

# Pacific Internet enters S. China IP market

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Singapore's Pacific Internet has struck a marketing deal in China for its Internet Protocol communications products.

The independent communications provider will team with Zhong Ren Telecom in a joint venture that will expand Pacific Internet's reach to the business centers in southern China.

Pacific Internet is the largest telco-independent IP communications provider in the Asia-Pacific region and will retain half interest in the joint venture through its Hong Kong subsidiary. The company provides services in seven countries, including India and Australia.

Zhong Ren has only been around for a couple of years but has a sales force on the ground in southern China.

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