



Telstra International – India

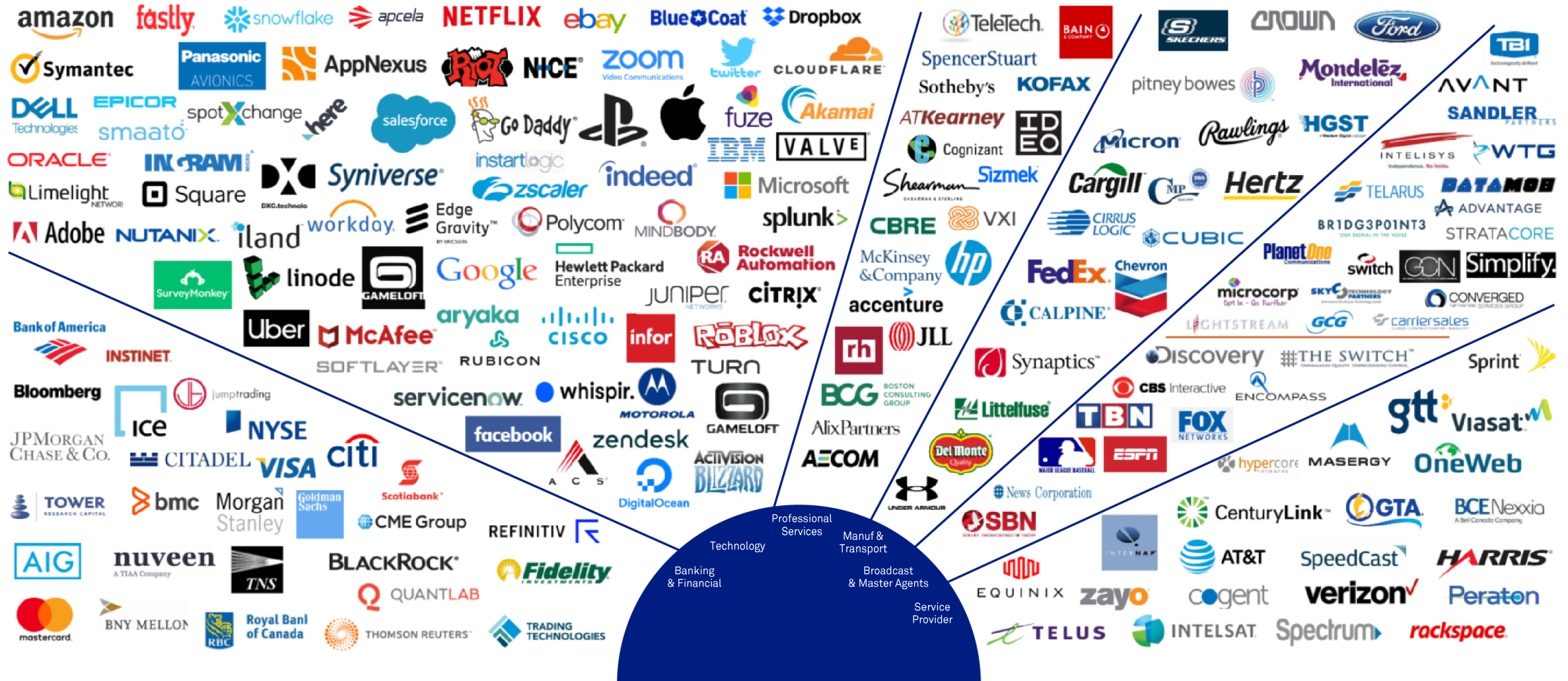
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Head of Enterprise , India

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We play a critical role in helping support industries around the World



Telstra now providing you more



Access to more than
2,000 PoPs
and connectivity in more than 200 countries and territories globally

Network access extends to
400,000
km of cable length


Access to the
most intra-Asia
lit capacity

Approximately
4000
Employees outside
Australia


Access to over
26 submarine
cable systems
creating one of the
largest subsea cable
networks in Asia Pacific

 Consistently ranked
amongst Asia's
most peered IP
networks – Oracle Dyn's
Internet Intelligence

36
Programmable
Network SDN PoPs

Telstra Programmable+
Network offers access to
170+ cloud service
providers in
38 local one
world data

Licensed to
operate in over
20 countries
and regions

 Voice capability
carrying more
than **six billion**
minutes annually

The **first** Sino-foreign
joint venture with a
cross-provincial
IPVPN license in
mainland China



58 DCs across the globe
with 25 in Australia -
one of the **largest**
integrated data
centre footprints
in Asia Pacific



21
Awards
from 2017
to date









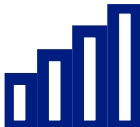


Recognised as
leader in IDC
MarketScape
Worldwide Network
Consulting Services
2020


Operates three world-
class Telstra teleports
and access to partner
teleports to reach over
60 satellites
globally

Telstra International is aligned on a common ambition and strategy

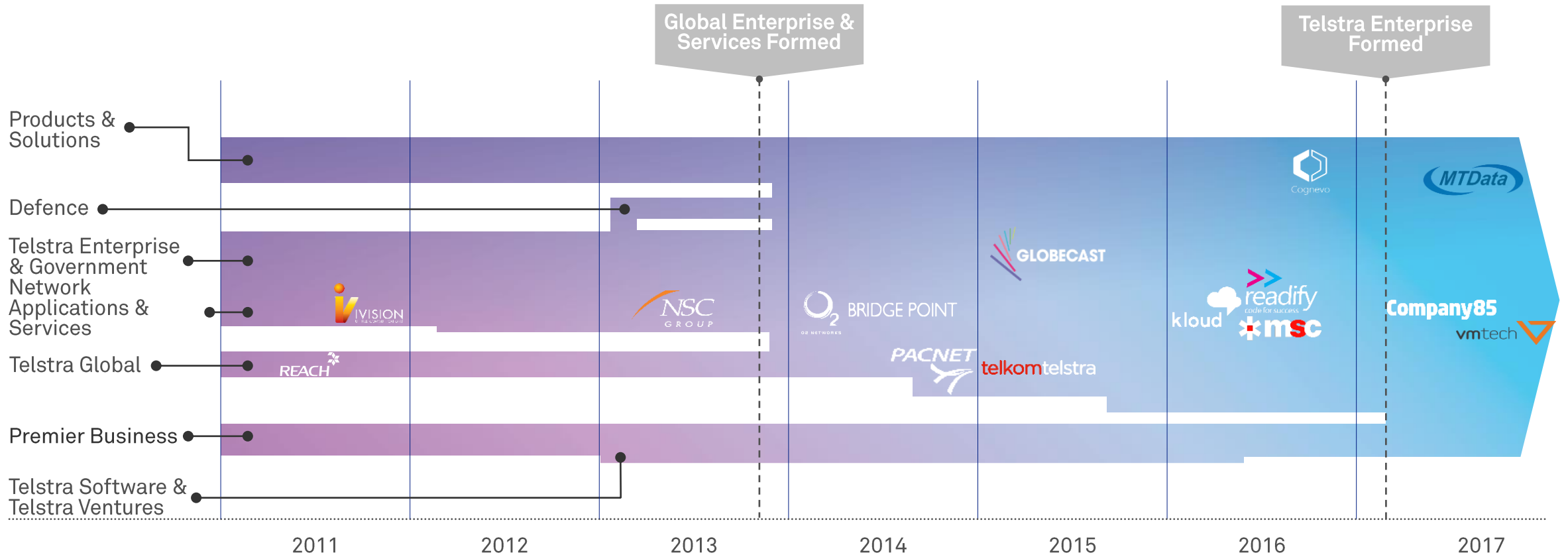


<p>Telstra Purpose</p> 	<p>To Build a Connected Future so Everyone can Thrive</p>			
<p>Our International Ambition</p> 	<p>Connecting International Businesses to Asia and Asia to the World enabled by our people, innovative technology and partnerships</p>			
<p>Our differentiating capabilities</p> 	<p>Leading subsea cables and networks into and throughout Asia and the Pacific</p>	<p>Unique access to network and data centers in China</p>	<p>Professionals services via Purple focused on security, cloud, UC and digital transformation</p>	<p>Industry solutions in financial services, media & internet and carriers</p>
<p>Our value prop per region</p> 	<p>APAC (North & South) Through our leading subsea cable network, products and services capability, and unique access to China</p>	<p>Americas Through our multiple Trans-Pacific submarine cable network connecting the US to Asia Pacific</p>	<p>EMEA Through network connectivity in and out of Asia and international solutions capability supported by local expertise</p>	
<p>Underpinned by Four Key Pillars</p> 	 <p>World Class Customer Experience</p>	 <p>Innovative Leadership</p>	 <p>Recognized Expertise</p>	 <p>Profitable Growth</p>

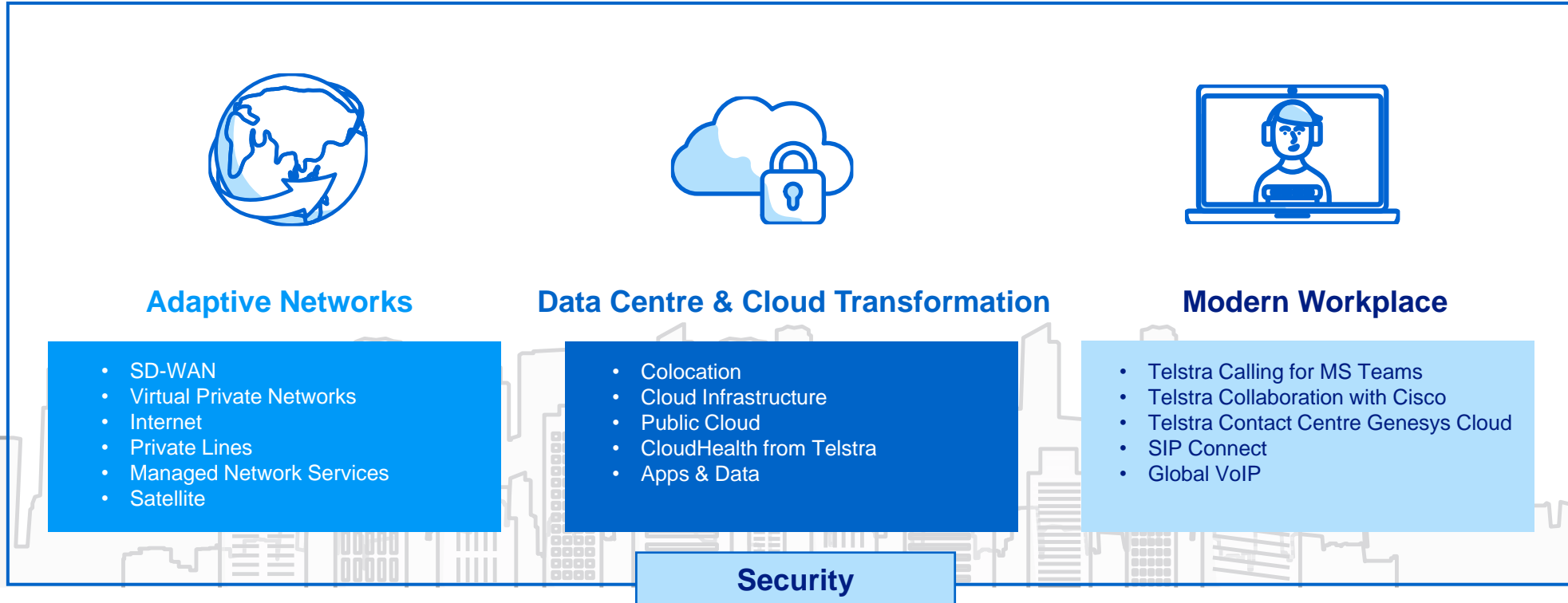
We have intensified our focus on the Enterprise segment and continue to transform our business model to a 8B\$+ business



Evolution of Telstra Enterprise 2011 - Present



Connecting International Businesses to Asia and Asia to the World enabled by our people, innovative technology and partnerships



Service Accelerators

- SD-WAN Discovery & Adoption Workshop
- Secure Landing Zone
- Telstra Calling for MS Teams – Rapid Deploy
- Security & Threat Assessment

Alliances



Industry Solutions

- Financial Services
- Technology & Media
- Manufacturing
- Professional Services
- Government



Adaptive Networks



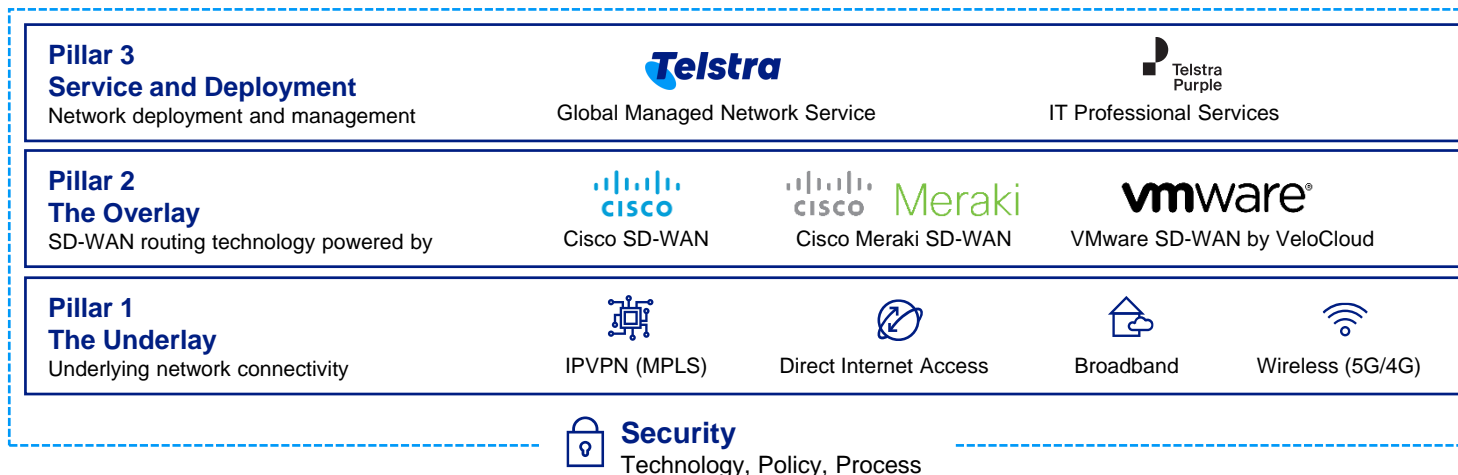
65% of global businesses are re-evaluating their WAN strategy as a result of COVID-19*

Business Outcomes

- Improve application performance to cloud services
- Create more resilient branch networking operations
- Dynamically adjust to changing conditions (e.g. business continuity)
- Empower business transformation

Enterprise Solution – SD-WAN

Bring together a range of different access technologies (such as IPVPN and Internet) and tune your global network for peak performance to meet your business priorities more efficiently and cost-effectively.



Further enhance adaptive networks with:

- SD-WAN Discovery & Adoption Workshop
- SD-WAN Application Assessment
- Telstra Programmable Network
- IPVPN (MPLS)
- Direct Internet Access
- Managed Customer Premise Equipment



Data Centre & Cloud Transformation



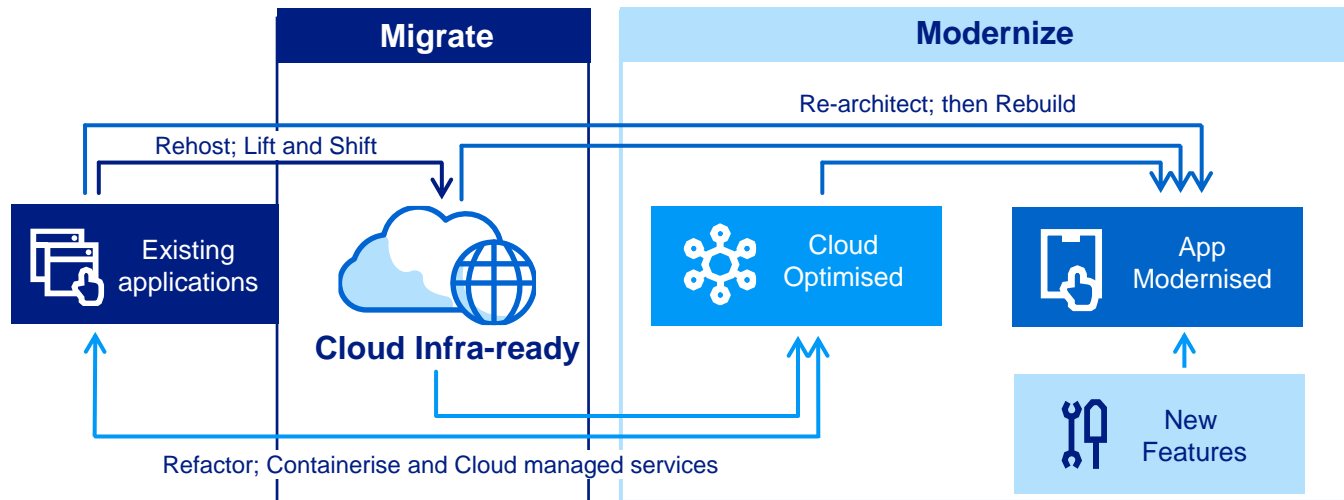
98% global businesses will accelerate their move to the Cloud to support evolving work and IT requirements.*

Business Outcomes

- Meet security, regulatory and customer-specific cloud landing zone requirements
- Simplify management of your cloud environment(s) with best practice processes and automation
- Ensure workloads and business continuity are protected through the migration process
- Optimize cost and reduce cloud waste

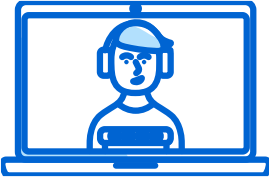
Enterprise Solution – Cloud Service Accelerators via Purple

A suite of services that tackle the most common cloud challenges such as security and compliance, expertise and cost optimisation; to help ensure a seamless journey into the cloud.



Accelerate data centre and cloud transformation with:

- Amazon Web Services (AWS) Direct
- Microsoft Azure CSP
- Telstra Programmable Network
- Tailored Infrastructure
- Advanced Services
- Digital Transformation Kickstart
- Rapid Cloud Assessment
- Cloud Foundations (Landing Zone)
- Cloud Migration
- Application Modernisation Quick Start



Modern Workplace



As a result of COVID-19, 80% of organisations plan to introduce or expand existing collaboration tools.*

Business Outcomes

- Bring teams together to enable faster decision making
- Connect globally throughout and beyond the organisation
- Boost employee productivity with tools that bring technology together in one place
- Streamline workflows by integrating collaboration with business processes

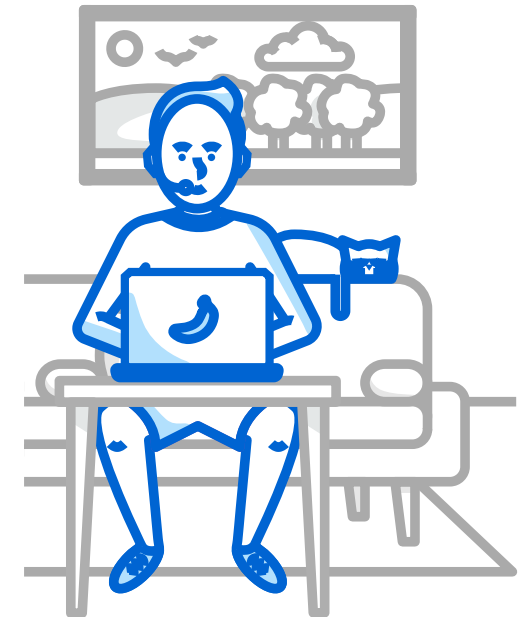
Enterprise Solution – Telstra Calling for Microsoft Teams

Simplify your business calling with a single number, and enjoy clearer voice calling delivered over one of the leading networks in Asia Pacific.

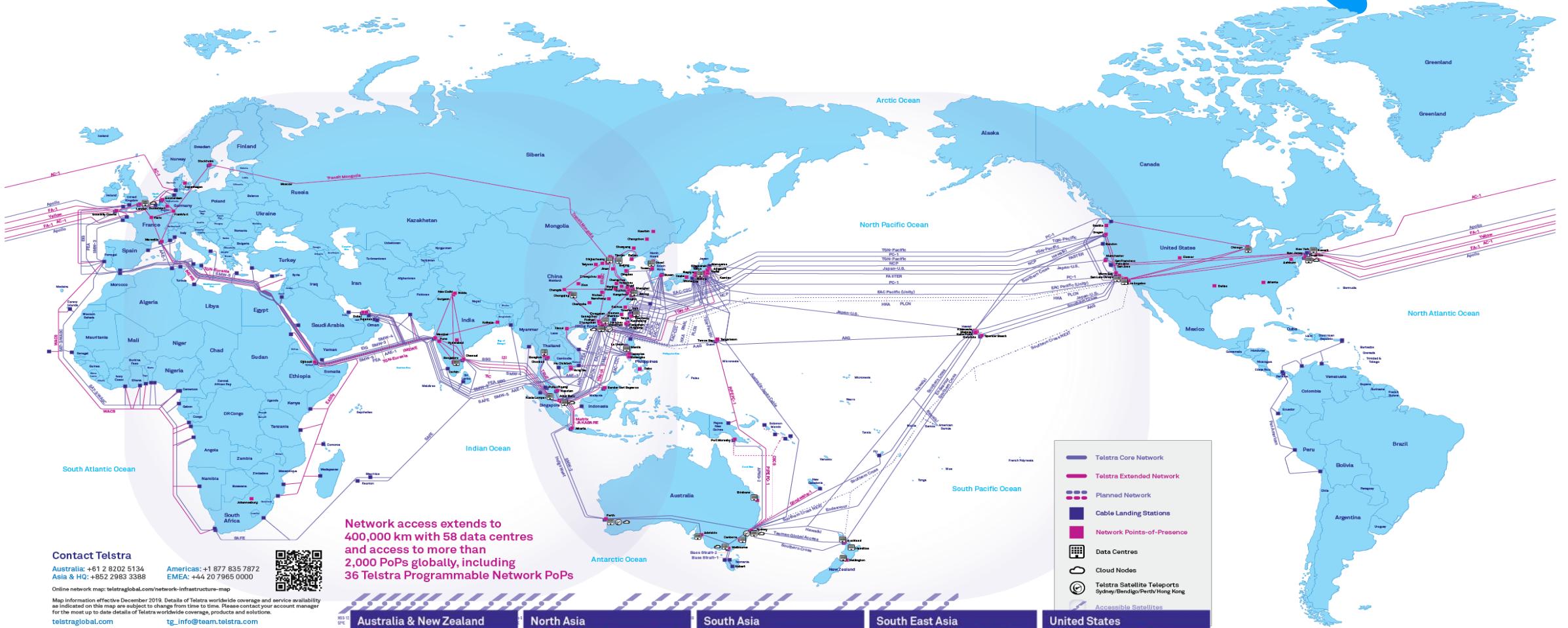


Revitalize and energise the modern workplace with:

- Telstra Calling for Microsoft Teams – Rapid Deploy
- SIP Connect
- Global VoIP
- Telstra Collaboration with Cisco
- Telstra Contact Centre Genesys Cloud



Telstra - Leader in Asia as per IDC 2020 report



Take your content global



The **Telstra Global Media Network** is an extensive range of networks to simplify delivery for the media, broadcast and technology industries.

A purpose-built video contribution and distribution network supporting permanent and occasional use services for point-to-point and point-to-multipoint on a consumptive-based business model across traditional broadcast, IP video standards and cloud connectivity.

The network improves broadcast operations and workflows by using bi-directional and multi-point Ethernet services for customers to bundle data components, reducing their operational costs.

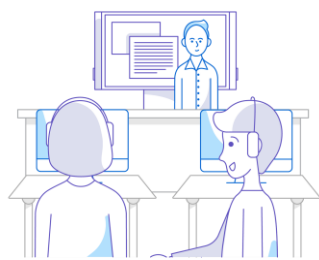
Through Telstra owned infrastructure and the Telstra Global Media Network Partner Alliance, 2500 on-network (OnNet) endpoints around the world are easily accessible. These endpoints include 1000+ customer sites and 1500+ venues and stadiums from Asia to Europe, and everywhere in between.

Our trusted network has proven resilience, true end-to-end network diversity and four fibre cuts before disaster. All services are managed by experts at Telstra Broadcast Services in Broadcast Operations and Master Control Rooms across the globe.

Whether live, linear, permanent or occasional use, let the Telstra Global Media Network take your content global.



17 Satellite teleports



1000+ Customer sites and points of presence



21 Master control rooms



19 Partner networks in Asia Pacific, Americas and Europe



1500+ Venues and stadiums

Telstra Global Media Network Partner Alliance



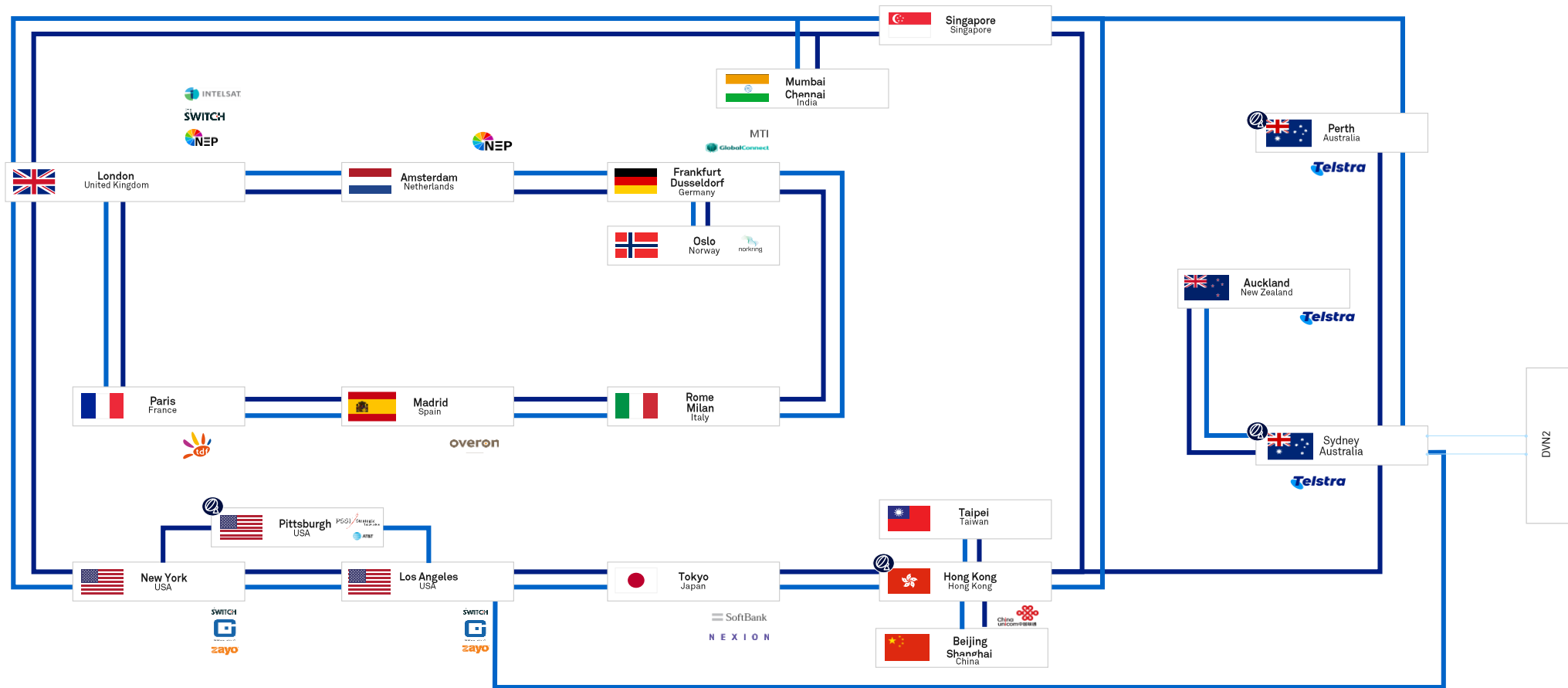
The Telstra Global Media Network partners with trusted media service delivery providers and customers with powerful network strength, advanced technology, and major media hubs. This Partner Alliance improves our reach and enables content creators and broadcasters to expand into new markets as well as bring international content back to home audiences.



- AT&T
- BT Tower
- China Unicom
- Encompass
- GlobalConnect
- Gold Data
- Intelsat
- MTI Teleport Munchen
- NEP & NEP Connect
- Nexion
- Norkring
- Overon
- PSSI Global
- PCCW
- SoftBank
- StarHub
- TDF Group
- The Switch
- Zayo
- Zixi



Telstra Global Media Network Map



Finance simplified

Minimise vendors with one end-to-end service accessing multiple networks from quote, through to provisions and billing.



Multi-tiered content

Rights-holders can access multi-tiered global sport, news and entertainment content on and off-network.



Scalable premium SLA

Tiered support, monitoring and management from broadcast engineers in all time zones to meet SLA requirements.



Advanced network

Network technology continuously advancing to exceed video standards and business needs.



Hybrid network of networks

Combine the best features and benefits from fibre, satellite, IP and data into one cost-effective solution.



Data services

Create data channels that allow a point-to-point data link between a media company HQ and a remote event or location.

India footprint



Telstra Enterprise

Telstra India part of South Asia region has full in country team focused on growing GTM in India across mid & large MNC enterprise and wholesale carriers . The team comprises

1. Country sales leadership & team
2. Country lead solutions sales & team
3. Service assurance managers
4. Marketing & other support functions

Innovation & Capability Center (ICC)

Focus on Innovation and leverage the India talent pool

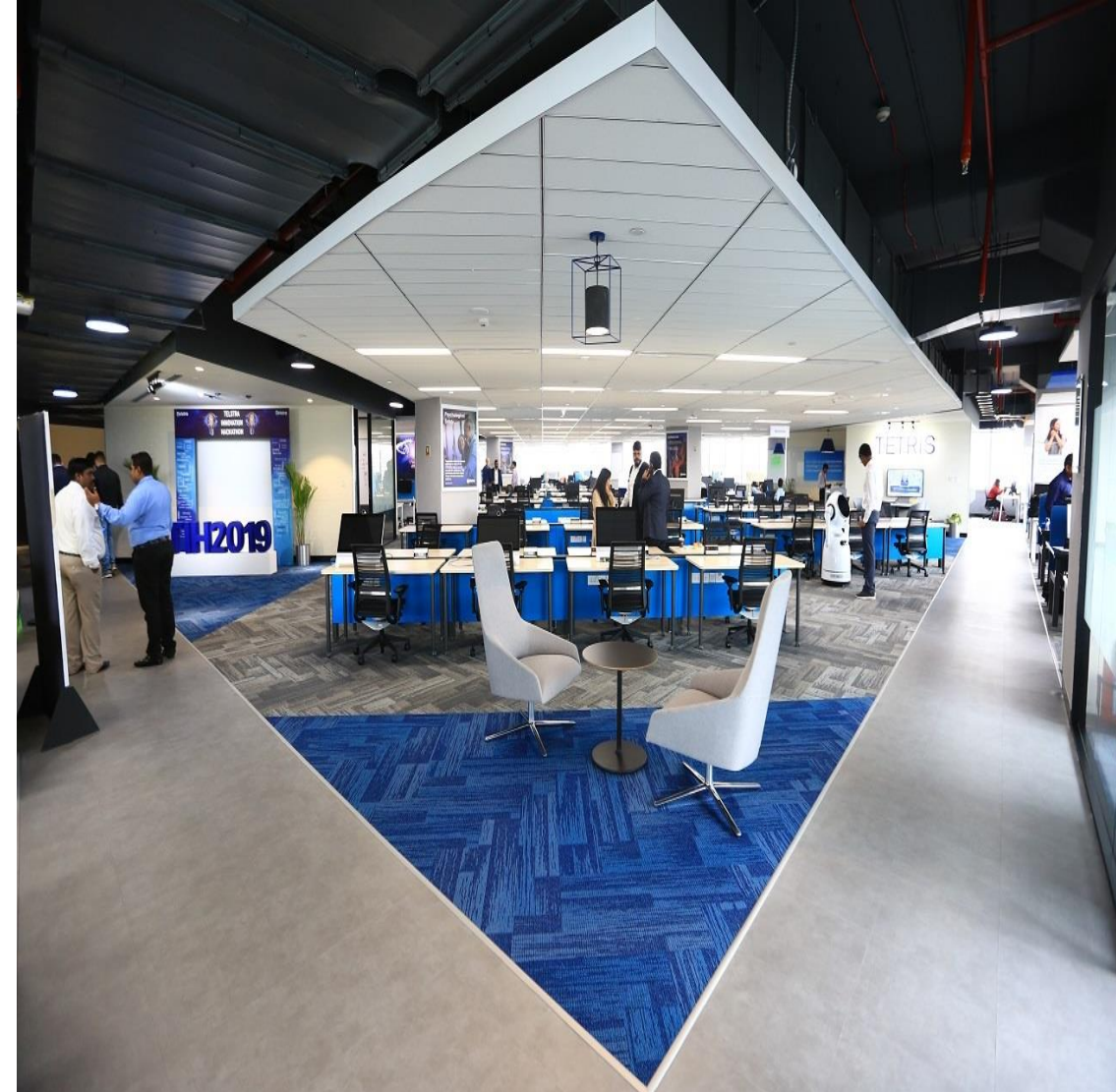
GBS (Global Business Services)

Networks & IT

Product & Technology

Strategy & Finance

Transformation & People





Thank You