

Sales Battlecard: Dedicated Internet Access



Who's a Target

Network Managers & Execs looking to improve routing performance, add provider diversity, improve reliability and scale up capacity. We have the scale and guaranteed performance they need.

Procurement Managers aiming to achieve cost savings, maximize use of budget resources and consolidate multiple providers. We'll align with those strategic considerations with our full portfolio of services and competitive pricing.

Enterprises that need an efficient, secure Internet service with strong SLAs to support market expansion and growth. We'll provide the service they need globally.



Feature Summary

- Ethernet port capacity from 100Mbps to 100Gbps
- IPv4 & IPv6 Dual-Stack
- BGP Communities
- Null-routing and DDoS Mitigation (add-on feature)
- IP Address allocation
- Regional Aggregated Committed Data Rate (ACDR)
- Top global Tier 1 IP network
- Announce roughly 30% of the Internet route table via AS 3257
- 99.999% Core Network Availability SLA



The Competition

Global Providers: AT&T, Verizon, BT, CenturyLink/Level3, Telia. These are the big telcos who are slow, bureaucratic, expensive, poorly integrated and focused on their own footprint.

PTTs & Local Providers: NTT, TATA, Orange, Deutsche Telekom, Comcast, Telefonica, Sprint, Zayo, Telecom Italia Sparkle (TIS), Colt, T-Systems, Orange Polska, Superonline. These providers dominate and protect the last mile in their territories but generally have limited global footprint.

Low Price Leaders: Cogent, Tier 2/3 ISPs. These bargain-price companies offer poor service and weak SLAs.



Elevator Pitch

Internet service is a basic building block of ecommerce and the primary access to the cloud, and there are many choices among service providers. However, **not all IP networks are created equal**. You should be picky when choosing the network that supports your business ecosystem.

GTT's Tier 1 IP backbone is designed to perform better and more reliably while remaining affordable. Combine that with our culture of simplicity, speed and agility and **you'll get a better experience compared to choosing a traditional Big Telco or a bargain option.**



Benefits

GTT's network design is better. Our network was built in and for the cloud and has been optimized to offer clients the best available pricing and routes.

Scale

- 600+ PoPs globally
- Announce ~1/3 of internet routes
- Settlement-free peering with other top Tier 1s

Flexibility

- Flexible billing – flat, tiered, burstable, regional aggregate
- BGP communities, traffic management, security tools

Simplicity

- One standard/architecture/ASN
- Integrated Juniper platform
- Single stop for the full internet
- Full portfolio of cloud networking products

Performance

- Strong SLAs
- Better routing and more consistent service



Options and Pricing

GTT offers a variety of options that allow clients to manage their monthly spend.

Fixed-rate options:

- Full-Port
- CDR with Rate-Limit

Variable-rate options:

- CDR with Burst
- ACDR with Burst

This service includes all features outlined in the feature summary at no additional cost.

Add-ons:

- IP addresses available at a one-time charge of \$10 per usable IP
- DDoS Mitigation is available at an additional charge; rate varies based on the options selected by the client

For more information, contact the GTT Channel Team at GTTPartners@gtt.net.