

65%+ Gross Margins + Increase Interconnection Revenue... How?

Capitalize on two things already in place: Layer 2 services + enterprise customers who need hybrid multi-cloud solutions

71%

of enterprises are investing heavily in hybrid, multi-cloud initiatives

Source: Forbes

Data Centers, Telcos & MSPs need their own Multi Hybrid Cloud Solution because...

PRICING

Providers continue to slash network & colo pricing to compete & need new revenue streams

PARTNERSHIP

Hybrid multi-cloud is the main architecture of digital transformation initiatives. Enterprises need partners, not just suppliers

CAPITALIZE ON INVESTMENTS

Providers have made heavy infrastructure investments - especially Layer 2; now is the opportunity to capitalize on those

OWN THE CUSTOMER

If you leverage Layer 2 fabric partners, they own the customer. How do you scale revenue? Keep the partnership but now own the customer

DIFFERENTIATION

Everyone has a Layer 2 SDN solution. Service providers need additional functionality for differentiation

CUSTOMER EXPERIENCE

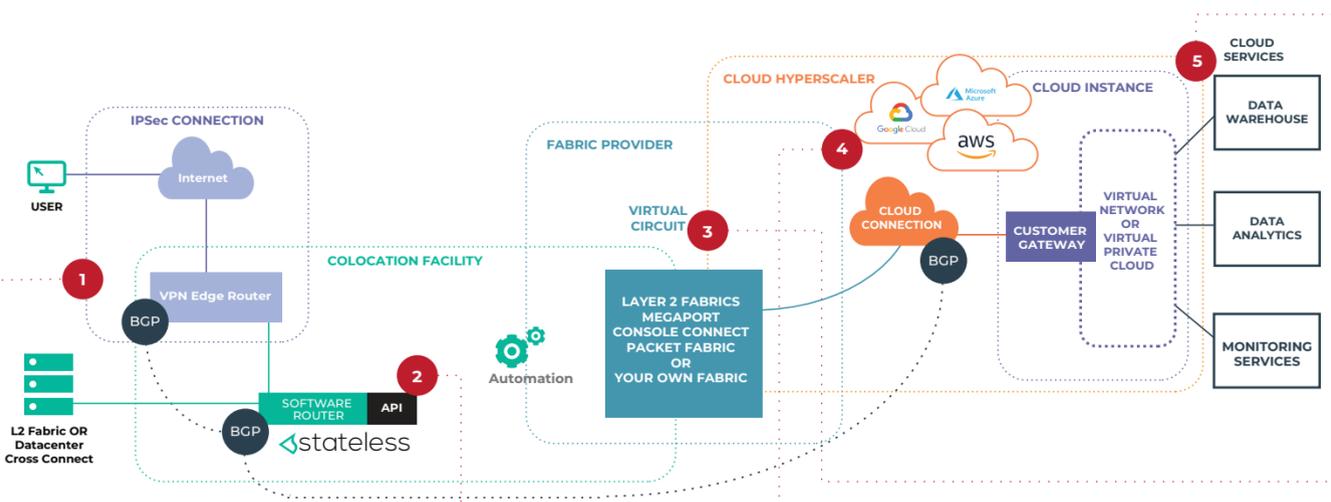
Minimize BGP errors by offering an end-to-end automated experience that does the BGP for your customers

stateless Cloud Connect Service (CCS)

Connect to cloud instances in minutes, not weeks to months

The Stateless Cloud Connect Service automates over 30 labor intensive networking and implementation steps, including BGP peering, cloud gateway setup, and L2 transport

Layer 2 Transport + Automated IP Services for a Seamless End-to-End User Experience



1 Let the customer ingress their way

Your customers can ingress into our solution via IPsec tunnels, a Layer 2 Fabric provider, or a cross connect. Being able to traverse a private connection to the cloud picks up where SD-WAN drops off in providing a secure and cost-effective solution.

The Cloud Connect Service enables end-to-end seamless connectivity. Plus, when we integrate with your portal, your customers can go from cross connect to cloud connectivity in a matter of minutes.

Click or scan for the CCS demo video



2 Powered by Stateless Software Router

The patented API-first, light-weight, microservices-based software router is inherently highly available and resource efficient. Many cloud connectivity solutions use legacy infrastructure, making it very expensive to operate but even more difficult to scale.

The Stateless Software Router can enable our VNF as a service solution (Routing, IPsec, NAT, Firewall) and because it's software, it can enable additional services on top of it to meet your evolving use cases (i.e. data center to data center, cage to cage, etc.).

Curious about VNF as a Service and how CCS is powered? Check out our Stateless Software Router!



3 Use your SDN fabric or be multi-fabric plus multi-cloud

We don't replace your Layer 2 solution or partners. We are the orchestration on top.

The Stateless Cloud Connect Service can integrate with your current API enabled SDN fabric or we can bring our current integrated fabrics.

Why stick to just one? Utilize all of them to enable extraordinary connectivity for your customers. We are currently integrated with Console Connect, PacketFabric, Megaport, AWS, and Azure (GCP and Oracle coming online soon).

4 Stop leaving manual configuration to your customers

When your customers want to connect to their cloud, current solutions drop them off at the cloud's doorstep. There is still manual configuration required to get into their cloud resources which becomes even more complicated when trying to access different clouds, each with their own environments and protocols.

Furthermore, BGP still needs to be configured, but the Cloud Connect Service now does that. No more BGP troubleshooting.

5 65%+ gross margins with no code, turn-key, end-to-end software

Physical interconnection revenue will continue to slow, while virtual interconnection revenue is primed to grow. But, because the Stateless Cloud Connect Service is software, service providers have the opportunity to realize at least 65% gross margins - very different from the 25% - 35% gross margins typically seen from selling colo services.

But revenue innovation doesn't stop here. Ask us about enabling automation all the way to your customers' cloud applications.