



# SD-WAN Solution for Global Enterprises

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# Introduction

This document provides AppEx Networks (AppEx) partner and customer references. The content in this document is considered AppEx confidential information, and can only be released with AppEx CEO's approval to key potential customers for their consideration to adopt AppEx products or services. Receivers of this document MUST NOT distribute to any third party without prior written consent from AppEx. Partner and customer reference checking can be arranged upon requests.

Established in Silicon Valley in 2006, AppEx has become a leading SD-WAN and WAN optimization provider worldwide. AppEx products and services mentioned in this document are described as follows:

## - **CloudWAN**

AppEx SD-WAN product & service. CloudWAN is a cloud based data transport platform that provides enterprises network connectivity to interconnect HQs, branches, datacenters, and Cloud. It also provides the acceleration of network applications and SaaS.

## - **LotWAN**

AppEx WAN acceleration appliance or virtual appliance. When customers use their own network connectivity, they can deploy LotWAN at their network edge and/or in cloud or data center to optimize their WAN links and internet connectivity for better user experiences.

## - **LotServer**

AppEx internet acceleration software that installs on application or cache servers to accelerate data transmissions and improve end-user experiences.

## - **LotClient**

AppEx internet optimization software that install on client devices like PC, laptop, tablet, and smartphone to improve user experiences on videos and games, etc.

## - **Network Analysis Service**

AppEx has a team of industry's top experts on network application performance in both USA and China. Besides products and solutions, AppEx also provides consulting services to analyze and identify network application performance issues for customers.

All the products and services mentioned above are based on the same AppEx proprietary technologies, namely ZetaTCP™ transport acceleration, HyperCompression™ data deduplication, and IPEQ™ (IP End to End QoS) traffic management.

## Global OEM Partners and Resellers

AppEx works with the following key strategic OEM partners and resellers to address a much broader market than its own sales workforce can cover. Leveraging these partners' global distribution channels and support work forces, AppEx SD-WAN and WAN optimization products have been widely deployed worldwide.



### OpenWave Mobility

OpenWave Mobility (OWM) is the key OEM partner of AppEx in mobile network optimization market sector. Working with OWM's global workforce, AppEx has been serving many global mobile operators with its flagship ZetaTCP technology and LotServer software. Global mobile operators benefiting from AppEx mobile acceleration solution via OWM include the following brand names.



### Veritas Technologies

Veritas technology is a major global network storage vendor. To allow its customers, especially those multi-national corporations, to transmit data more efficiently among their headquarters, branches, data centers, and private/public clouds, Veritas bundled AppEx ZetaTCP technology and LotServer software into its major product lines including NetBackup appliances, virtual appliances, and Velocity. Since the release of the bundled products in year 2014, AppEx acceleration technology has been widely used by thousands of enterprises globally, including the following brand names.





## China Mobile International

China Mobile International (CMI) is the key distributor of AppEx CloudWAN service in global market. AppEx not only uses CMI's global high quality private lines in CloudWAN network, but also work closely with CMI to serve multinational corporations to meet their demands on global data communication and application acceleration.



## Microsoft (China) Co LTD

Microsoft China had received complaints from global customers about the access quality of its Windows Azure Cloud service in China. After intensive product evaluations and trials, in January 2017, Microsoft China selected AppEx CloudWAN service as the only recommended solution and service to address this issue to its global customers who experience unstable quality when accessing Windows Azure cloud in China.

## Customer Success Stories

AppEx has strong technical and customer service teams that support global customer base to better utilize CloudWAN and application acceleration service to meet their network and general IT needs. The following customer success stories are through AppEx direct sales and supported projects, and represent various typical use cases of AppEx CloudWAN and network application acceleration solutions.



### Lenovo Group

Since Lenovo deployed AppEx CloudWAN in July 2016, interconnections among its China headquarter and branches have been improved significantly comparing to previous MPLS based WAN infrastructure, and the total WAN cost is reduced by 40% after the replacement. With CloudWAN, its cross-border SaaS access (like workday) has also become much faster. Motivated by its own success on adopting CloudWAN as its WAN infrastructure, Lenovo started to market and resell CloudWAN to Lenovo's global enterprise customers in January 2017.



### China Mobile

China Mobile developed Cloud based high-definition video conference platform in 2015 for its large enterprise customers, especially those multi-national corporations. But because the video traffic can only be transmitted over internet, the voice and video quality is not consistent among different locations and time frames. The quality is often degraded during internet peak hours.

To mitigate this issue, China Mobile adopted AppEx CloudWAN based on its own CNET underlying internet infrastructure. Since then, video conference quality and stability has been lifted to enterprise grade. Now more than 20,000 professional video conference devices are connected to China Mobile Cloud based video conference data centers through AppEx CloudWAN.



## Advanced Micro Devices

As an OEM partner of AppEx, AMD has bundled AppEx LotClient software in windows drivers of its major chipsets to improve the quality of popular video streaming applications like YouTube, Netflix, etc. on PC and laptop. Since the release of the first chipset product line bundled with AppEx LotClient (rebranded as AMD Quick Stream) in 2011, AMD has shipped hundreds of millions of AppEx LotClient software copies to PC market globally.

[AMD Quick Stream webpage URL](#)



## Getty Images

Getty Images (Getty) is the world top supplier of stock images for business and consumers with an archive of 80 million still images and illustrations and more than 50,000 hours of stock film footage. Its global customers download images and films from its data centers, and many downloads are time-sensitive. To provide much-needed fast downloads, Getty deployed AppEx LotWAN appliances throughout its data centers in united states in 2014. Since then, Getty's customers in more than 100 countries, especially those outside of United States, have been able to get the multimedia contents in a more timely manner.



## Virtual Radiologic

Virtual Radiologic (vRad) is a global telemedicine company and the nation's leading radiology practice. vRad partnered with AppEx to enhance the efficiency and performance of its patented global network platform. Since implementing AppEx, vRad has seen data-transfer times drop dramatically.

Here is a quotation from Patrick Williamson, vRad IT manager: "vRad installed AppEx in one day with no downtime to our network, which is in used 24/7/365 by over 2,100 hospitals, health system and radiology group facilities. Since then, we have increased file transfer speeds 24 times when caching images to our radiologists. With these kinds of speeds, we are confident in our ability to deliver high-performance teleradiology services worldwide."

## Partial Customer List

AppEx has more than 1000 direct customers (not via OEM partners) globally. A partial customer list is provided here by regions. Customers acquired by OEM partners are not on the list.

**Note:** Country column shows the country of the headquarter of the customer, but it does not necessarily represent the location of the services. In most cases AppEx service covers both domestic and global data connectivity for those customers.

### • North America and EU

AppEx headquarter in San Jose California covers businesses in North America and EU regions.

Customer	Country	Product	Contract Location
ABB Group	Switzerland	CloudWAN	Beijing
InterContinental	UK	CloudWAN	Beijing
Level 3 Communications	USA	Network Analysis Service	Silicon Valley
AMD	USA	LotClient	Silicon Valley
Virtual Radiologic	USA	LotWAN	Silicon Valley
Getty Images	USA	LotWAN	Silicon Valley
Marriot	USA	CloudWAN	Beijing
Sheraton	USA	CloudWAN	Beijing
ReSource Pro	USA	LotWAN	Silicon Valley
Hilton	USA	CloudWAN	Beijing
Cache Networks	USA	LotServer	Silicon Valley
Apica Systems	USA	CloudWAN	Silicon Valley
Hypermedia System	USA	LotWAN	Silicon Valley
Subrigo International	USA	LotWAN	Silicon Valley
Globecom Systems	USA	LotServer	Silicon Valley

## • Asia Pacific

AppEx China subsidiary covers businesses in Asia Pacific.

Customer	Country	Product	Contract Location
China Mobile	China	CloudWAN & LotWAN	Beijing
Lenovo Co.,Ltd	China	CloudWAN	Beijing
Renesas	Japan	CloudWAN	Beijing
Fonterra	New Zealand	CloudWAN	Beijing
China Telecom	China	LotWAN	Beijing
Hainan Airlines	China	LotWAN	Beijing
Tencent (own Wechat)	China	LotServer	Beijing
ZTE	China	CloudWAN	Beijing
Shiseido	Japan	CloudWAN	Beijing
Infiniti	Japan	CloudWAN	Beijing
SHINHAN Financial Group	South Korea	CloudWAN	Beijing
Bank of China	China	LotWAN	Beijing
China Minsheng Bank	China	LotWAN	Beijing
China State Grid	China	LotWAN	Beijing
China Southern Power Grid	China	LotWAN	Beijing
Tsinghua University	China	LotServer	Beijing
iQIYI	China	LotServer	Beijing
China News Service	China	CloudWAN	Beijing
China Cache	China	LotServer	Beijing
CFLD (a top real estate developer in China)	China	CloudWAN	Beijing
<u>NetEase</u> (a top internet media & game company in China)	China	LotServer	Beijing
China Network Television (CNTV)	China	CloudWAN	Beijing
China Central Television (CCTV)	China	CloudWAN	Beijing
Star Times (a top multi-national media distributor in China)	China	CloudWAN	Beijing