



Challenges in Deploying SASE in China

With applications moving into the cloud, enterprises are demanding an integrated network and security approach to connect users to applications. However, as enterprises migrate to a SASE architecture, they face challenges in routing traffic between SD-WAN branches to SSE platforms, and from the SSE platforms to SaaS. They often encounter performance issues of the underlying network, especially more pronounced in China.

In China, due to underlying network issues, very often, when SD-WAN end-user traffic hits the SSE platform, to access SaaS applications, network performance issues become a challenge and affect the adoption of the SASE framework.

CBC Tech's Strategic Partnership with Zscaler for China Premium Access

Since 2021, CBC Tech has become a Zscaler strategic partner for China, for Zscaler's China Premium Access Service, which delivers a superior user experience for Zscaler's customers in the region. CBC Tech's commitment to excellence is reflected in its suite of networking solutions designed to enable Zscaler's Zero Trust Networking feature, guaranteeing high performance and zero congestion for a seamless and secure user experience.

By collaborating with CBC Tech, Zscaler has built China Premium Access to be offered as a Network as a Service (NaaS) solution and comes in 2 flavors – China Premium Access and China Premium Access Plus.

CBC Tech

Authorized Services Partner for Deployment and Managed Services



CBC Tech Services

CBC Tech is certified as a Zscaler's Authorized Partner for Delivery Services & Managed Services and the only partner in the Greater China region, now offering deployment and managed services covering ZIA, ZPA & ZDX, along with China Premium Access.

Our team consists of more than 50 skilled Zscaler-certified Chinese-speaking professionals and will offer pre-sales consultancy, deployment and professional services as a business capability to enable enterprises to efficiently deploy and operate zero trust technologies, with local Chinese support if required.

► Deployment Services

- Essential Package: up to 1000 users
- Advanced Package: more than 1000 users

We provide planning, initial and advanced deployment and different types of customer engagements depending on the scope.

Key scopes include:

- Architecture and design planning
- Traffic forwarding, user authentication, policy recommendations and pilot
- SSL enablement, production support



► Managed Services

Fully Managed

We provide feature consultations, policy consultations and management for enterprises who may have different management model preferences. Co-managed models can be light-touch or heavy-touch too.

Co-managed

For all managed service models, CBC Tech will provide 1st tier support from CBC Tech based in China with local Chinese and English language support.



CBC Tech

Authorized Services Partner for Deployment and Managed Services



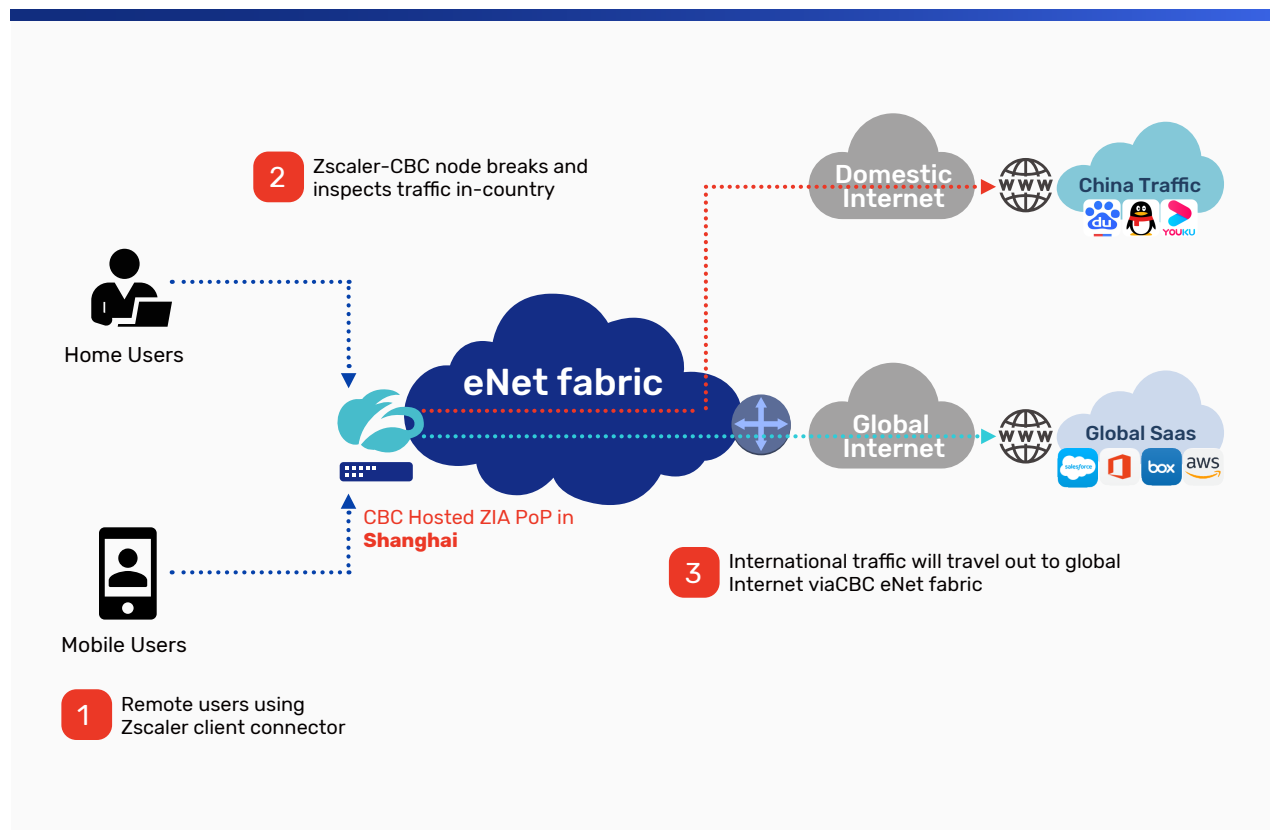
Professional Services

Fit for customized and typically large-scale projects, CBC Tech can carve out specific scopes for the enterprise. This can be for prospect and existing Zscaler Customers who wish to have local support in China.

Customers who are managed by CBC Tech will receive 1st tier support from CBC Tech based in China with local Chinese language support.

Zero Trust China Connect

Target road warriors whether they are based in China or traveling in China from overseas, to achieve better connectivity to global Internet and SaaS applications. Each user is given a Zscaler Client Connector (ZCC) which will connect to a Zero Trust exchange PoP hosted in CBC Tech premise before optimizing international traffic via CBC congestion-free international gateway to Hong Kong.



CBC Tech

Authorized Services Partner for Deployment
and Managed Services



Why CBC Tech

- Our network infrastructure, eNet fabric, is a cloud-native platform built on our high-performance IP backbone well-peered with all incumbent service providers in China and low latency to global SaaS and public clouds.
- Fully licensed to provide compliant solutions to deploy SD-WAN and SASE in China.
- 200+ Zscaler certifications held by Chinese-speaking sales and technical personnel.
- Strong ecosystem of technology partners in next-generation networking, security, and cloud networking space.
- Our experience and track record in helping large enterprises design, build, and deploy their next-generation networks in China.

About CBC Tech

CBC Tech is a next-gen Network-as-a-Service (NaaS) provider, enabling SD-WAN, SASE, and cloud networks to Fortune 500 enterprises. Its global eNet fabric coverage spans across 80 cities in China and internationally.

CBC Tech network infrastructure eNet fabric, underpinned by a high-performance IP backbone, ensures seamless connectivity and congestion-free access to global SaaS and public cloud services. Strengthened by a robust ecosystem of partners specializing in next-gen networking, security, and cloud, CBC Tech leverages its extensive experience and proven track record to guide large enterprises in crafting and implementing their networks in China. As a fully licensed provider, CBC Tech is committed to delivering compliant solutions for SD-WAN and SASE deployments.

Trust CBC Tech for innovative, reliable, and compliant solutions tailored to your unique requirements.



Beijing | Shanghai | Suzhou | Guangzhou | Shenzhen | Hong Kong | Singapore

 marketing@cbctech.com

 www.cbctech.com