

# Sales Battlecard: IP Transit



## Who's a Target

**Network Managers & Execs** looking to improve routing performance, add provider diversity, address difficult destination networks and scale up capacity. We have the scale and performance they need.

**Service Managers** looking to launch applications or distribute content. We'll align with those strategic considerations with our full portfolio of services and competitive pricing.

**Carriers** that need high-quality, single-hop connectivity to top internet destinations via a global Tier 1 network. We peer with all the top Tier 1 networks and offer an array of BGP traffic management options.



## 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, NTT. These are the big telcos who are slow, bureaucratic, expensive, poorly integrated and focused on their own footprint.

**PTTs & Local Providers:** Orange, DTAG, Telefonica, Zayo, TATA, TI Sparkle, Colt, Superonline. These providers dominate and protect the last mile in their territories but generally have limited global footprint.

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



## Elevator Pitch

Internet service is table stakes for global carriers and there are a lot of choices. However, **not all IP networks are created equal**. You should be picky when choosing the network that empowers your services model.

**GTT's Tier 1 IP backbone is engineered to offer unmatched access to the global Internet while remaining affordable.** With massive scale and extensive peering with all major Tier 1s, GTT consistently ranks among the top global ISPs and offers a high-performance on-ramp to the Internet. Overall, **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](mailto:GTTPartners@gtt.net).