protecting your data assets, Telstra can help you deliver it with outstanding performance and user experience.



## Trust

### We take care of what matters—our customers, our people and our planet.

To safeguard our customers' business continuity, our resilient, proactively monitored global network has embedded security and multi-layered protection. Our international reputation for professional conduct, ethical governance and commitment to sustainability brings you best-in-class solutions and services from a safe, neutral brand.



## Service

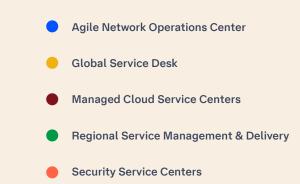
It's simple. No matter how complex your needs, we make it easy to do business with us. That's our world-class service with a friendly local touch.



# when and where you need it.

Our professional service extends right from consultancy to delivery, service management and incident response. As our processes are certified to ISO 27001 Information Security Management standard, you can be assured that the security of your business information is at the front of our mind.

With thousands of network sites across multiple countries, we can support you with nuanced local experience and expert assistance, such as multilingual support through our Global Service Desk, at any hour of the day. You can also self-manage your Telstra products and services or send incident and service requests digitally on Telstra Connect.



- O Security Operations Centers
- O Security Network Operations Centers
- **O** Transmission Network Operations Center
- Telstra PBS Customer Service Engineering

## **Solutions**

In an ever-evolving world, does your business have the right platform to innovate, seize opportunities, and grow? Whether you have specific technological needs in mind or would like us to help you discover, define and deliver the perfect solution, we are here to help with our extensive suite of enterprise and wholesale solutions.

Adaptive

**Networks** 

Power your business with our global carrier-grade network,

expertise and experience through network options such as adaptive connectivity, adaptive

rchitecture and adaptive

technology services.

Modern

Workplace

Build a workplace of the future

that can deliver a better experience

for customers by improving employee environment, collaboration, automation, and security.

Satellite

Get quality connectivity

and the support when you

need it with a range of voice,

video and data services with

interconnectivity into Telstra's

extensive terrestrial

networks globally.

#### Managed Services

-----

As a Managed Service Provider, we offer a defined set of fullyor co-managed services for your end-to-end network infrastructure. security and monitoring that can help improve performance, user experience and business visibility.

### **Cloud Services**

Keep your teams connected with an integrated cloud ecosystem via infrastructure, plications, data and IoT solutions, while reducing complexity and risk and unlocking data insights to accelerate your business.

\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*

### Cables & Network

Connect to some of the fastest growing markets in the world with an industry-leading network built on a highly resilient framework, offering an extensive range of routing options.

### Consulting Services

consulting arm Telstra Purple that can help you realize your otential through meaningfu digital transformation.

#### **Security Services**

-----

Safeguard your data, people, business and reputation with our multi-layered proactive security services, including 24x7x365 Managed Security Services.

#### 

#### Wholesale Voice

Expand your global reach in more than 200 countries and territories through our IPX, Mobile Data Roaming, Voice Hubbing and International Toll-Free Solutions.

#### **Private Lines**

Safeguard mission-critical data, expand network capacity or move faster with low latency and high-speed connectivity through our point-to-point private lines solutions.

Empower your global communications simply and cost-effectively with our Virtual Private Networks, SDN-based platform Telstra Programmable Network, and substantial subsea capacity for greater diversity and resilience.



Enterprise Solutions Wholesale Solutions

## Tailored to your industry.

In whichever industry you do business, Telstra solutions can spark innovation and create new possibilities for everyone. Our experts are able to draw on decades of experience, bringing together the right technology and talent to empower your business and solve your industry-specific needs. Here are just some of the industries we serve:

() () ()	Financial Services
Ē	Broadcast Services
෯	IT & Communications
	Manufacturing
$\bigcirc$	Transport & Logistics
ŕÔ	Professional Services

IP

07







**Healthcare** 



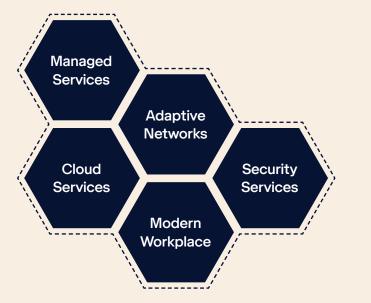
**Pharmaceuticals & BioTech** 



Government

# Managed Services.

Technology is evolving quicker than ever. Staying at the forefront can be a challenge — one that you don't have to take on your own. When Telstra helps manage your solution, you can free up your business and your people to be more strategic and efficient.



We offer Managed Services across our solutions portfolio, which you can engage individually or use together, to help you focus on solving real business problems.

**Managed Network Services** help you extend your reach, create new business possibilities and improve user experiences.

**Managed Security Services** make it easier to manage risk and stay ahead of potential threats with confidence.

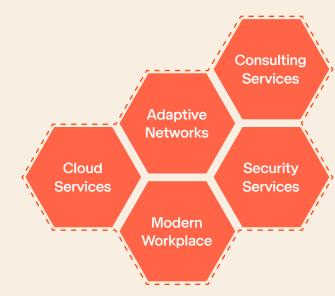
**Managed Cloud Services** enable you to orchestrate and optimize your cloud with our cloud experts.

**Managed Modern Workplace Services** give you a powerful way to modernize your organization with unified communications and collaboration.



# **Consulting Services.**

As technology experts with a rich history of successful transformation, we know what it takes to thrive in a rapidly evolving world. That's why we created Telstra Purple. It's our specialized technology consulting service that brings the very best of our experience, solutions, and strategy to your business.





## **Telstra Purple**

Transformations can be daunting — but not with Telstra Purple. Our technology consulting service has helped more than 1,600 organizations across the world successfully solve problems, innovate, and thrive in challenging market conditions.

We use our proprietary 4D Methodology to work closely with you to discover your purpose and challenges, and define your future opportunities. This could include any combination of Cloud Services, Adaptive Networks, Security Services and Modern Workplace. From there, we are perfectly placed to draw on more than 2,500 expert specialists, our powerful partnerships, leading-edge technology, and smart solutions and strategy to not only deliver the best for your business, but to keep it driving forward.





### 250,000+ miles of subsea cable access

3 fully owned (EAC, C2C, Endeavour)\* with interest in more than

## 26 subsea cable systems

**38** cable landing stations

across Asia, Australia and the USA

## Global connections. Infinite possibilities. With Telstra International Wholesale.

Telstra operates an industry-leading network built on a highly resilient framework for secure connectivity, ideal for mission-critical voice or data transmission. We have heavily invested in the scale and performance of our network and are uniquely positioned to bring you capacity on key routes between some of the fastest growing markets in the world.

By 2025, telcos are predicted to face an additional billion mid-tier customers, such as users of subscription services. This opens exciting opportunities for new over-the-top (OTT) and wholesale businesses.<sup>1</sup>

Our focus on connectivity goes beyond subsea cables to encompass significant investment in terrestrial connectivity in markets including Japan, the Philippines and Taiwan. With the largest subsea cable networks in Asia Pacific and increasing investments in new growing markets, our extensive footprint means you can connect more customers in more places.

Telstra makes it easy to deliver a smooth highbandwidth solution that performs at peak. Our deep regional expertise helps you deliver fast, flexible, convenient and cutting-edge customer experience.





At Telstra, you join a large network. We've built a partner ecosystem that can bring you the specialist expertise, solutions, and services you need for any challenge. From adaptive networks to application services, we can work with you and our partners to build the right solution, in the right way for you.

### **Better together**

For all your digital ambitions, not only will you be able to draw on the expertise of our professionals spanning from Connectivity and Adaptive Networks, to Security, Cloud Services, Modern Workplace, and more—but also that of our technology partners. Our partner ecosystem brings you the best of both worlds: the relevance of local relationships with the power of global expertise. This means you can enjoy smooth integrations and solutions, while leveraging the competitive services of our worldwide partners.



11 \* EAC (East Asia Crossing) and C2C (City-to-City) are subsea cables that connect between Singapore and Asia while Endeavour connects between Australia and the United States. https://www.mckinsey.com/industries/technology-media-and-telecommunications/our-insights/overwhelming-ott-telcos-growth-strategy-in-a-digital-world

## Partnership

Our relationships are strong, with some going back 20 years or more. We've won numerous awards from partners, such as Microsoft, Equinix and Genesys, in recognition of how well we have worked together.

We also run our industry-leading Telstra Agent Program, which provides expert support and competitive incentives to help our partner agents realize new international opportunities. So when you work with a Telstra agent, you know they'll be supported by us to keep delivering more for you.

ılıılı cısco	Chayora 朝 亞
<b>ΜΝ</b> Συινιχ	<mark>ଟ</mark> ି GENESYS <sup>™</sup>
Microsoft	mimecast
JOIPEC. NETWORKS	(I) SentinelOne <sup>.</sup>





## Trust

We do the right thing - for people, your business, and our planet. Rely on our safe, neutral brand that's built on ethical governance, inclusive professionalism and respect for life on Earth.

You'll have a fully accountable partner with high professional standards maintained through strong governance. And you'll be taken care of by an international team of professionals who are trained and motivated to uphold our values of respect, integrity and inclusivity.

We are on track to be using 100% renewable energy by 2025

### We invest in charitable projects to help communities build digital skills and drive climate action

Our employee engagement score puts us in the top 10%

of companies worldwide

Our employees clocked 3,642 hours

volunteering across 30 locations in one week during our inaugural #InternationalChangemakersWeek 2023



### Fnvironment

- Telstra is certified carbon neutral for our operations from Climate Active in 2020.
- We adhere to environmental standards from the UN, GRI, TCFD, CDP and others.
- We support our suppliers to ٠ disclose their carbon footprint.



### People

- Telstra International offers a diverse and inclusive workplace, and we are ranked in top 50 of the 2022 Equileap Gender Equality Global Report.
- Telstra Foundation invests in non-profit projects that build digital skills, community support, and tech-enabled climate action.



### Governance

- We strive for excellence in our corporate governance, accountability, and ethical behaviour.
- We're part of the Joint Audit Cooperative (JAC) working to improve the ethical performance of our suppliers.

International

## **Our customers** speak for us.

66 Telstra's consultative approach combined with their technical expertise is industry leading. We were able to rely on their expansive knowledge of the region and leverage their partnerships to navigate any region-specific issues in an extremely agile fashion. It is rewarding to collaborate with a customer-centric partner that can help lead the way through both their technology and their expertise. 99

- Raphael Maunier, CTO of Network and Infrastructure, F5

**66** Telstra was compelling for multiple reasons. They were considerate of our needs, offered competitive pricing, provided stable circuits, and they were transparent with delivery. They could also provide support, including technical knowledge, to our teams across multiple geographies and in multiple languages. 99

- Anthony Forder, Head of Information Technology **Operations, Transcosmos Information Systems** 

66 From colocation services to private lines and TPN, our relationship has developed into a multi-region, multiservice partnership. The team at Telstra worked closely with us to design a future-proof network supported by Telstra's massive subsea cable infrastructure — which gives us a lot of options in terms of network resiliency, reliability and redundancy - and the team's on-the-ground expertise. That means we can continue to deliver innovative alternative cloud services to our customers around the world. 99

- Dan Spataro, Director of Infrastructure Operations, Linode

66 Telstra Purple worked with us to create a customized out-of-the-box solution that is aligned to our needs and develops our skills so we can manage in the future. They also delivered streamlined operating structures, ensuring we were able to meet our project deadlines. 99

- Vijayjumar Shah, Assistant Vice President (IT), PSA

21189 US JUNE23



### Got a question? Let's connect.

- telstraenquiry@team.telstra.com
- 🧐 telstra.com/global
- in linkedin.com/showcase/telstra-enterprise
- twitter.com/TelstraEnt
- youtube.com/TelstraEnterprise