

# Sales Battlecard: Cloud Connect

## Who's a Target

**Network Managers** responsible for application performance and user experience. You'll help them ensure the security of data, workloads and apps moving to the cloud.

**Network Executives** who must maintain performance and availability of business-critical applications and data without blowing the budget. You can provide the cloud connectivity options they need.

**Organizations** in the retail, financial, manufacturing, healthcare, media, entertainment and public sectors. They are hosting more workloads in the cloud, and they need to access a variety of CSPs. GTT has the reach and the partnerships they need.

## Feature Summary

- Direct connections to key global CSPs, including Azure, AWS, Google and IBM
  - Access to multiple other CSPs (see CSP matrix for details)
- Redundant 10G interconnects at multiple locations worldwide
- Public and private peering support
- Connectivity from 50 Mbps–10 Gbps
- End-to-end performance SLAs for latency and packet delivery

## Benefits

- More predictable application performance
- Reduced cost of cloud provider networking (e.g., egress charges)
- Local cloud connectivity offers local compliance and better performance
- Private network options reduce the inherent risks of cloud adoption
- Access to experts who will identify the optimal, secure private connectivity solution to meet requirements
- Dynamic, scalable bandwidth to the cloud for fluctuating workloads as part of a global SD-WAN solution

## Elevator Pitch

With cloud adoption continuing to grow, **cloud applications are part of every organization's enterprise IT strategy**. Organizations seek predictable performance and secure connectivity to applications and workloads in public, private and hybrid cloud environments.

GTT offers a variety of connectivity options to the top global cloud service providers. **When combined with GTT SD-WAN, GTT's Cloud Connect solutions enable clients to secure, prioritize and manage their applications in the cloud to meet their business objectives.**

## The Competition

### **Global Network Providers:**

Verizon, AT&T, CenturyLink, Tata, NTT, BT, Orange, Zayo

### **Regional Network Providers:**

Windstream, EarthLink, Colt

### **Cloud On-Ramp Providers:**

Equinix, Megaport

### **Pure-Play SD-WAN Providers:**

Aryaka, VMware

## Options and Pricing

Quote and price Cloud Connect using the following guidelines:

1. Confirm client's choice of CSP(s)
2. Choose CSP location or region
3. Select WAN service
4. Enter the connection port and speed

When quoting, note the following:

- It is possible to add Cloud Connect to the SD-WAN bundle quote as an item code. Standard bandwidth tiers: <200 Mbps, <500 Mbps, <1Gbps and <10Gbps
- An NRR charge will apply for CC setup
- Add one virtual connection per CSP but note that Azure requires redundant VCs

For more information, contact the GTT Channel Team at [GTTPartners@gtt.net](mailto:GTTPartners@gtt.net).