# SD-WAN Solution for Global Enterprises

# 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 2007, 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.

## 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.

## 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 |
| NetEase (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 |