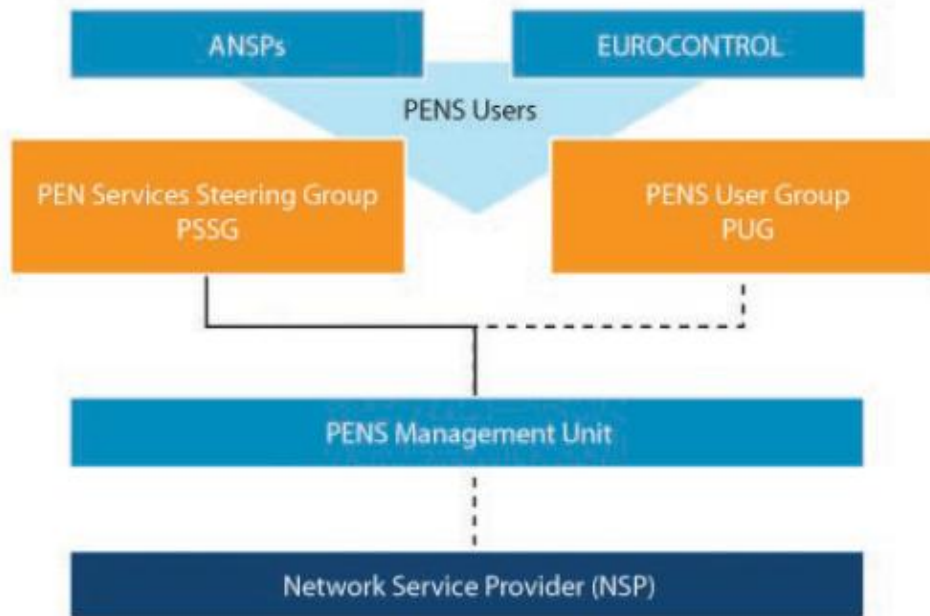


An organization to handle contract/billing/governance is necessary.

◆ Can each signatory send money to an overseas provider ? (Some Asian countries are regulated to send money overseas.)

>> An organization to handle billing as well as contract would be necessary. For more details, we may refer to PENs on how they are handling now.

◆ Governance –PENS in Europe as an example–

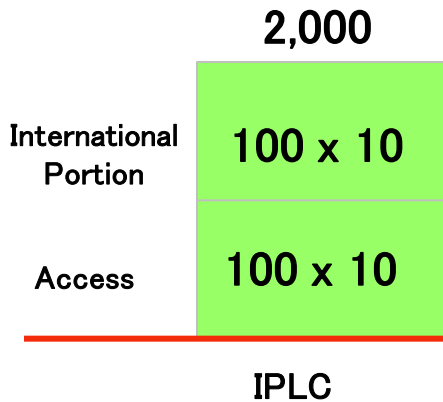
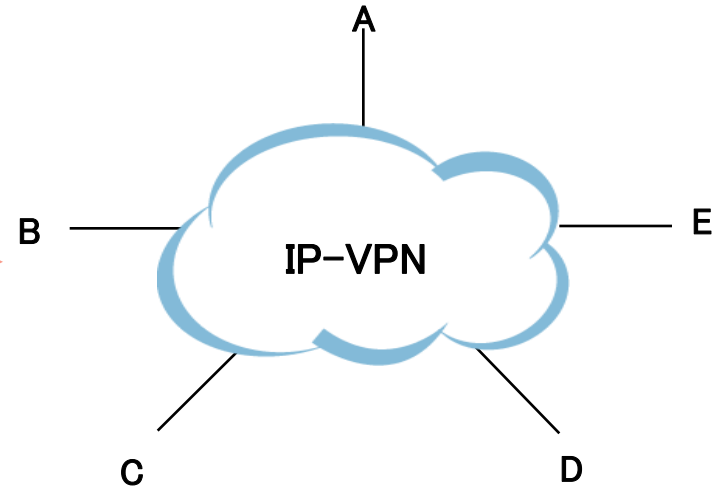
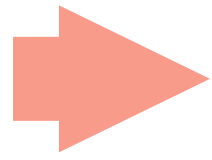
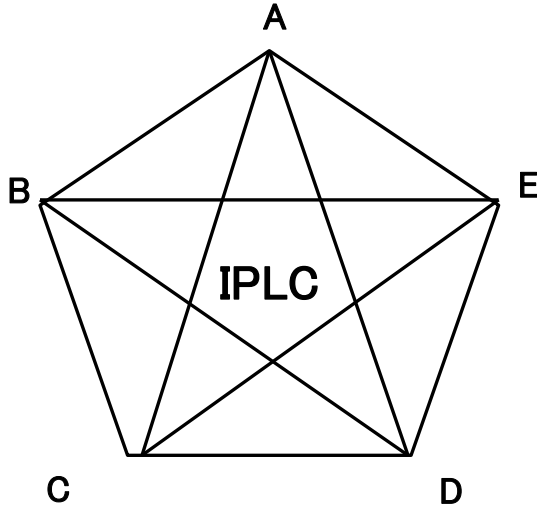


<How to become a PENS user?>

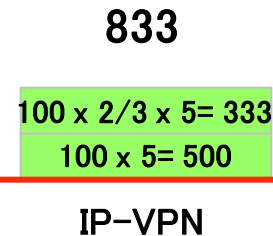
There are several steps to follow in order to become a PENS user:

- An organization interested in becoming a PENS user has to declare its intention and interest by signing the Common Procurement Agreement (CPA) , which allows EUROCONTROL to act on behalf of each signatory, the negotiation and signature of the PENS contract and the subsequent management of the contractual relationship with the national service provider.
- After the signature of the CPA, it has to submit its application to the PSSG.
- If it is accepted, the PSSG informs the PMU who has to negotiate an amendment to the PENS contract in order to expand the service to the candidate PENS user, who previously will have signed a letter of consent allowing EUROCONTROL to act on its behalf.
- Finally, the candidate officially becomes a PENS user.

## Cost reduction due to change from IPLC to IP-VPN (MPLS)



*Actual reduction depends on number of sits, bandwidth, cities and so on.*



## Application Visibility for efficient network upgrade/downgrade

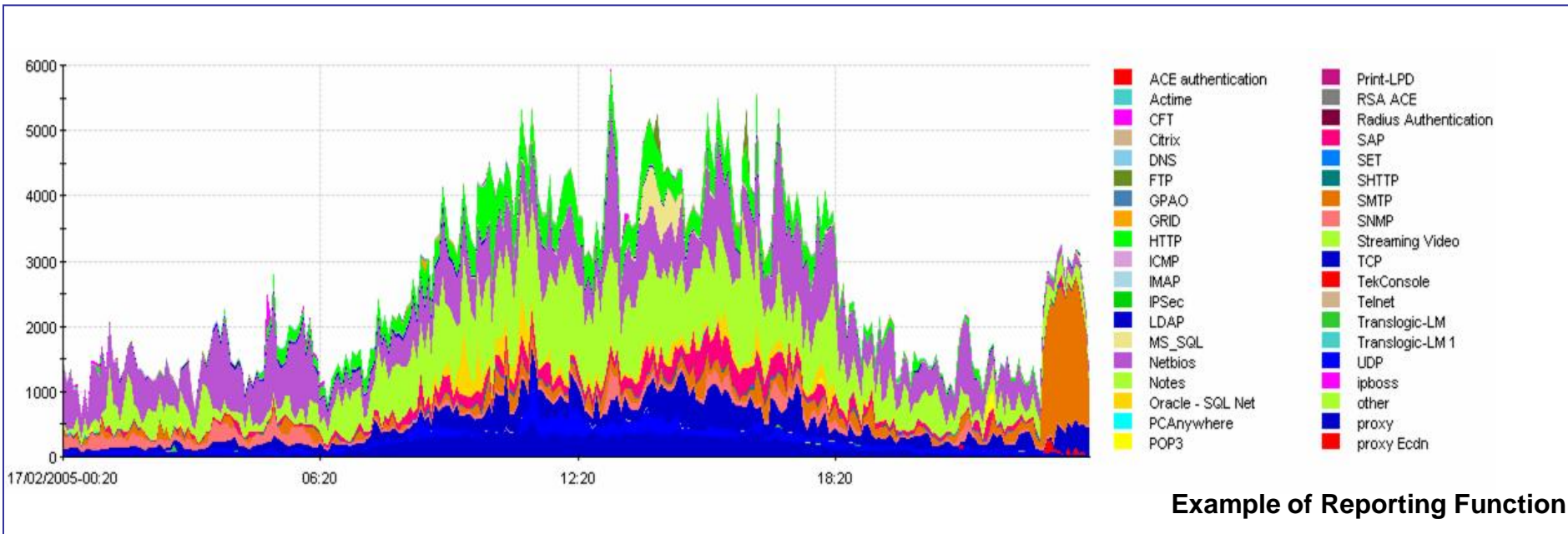
Among the 250 companies surveyed by the HP Corporation, 208 (83%) responded that they were not aware of traffic flowing through their circuit.

The first step to resolving problems is to **grasp the applications** that are flowing through the WAN circuit.



Network usage by application units at a glance!!

Identify wasteful traffic, and confirm mission critical applications.

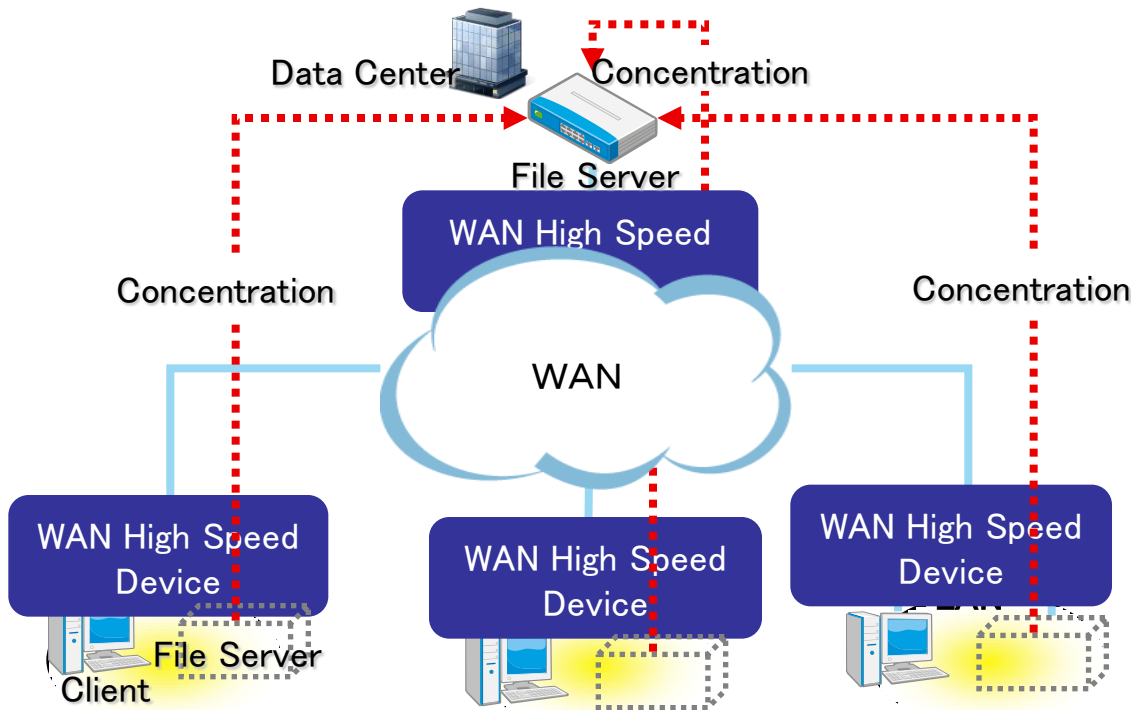


Example of Reporting Function

Over 90 applications including the customer's own applications are automatically organized and made visible through registration.

## Realizing High Throughput without minding the advanced application or latency.

Enables the provision of an optimal WAN environment to the Customer, by preparing a function that optimizes the window size, data compression, or CIFS of the TCP.



The issue of the decline of throughput due to latency arises as a result of the concentration towards the data center of the server.



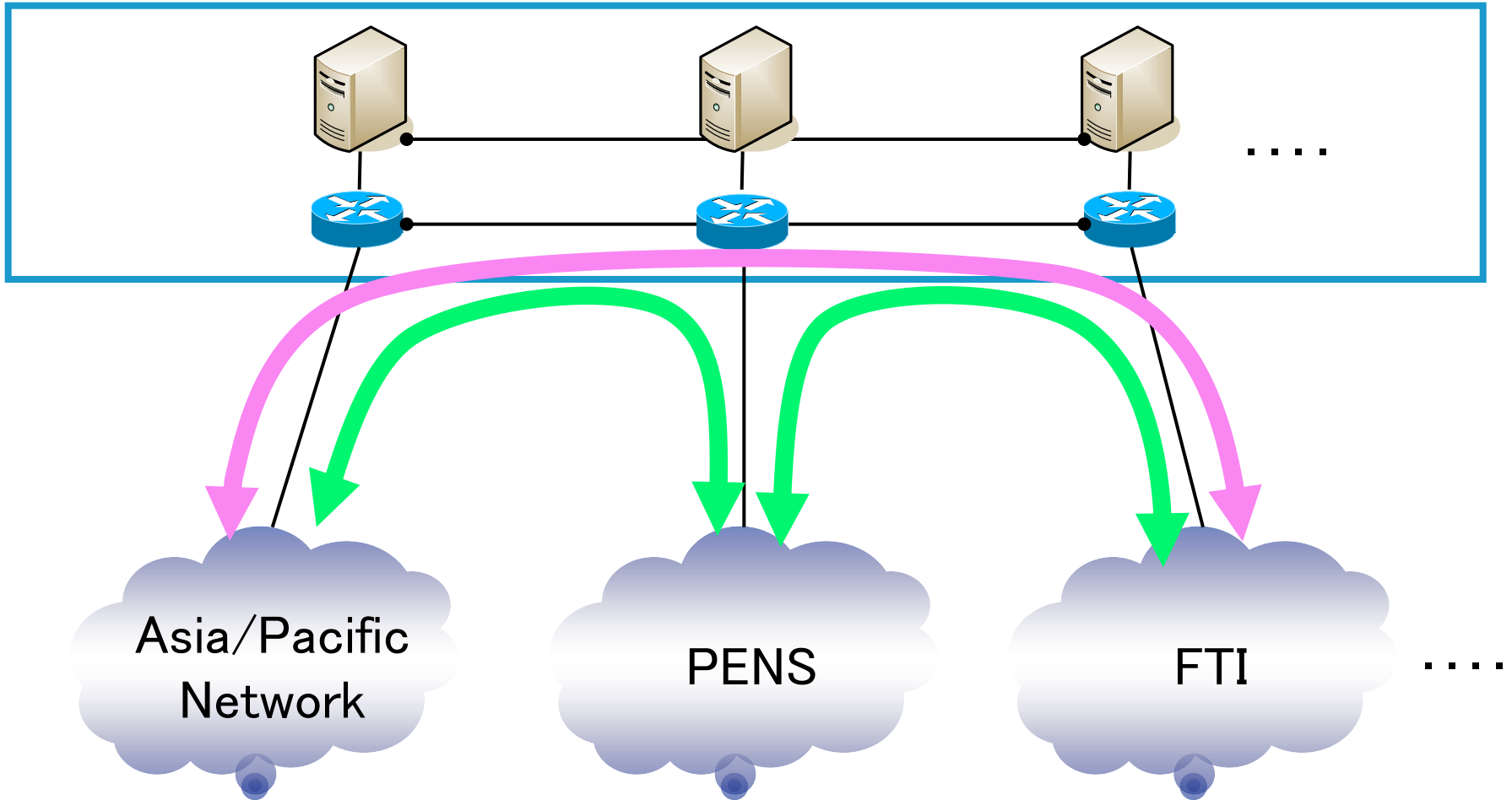
Realization of throughput on par with the level of the LAN environment is achieved through the implementation of the WAN High Speed Device.

KDDI selects equipment that is optimal for the requirements of the Customer.

\* Please be noted that this is a charged option.

For telecommunication among multi-regions network, a hub site in Data Center would be necessary.

## Data Center



## Full outsourcing of the Customer's vital IT Resource Management Overseas

In addition to the provision of high quality, and high reliability facilities overseas where uncertainties concerning power supply and security, we deploy technicians possessing high degree of skills on a 24 hour basis, protecting vital customer IT resources and supporting oversea operations.



### Stable Infrastructure Environment

The best in the aspects from power, climate control, security, and fire-extinguishing facilities has been arranged in the design stage to construct a stable infrastructure environment, enabling Customers to entrust their equipment and data to KDDI with peace of mind.



### Industry's Top Operations Maintenance



Year-round 24 hour operations maintenance, training towards technicians, preparations of construction procedure handbook, planned facilities, system inspection, tests, amendment, and continuous learning of the requirements of the Customer. TELEHOUSE is always leading its competitors in the industry, and continuously pursuing the improvement of Customer satisfaction.

Through the formulation of the TELEHOUSE quality guideline, we are in the daily process of enacting the PDCA cycle.

### Highly Reliable and Flexible Network

In addition to the KDDI Global Network Service, it is also easily connected with multiple local communications Carriers. Along with the expansion of business, not it is possible to flexibly and swiftly expand your network. Particularly in the U.S., it is relied on by over 500 Corporate Customers of the ICT Industry, with a primary focus on concentration on communications carriers and ISP.







### Maintaining good relations with Local Institutions.

TELEHOUSE has blended in with local society to the extent that it is receiving priority support from the police department, fire department, power companies, and industrial organizations. During the multiple terrorist attacks on American soil in 2001, Company personnel and those outside of the Company alike worked in unison to achieve the swift restoration of services.





**USA**

-  **Los Angeles**
-  **New York Broadway**
-  **New York Teleport**
-  **New York Chelsea**

As of Feb 2013

**South Korea**

-  **Seoul**


**Hong Kong**

-  **Hong Kong**
-  **Hong Kong CCC**

**Vietnam**

-  **Hanoi**

**Singapore**

-  **Singapore**

**UK**

-  **London Docklands East**
-  **London Docklands North**
-  **London Docklands West**
-  **London Metro**

**France**

-  **Paris Jeuneurs**
-  **Paris Voltaire**
-  **Paris Magny**


**Germany**

-  **Frankfurt**

**Turkey**

-  **Istanbul**

**Russia**

-  **Moscow**

**South Africa**

-  **Cape Town**
-  **Johannesburg**

**China**

-  **Beijing**
-  **Beijing BDA**
-  **Shanghai Zhangjiang**
-  **Shanghai Jinqiao (Target Service in year 2013)**

## ■ Our approach for global business operations

We provide most suitable one-stop total solution integrated Global Outsourcing Service such as Network service making the most use of abundant global backbone (NW), Data Center service developed at major sites worldwide and System Integration Service (SI).

