



CONNECTIVITY IN CHINA THE EASY WAY

Get instant, on-demand access to Chinese cloud services and local network providers through Infiny and DCConnect.



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INTRODUCTION

China has established itself as a world leader in many industries, including manufacturing, telecommunications and, more recently, digital and cloud services. With a population of almost 1.4 billion, China is an attractive market for international companies who wish to set up business bases or offer services locally.

Many international businesses, particularly in the tech industry, have begun to build a Chinese presence.

However, as organisations around the world look to establish a foothold in China, several hurdles rise up to hinder their progress. While setting up operations inside China has become reasonably straightforward, securing connectivity in and out of the country is much more difficult.

Due to strictly enforced regulations on connectivity and traffic in and out of China, gaining functional access to Chinese markets can be complicated and labour-intensive. For organisations with operations both inside and outside of China — or those looking to build a presence across the country — this poses a significant operational challenge.



This e-guide will take a closer look at the challenge of connecting into China and introduce a solution that gives organisations on-demand access to the connectivity and services they need.

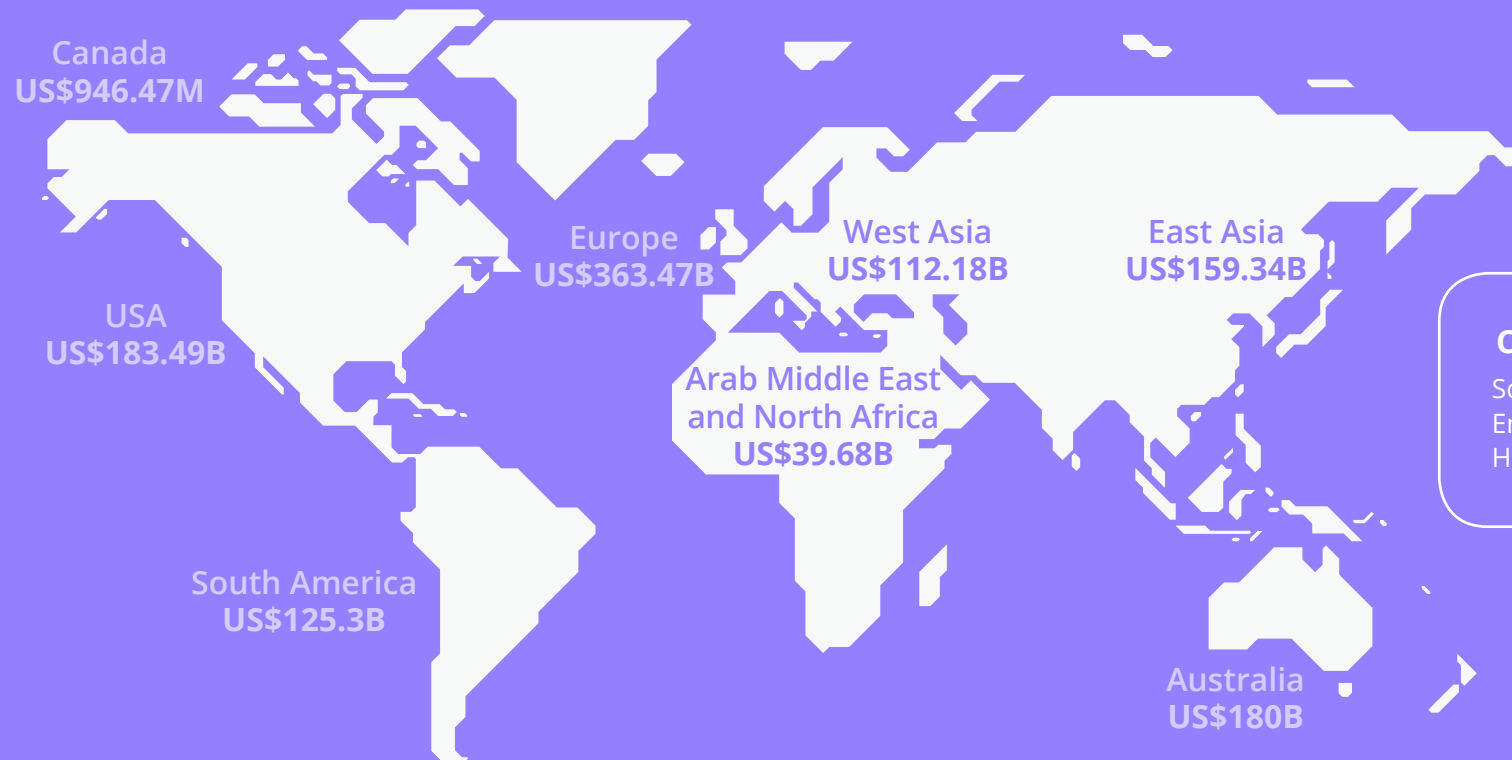




WHAT'S DRIVING THE NEED FOR CONNECTIVITY INTO CHINA?

By examining the extent and path of outbound Chinese investment (pre Covid-19), we can see where Chinese investments reside overseas. This provides an indication of where there are needs to enable connectivity back to China.

Business and investment relationships with China run across the globe. This drives the need for access and connectivity in and out of China — not just for Chinese companies, but also for the international corporations that they work with and support.



China's Global Reach

Source: The American Enterprise Institute and The Heritage Foundation, 2020





At the same time, international companies are investing in China and need to connect to their sites, offices, and partners just as they would in any other part of the world. Manufacturing and IT-oriented services and functions are a prime investment driver.

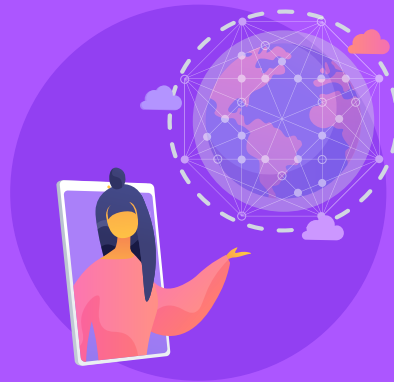
FDI INFLOWS BY COUNTRY AND BY INDUSTRY

MAIN INVESTING COUNTRIES	2017, IN %	MAIN INVESTED SECTORS	2017, IN %
Hong Kong	72.1	Manufacturing	25.5
Singapore	3.6	Information transmission, computer services and software	15.9
Virgin Islands	3.0	Real estate	12.8
South Korea	2.8	Leasing and business services	12.7
Japan	2.4	Wholesale and retail trade	8.7
USA	2.0	Financial intermediation	6.0
Cayman Islands	1.6	Scientific research, technical service and geologic prospecting	5.2
Netherlands	1.6	Transport, storage and post	4.2
Taiwan	1.3	Production and supply of electricity, gas and water	2.6
Germany	1.1	Construction	1.9

FDI = Foreign Direct Investment

Source: China Statistical Yearbook, 2018 - Latest available date





Many American and European firms have taken advantage of loosened foreign ownership limits in China or are betting on Chinese consumer demand. Firms such as BASF (Germany), Exxon Mobil (USA), and automotive multinationals including Tesla (USA) and Toyota (Japan) have made huge investments in China along with internationally known consumer brands like Burger King and Kraft Heinz.

Integrating all multinational business across the globe — not just in China — is an obvious need. This means integrating users, applications, systems, sites, partners, and customers into a consistent global business platform. The mission-critical connectivity that enables this integration and control is essential for today's cloud-centric businesses that have a significant presence inside China.

With growing inflow and outflow investments, the movement of network traffic in and out of China remains limited to a few routing paths. The country's link to the rest of the world, other than through Hong Kong, is routed through Japan (China Telecom) or Taiwan (China Unicom).





THE CHALLENGE OF CONNECTING INTO CHINA

Connecting into China is far from easy. While there are many desirable markets to target, capitalising on these opportunities is complicated by language barriers, public Internet blackouts, and trading regulations.

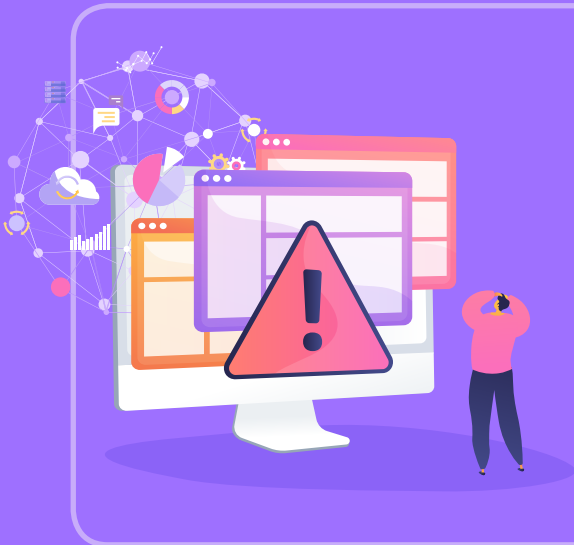
For smaller organisations, these challenges manifest as a difficulty in securing network connectivity into the Chinese markets — one that can prove insurmountable. For multinational corporations, strictly enforced regulations complicate the management of transcontinental WANs and cloud environments that require access in and out of the country.

Combined with frequent public Internet blackouts, these difficulties can cause issues ranging from disrupted operations and missed contractual obligations to a total lack of economic feasibility.





To provision interconnect with data centres or access cloud services inside China, an organisation must:



- Seek permission from the Chinese government and submit to numerous checks.
- Arrange and manage partnerships with one or more connectivity providers both inside and outside the country.
- Provide regular reports and reconcile connections and traffic sent each month.

This process places a considerable burden on organisations with current or planned operations inside China. To maximise the efficiency and return of operations, these organisations need a better solution for securing on-demand connectivity into the country.



EASY ACCESS
TO THE CHINESE
MARKET





Epsilon has partnered with DCCONNECT to provide a better solution for connecting into China. Through Epsilon's Infiny platform, organisations can have an easy, scalable, and flexible way to procure network services and connect into the Chinese market.

DCCONNECT is a Software-Defined Networking (SDN) orchestrator with a significant networking backbone in China. Presently, DCCONNECT has 180+ Points of Presence (PoPs) across mainland China and Hong Kong:

- Beijing
- Chengdu
- Dongguan
- Foshan
- Guangzhou
- Hangzhou
- Hefei
- Hong Kong



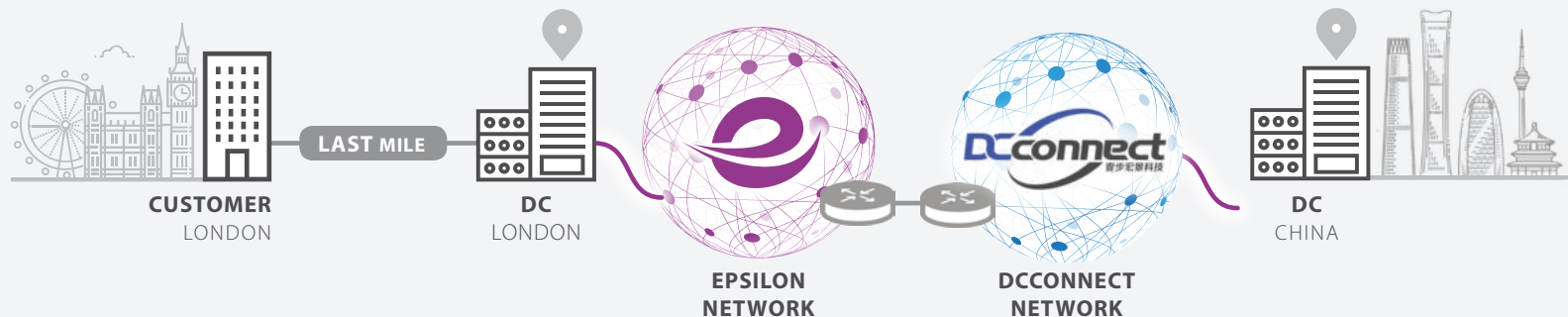
- Nanjing
- Shanghai
- Shenzhen
- Suzhou
- Wuhan
- Wuxi
- Zhongshan
- Zhuhai

BETTER CONNECTIVITY THROUGH FEDERATION

The partnership with DCCConnect is part of Epsilon's vision of federated services. Epsilon believes that by forging partnerships with key connectivity providers around the world, customers can get end-to-end connectivity — even into hard-to-reach markets — through a single, streamlined model.

Epsilon has been an early leader in the establishment of federated partnerships, building on its heritage of initiating connected wholesale carrier ecosystem partnerships.

With this approach, organisations get on-demand access to the global connectivity they need without having to juggle multiple providers or manage their own individual partnerships.



WHY IS THE
EPSILON +
DCCONNECT
PARTNERSHIP
IMPORTANT?



epsilon 

Dconnect
Technology



DCCconnect is the only source of on-demand networking capacity inside Mainland China and the only route to send outbound traffic from inside China.



Without this partnership, individual organisations would need to:

1. Arrange and manage partnerships with connectivity providers inside China.
2. Agree on terms of connectivity with the Chinese government.
3. Provide regular activity reports and reconcile connections and traffic each month.

Through Epsilon's partnership with DCCconnect, organisations have instant, direct access to the connectivity and services they need inside China. While reporting is still necessary, monthly reconciliation is completed on-demand via DCCconnect, streamlining the process considerably.

Epsilon is able to present a fully integrated solution to organisations which makes it easy to manage connectivity and provides a single management relationship and interface.

ON-DEMAND ACCESS TO CHINA WITH INFINY

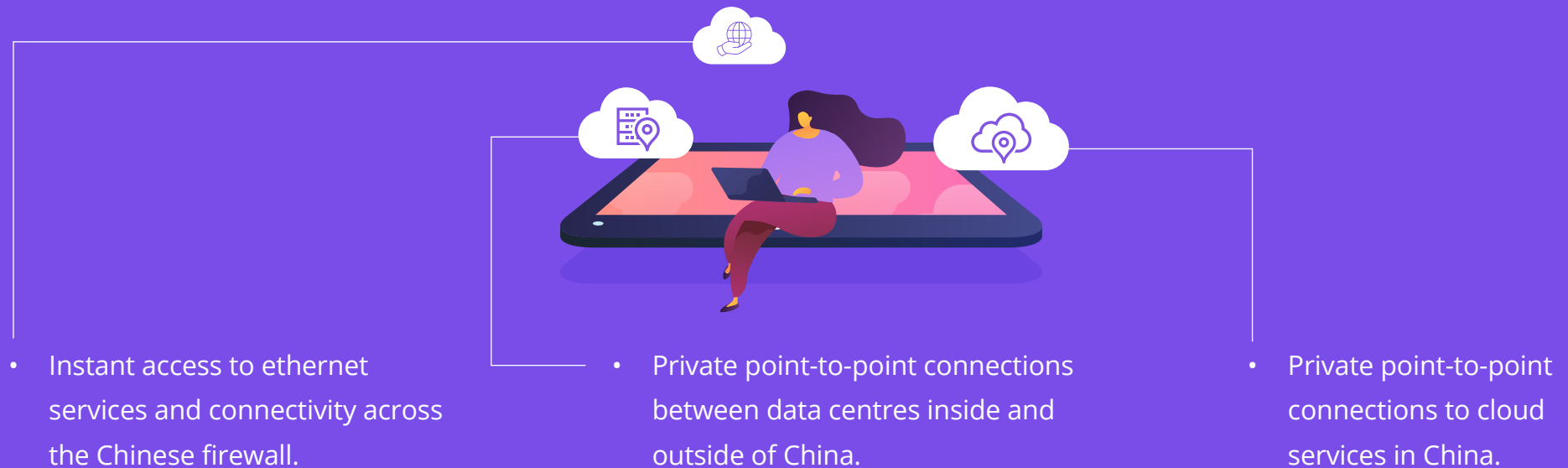




Infiny is a self-service network orchestration, management, and automation platform that allows organisations to instantly buy and deploy secure, dedicated connectivity to data centres, cloud services and internet exchanges.

Through Infiny, customers can connect directly to DCConnect's infrastructure, including its 180 PoPs inside mainland China and Hong Kong. The platform makes it fast and easy to interconnect businesses and applications, and order, activate, and manage the network services in and out of the country.

Combined with the DCConnect partnership, Infiny gives organisations:





Epsilon and DCConnect have a mutual Network-to-Network Interface (NNI) in Hong Kong. That means Infiny customers have access to instant provisioning of cross-carrier interconnection in and out of China.

AT THE CLICK OF A BUTTON, CUSTOMERS CAN USE INFINY TO PURCHASE:





PLUS, INFINY PROVIDES ON-DEMAND ACCESS TO A HOST OF OTHER SERVICES:



WHY CHOOSE INFINY BY EPSILON





Infiny is ideal for procuring and managing connectivity into China. It is a platform to enhance the connectivity model of network carriers, managed service providers, and organisations, making it easier to:

Get Full Access to the China Cloud

- Access all major cloud services throughout the entire Chinese market.
- Quickly deploy transcontinental WANs and access multiple cloud services, business partners, and local network providers via DCCconnect's ecosystem.

Connect to China from Anywhere

- Epsilon's interconnect fabric spans 260+ PoPs over a 10TB global optical backbone, with end-to-end services into Chinese markets from any location via a single platform.
- Cut reliance on carriers with long lead times and rigid contracts for connectivity into the Chinese market.

Access Self-Service Provisioning and Integration

- Buy, move, or tear-down connections in and out of the Chinese market — including access to China-only cloud services — with a few clicks.
- Get on-net to on-net locations up and running in under 2 minutes.
- Easily connect and manage local, transcontinental, and international WANs, clouds, and global infrastructure.

Streamline Operations and Productise access to the Chinese Market

- Productise access to the Chinese market as part of a white label solution.
- Reduce workloads and service delivery times, easily find local providers, and ease the process of network procurement into China.
- Access a broader ecosystem of cities, SaaS providers, and cloud services in the Chinese market.

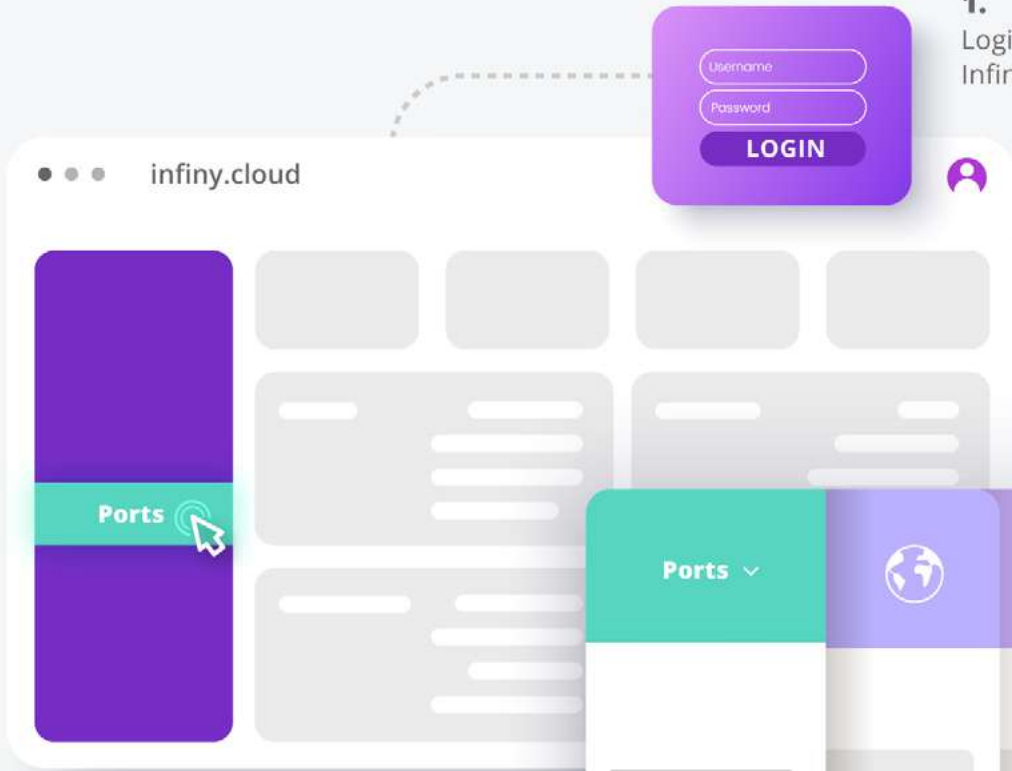
HEARD ENOUGH? VISIT OUR WEBSITE TO SPEAK WITH AN EXPERT



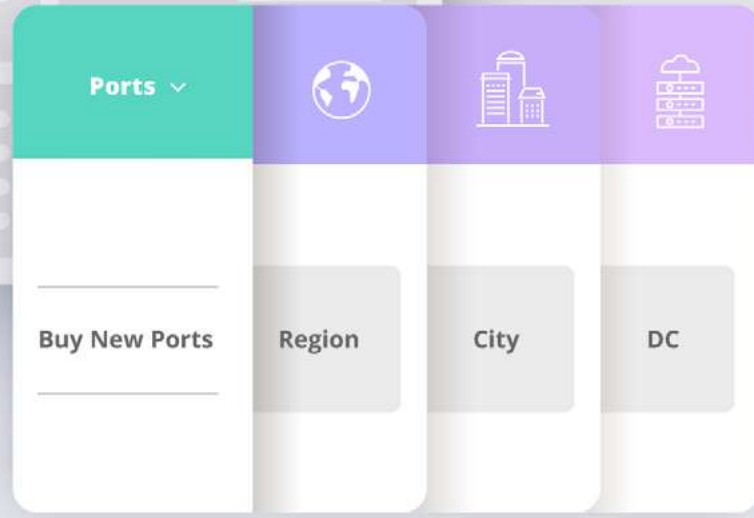
GETTING STARTED WITH INFINY






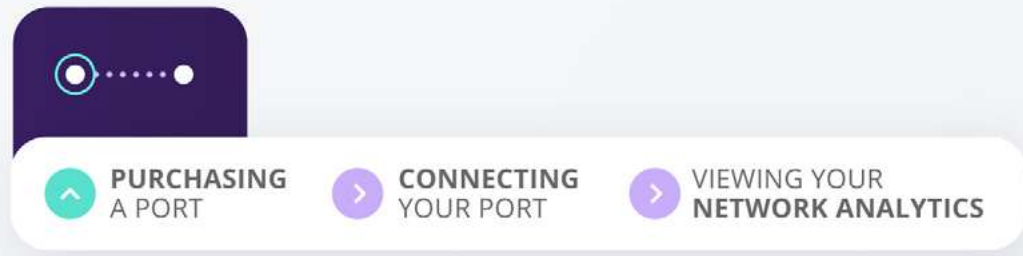
1.
Login to your
Infiny account.



2.
On the left-hand menu, click
on 'Ports > Buy New Ports'
and customize as you like.



-  **Bandwidth**
-  **Contract Duration**
-  **X-Connect Orderability**
Epsilon can automate the cross connect ordering should you choose to do so. If not select organise your own cabling.





> Buy New Ports

Total
\$ 240

BUY

3.

Upon selection of your preferences, the pricing will load. Click **'Buy'** to confirm your order.

New Port Confirmation

I agree to the Terms of Use

Request order form before provisioning

4.

Confirm details and select the options to make your ports Public or Private. *Public ports will be displayed on the Community Ports page and will allow business partners to connect with your network.*

Check the box **'Request order form before provisioning'** if you would like us to send you a document for approval. *This step is not mandatory. If checked, the service will not be provisioned until the documents are signed and returned.*

PORTS ORDERED

buy another port

management page

5.

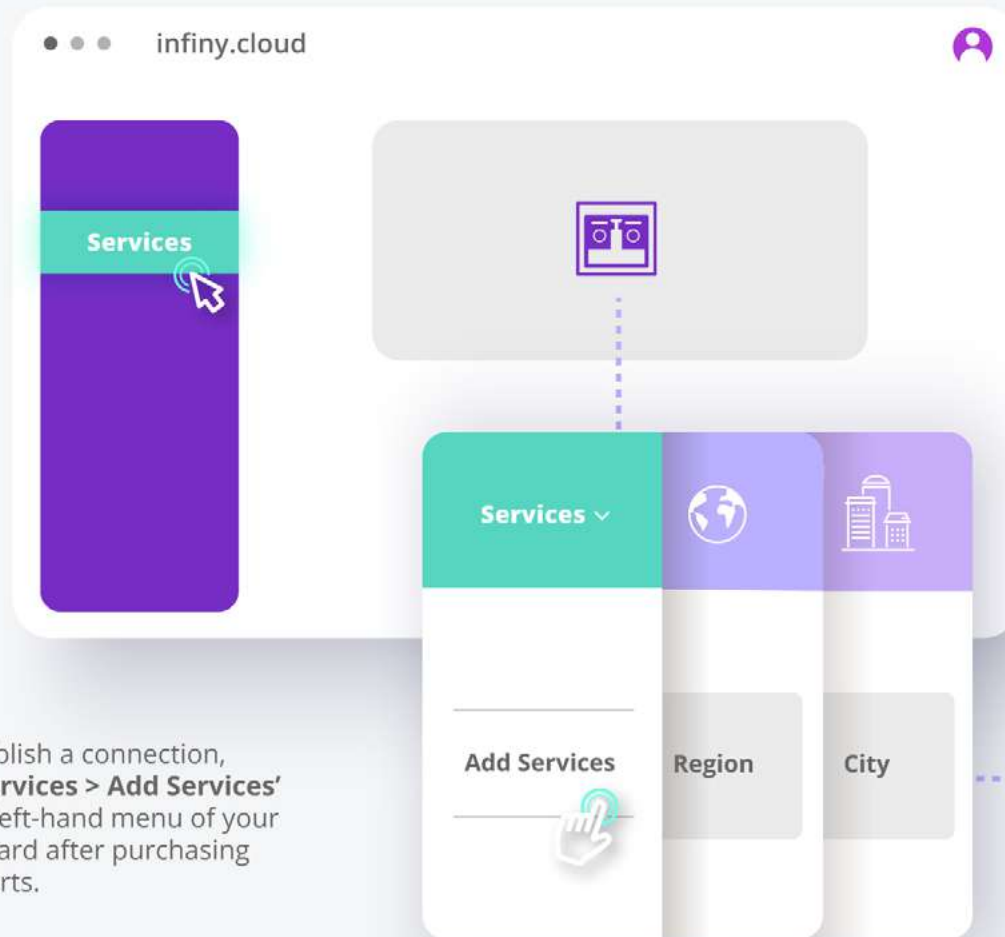
Once ports order is submitted, you can choose to **'buy another port'**.



PURCHASING A PORT

CONNECTING YOUR PORT

VIEWING YOUR NETWORK ANALYTICS



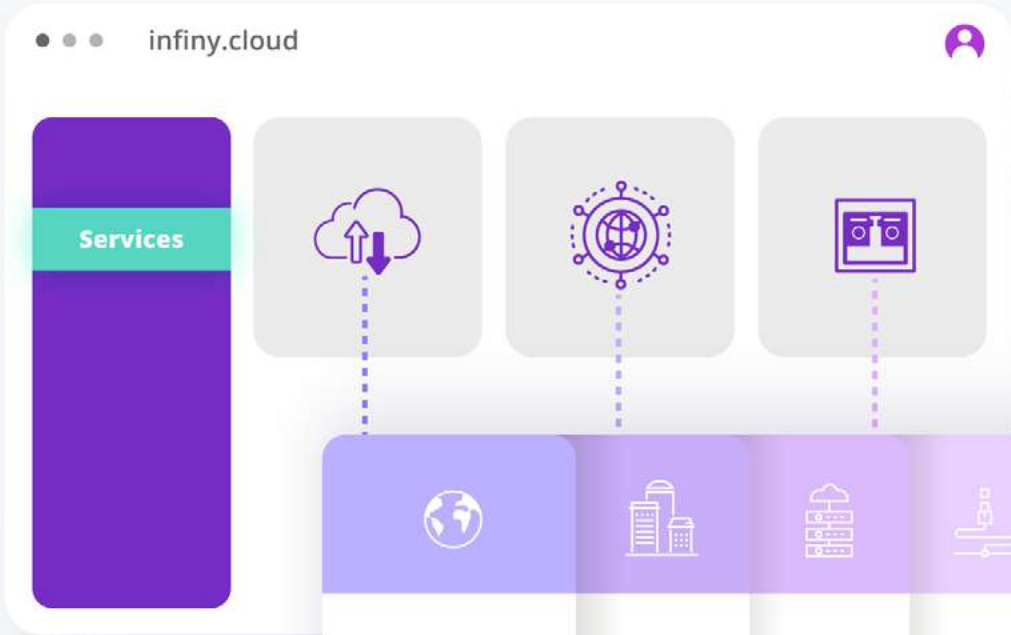
1.

To establish a connection, click **'Services > Add Services'** on the left-hand menu of your dashboard after purchasing your ports.

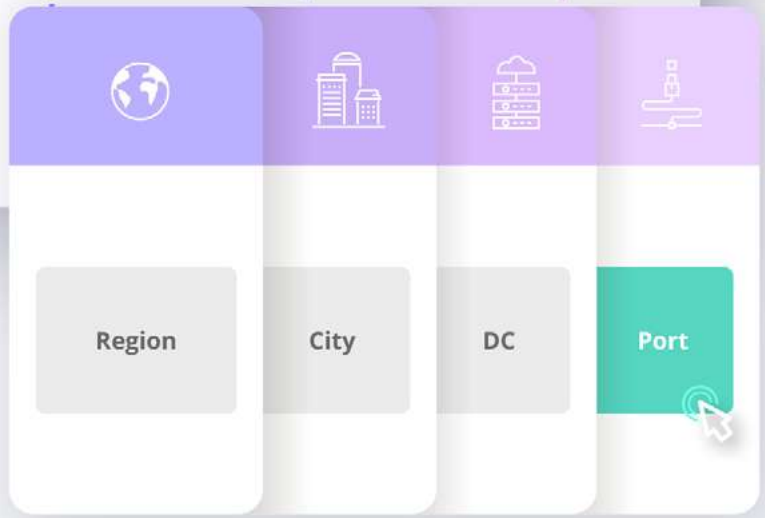
2.

Three options are displayed: **Cloud Service Providers**, **Internet Exchanges** and **Port to Port**. Select the type of connection and the provider you wish to connect to.

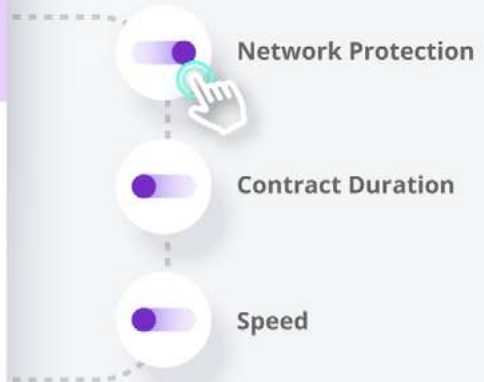




3. Next, select the **Region, City, Data Centre** and **Port** you wish to connect from.



4. Depending on your business needs, customise the **Bandwidth, Contract Duration** and **type of Network Protection** required.



- PURCHASING A PORT
- CONNECTING YOUR PORT
- VIEWING YOUR NETWORK ANALYTICS



5.

A pop up will appear. Enter your service details and click **'Continue to confirmation'**.
For connecting to a CSP, enter your cloud account ID.

New Service Details

Service name... C-VLAN

Continue to confirmation

> Between

City Service Provider

> And

City Data Centre Port

Total
\$ 240

BUY

6.

Confirm the details are correct and click **'Buy'** to confirm your order.

SETUP COMPLETE

provision another service view service

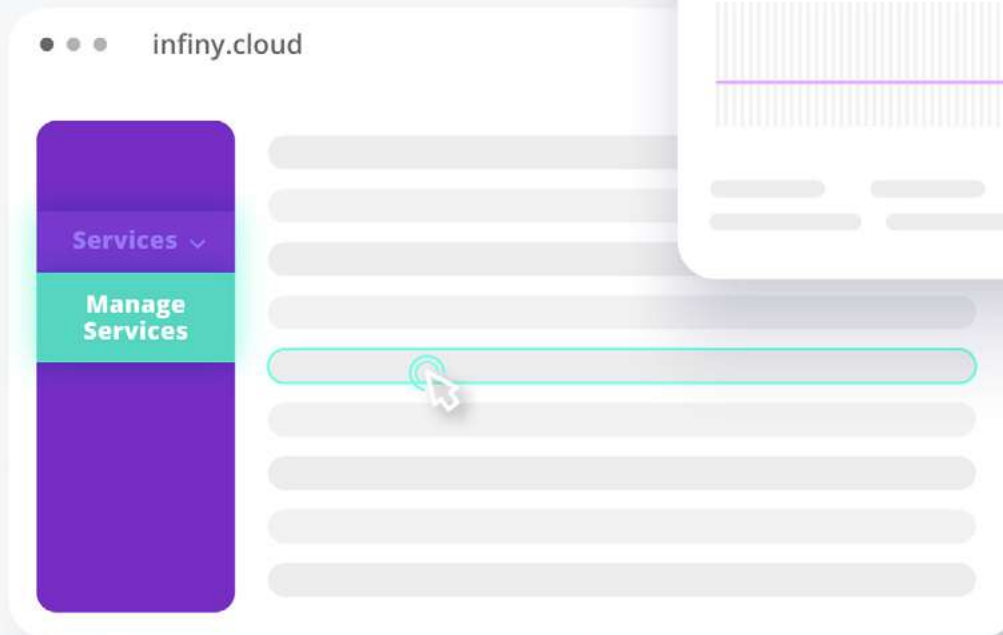
7.

Once setup is completed, you can choose to **'provision another service'** or **'view service'**.

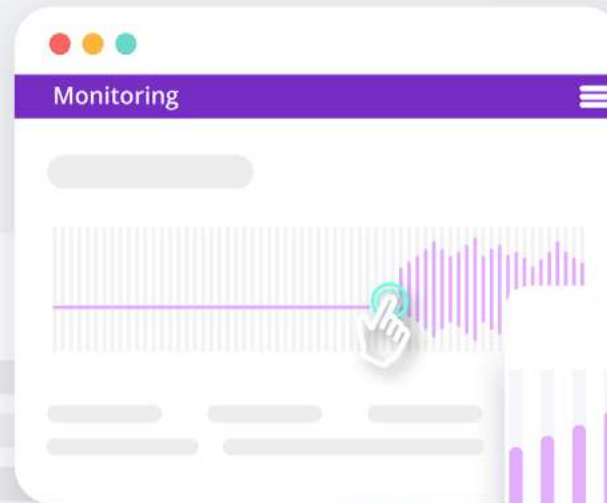


**1.**

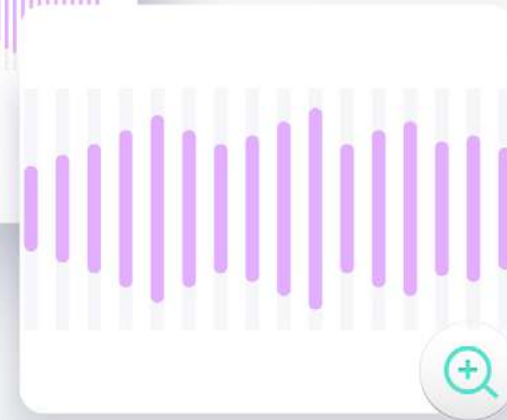
You will now be brought to the **Network Analytics** page where you can view bandwidth utilisation and advanced analytics including jitter, latency and packet loss.

**4.**

To view other other services, click '**Managed Services**' on the left-hand menu of your dashboard and select the service you would like to manage.

**2.**

You can view the graph within a certain period. Dragging the mouse across the graph allows you to **zoom** in on a section.

**3.**

Click on the three line on the top right to **download** the graph as an image or pdf document.



PURCHASING
A PORT



CONNECTING
YOUR PORT



VIEWING YOUR
NETWORK ANALYTICS



YOUR GATEWAY TO CHINESE MARKETS

Combined with DCCConnect's unmatched Chinese infrastructure, Infiny transforms the way partners connect to local networks, cloud services, and digital service providers in China.

Customers get instant, on-demand access to the connectivity services they need via the web-based portal and APIs. No other provider can offer equivalent access to Chinese markets, and no other platform provides the same unparalleled visibility and control of connectivity inside China.

For a flexible networking solution that supports your need for fast, secure, direct connection to critical Chinese digital services and infrastructure, get started with Infiny today.

Speak with us about your world's connection transformation

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