stateless

What are you doing to take advantage of the Hybrid Multi Cloud opportunity to drive additional revenue?

71%
PERCENTAGE OF ENTERPRISES INVESTING HEAVILY IN HYBRID MULTI CLOUD INTIATIVES.

*Source: Forbes

Why do Data Centers, Telcos, and MSPs need their own Multi Hybrid Cloud Solution?

Providers continue to slash network and colo pricing in order to compete with each other - continuing to decrease revenues. They need new revenue streams.

Hybrid Multi Cloud is the main architecture of digital transformation intitiatives. Enterprises need partners not just suppliers during this transition.

Providers have made heavy infrastructure investments, especially in Layer 2, and have an oppotunity to capitalize on that investment, but may not realize it.

If you leverage Layer 2 fabric partners, they own the customer. How do you plan to scale revenue? Keep the partnership but now own the customer.
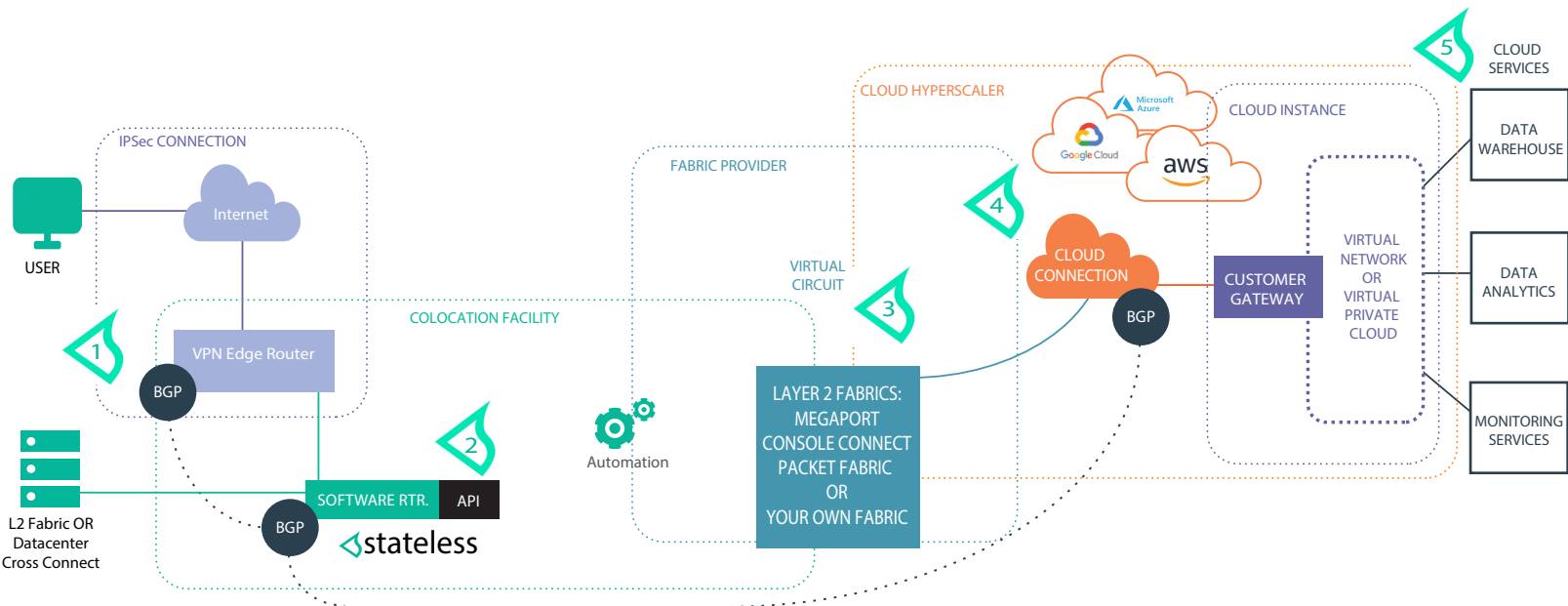
As nearly everyone has a Layer 2 SDN solution, service providers need additional functionality to differentiate them from their competition.

Minimize BGP errors by offering an end to end automated experience that does the BGP for your customers.
Now, that's a differentiated service!

THE STATELESS CLOUD CONNECT SERVICE (CCS)

The Cloud Connect Service automates over 30 labor intensive networking and implementation steps, including BGP peering, cloud gateway setup, and L2 transport to connect to cloud instances in minutes, not weeks to months.

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

USER

IPSec CONNECTION

Internet

COLOCATION FACILITY

VPN Edge Router

1 BGP

L2 Fabric OR Datacenter Cross Connect

2 SOFTWARE RTR. API

BGP

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Automation

FABRIC PROVIDER

VIRTUAL CIRCUIT

3 LAYER 2 FABRICS: MEGAPORT CONSOLE CONNECT PACKET FABRIC OR YOUR OWN FABRIC

CLOUD HYPERSCALER

Microsoft Azure
Google Cloud
aws

CLOUD INSTANCE

4 CLOUD CONNECTION

BGP

CUSTOMER GATEWAY

VIRTUAL NETWORK OR VIRTUAL PRIVATE CLOUD

5 CLOUD SERVICES

DATA WAREHOUSE

DATA ANALYTICS

MONITORING SERVICES

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.

2

Powered by the Stateless Software Router.

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

Furthermore, the Stateless Software Router can enable our VNF as a service solution (Routing, IPSec, NAT, Firewall) and because it's software we 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.).

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 extrodinary connectivity for your customers. We are currently integrated with Console Connect, PacketFabric, and Megaport and AWS and Azure with 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. This 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.

Physcial 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 they typically see in selling colo services.

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

Click or Scan for our Cloud Connect Service (CCS) demo video!

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

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