

REVENUE OPPORTUNITIES OF HYBRID IT

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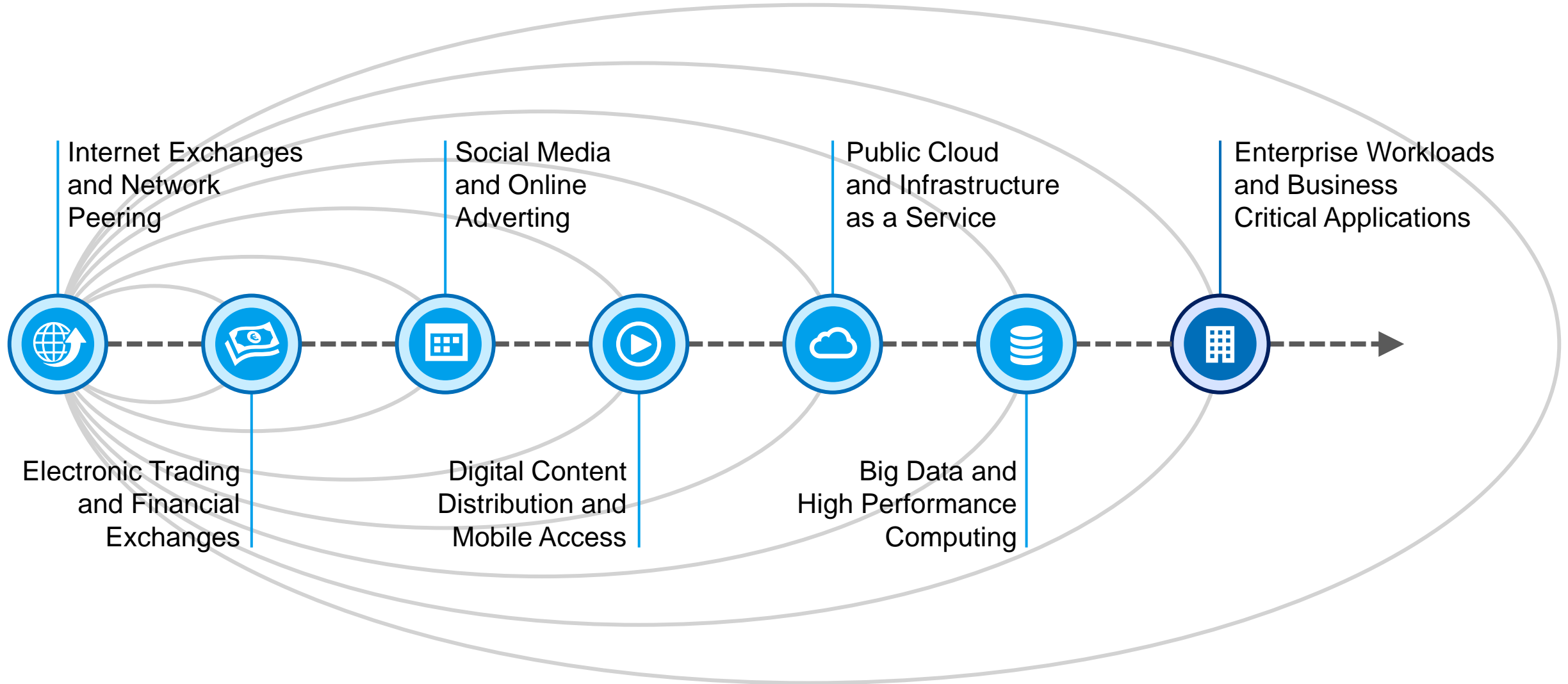
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**DATA CENTRES
WHERE YOU
NEED THEM**

TRENDS IN STRATEGIC CHOICE FOR COLOCATION



HYBRID IT IS BECOMING THE DOMINANT IT DEPLOYMENT MODE



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WHAT IS HYBRID IT?

Where IT leaders are deploying their infrastructure today, as well as where they plan to deploy it over the next 10 years.

	In-house owned	In-house Private Cloud	Colocation	Outsourced Managed Services	Outsourced Cloud
In 10 years	13%	18%	16%	19%	35%
In 5 years	13%	18%	20%	24%	25%
In 2 years	16%	22%	25%	22%	15%
In 12 months	25%	29%	22%	20%	5%
Currently	45%	20%	16%	14%	5%

Source: Global IT Trends 2014, Century Link

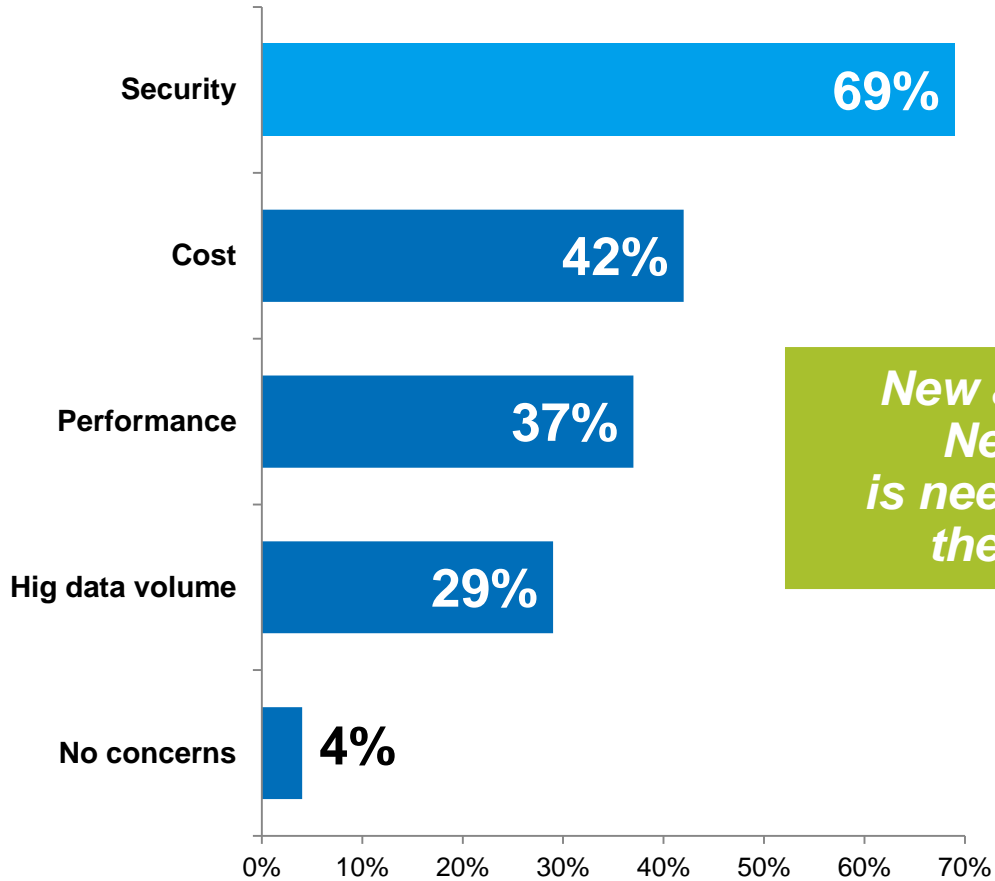
**51% WOULD CONSIDER PUTTING
MORE WORKLOADS INTO THE
CLOUD IF THEIR CONCERNS ARE
ADDRESSED**



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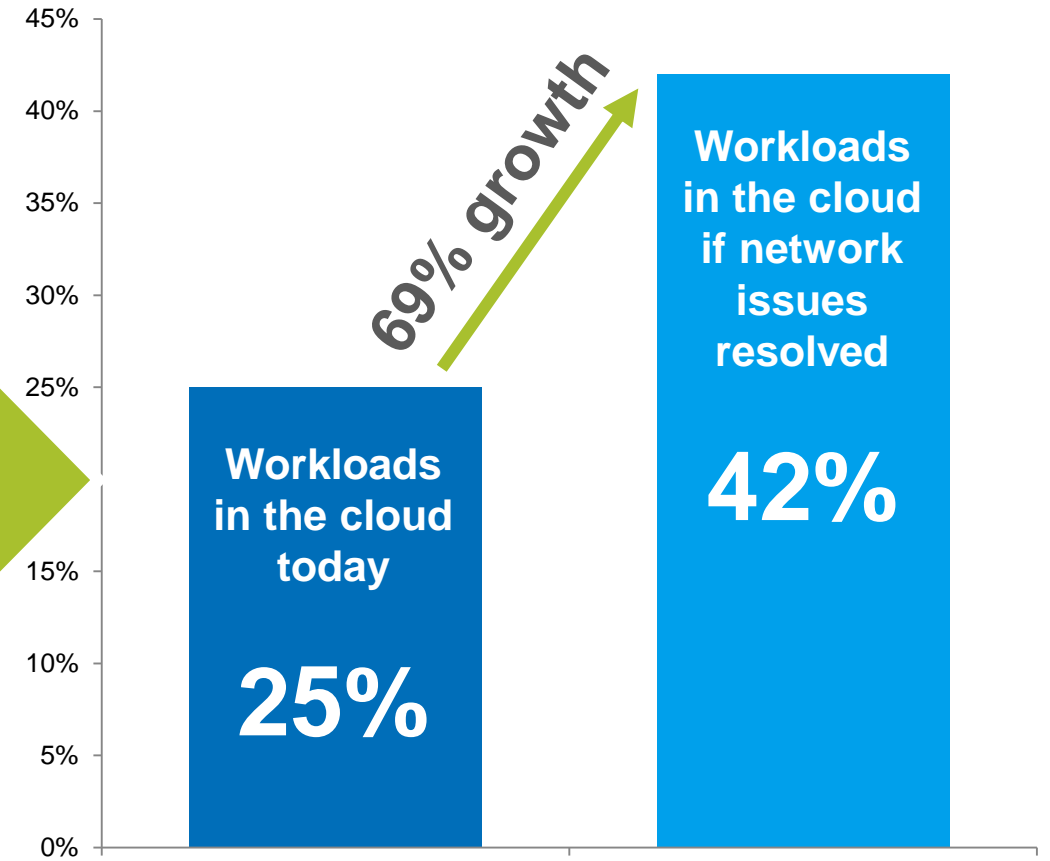
THE MARKET FOR PRIVATE CONNECTIONS

Network concerns when connecting to cloud-based applications?



New approach to Networking is needed to solve these issues

Workloads in the cloud today and if network issues could be resolved?

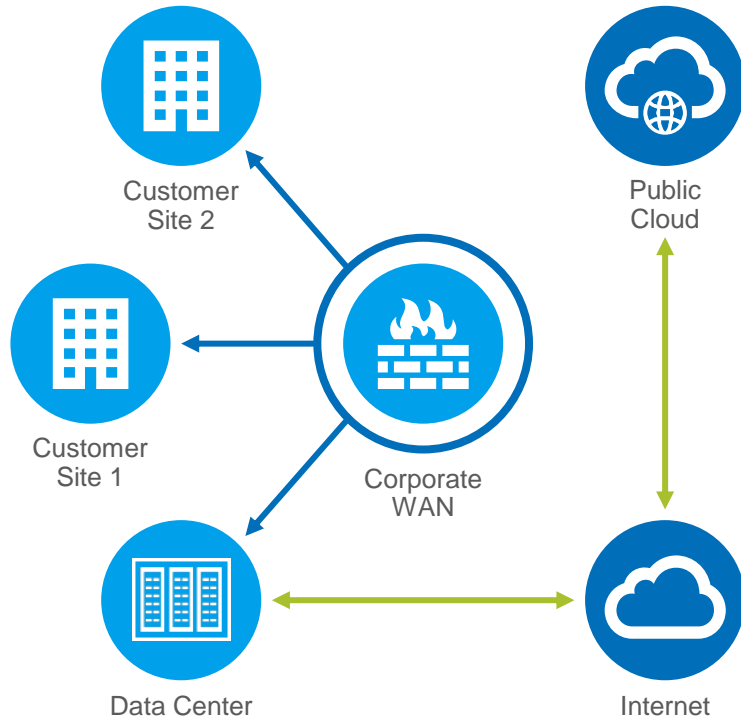


**IS THE INTERNET STILL
GOOD ENOUGH?**

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SOLVE SECURITY AND PERFORMANCE ISSUES

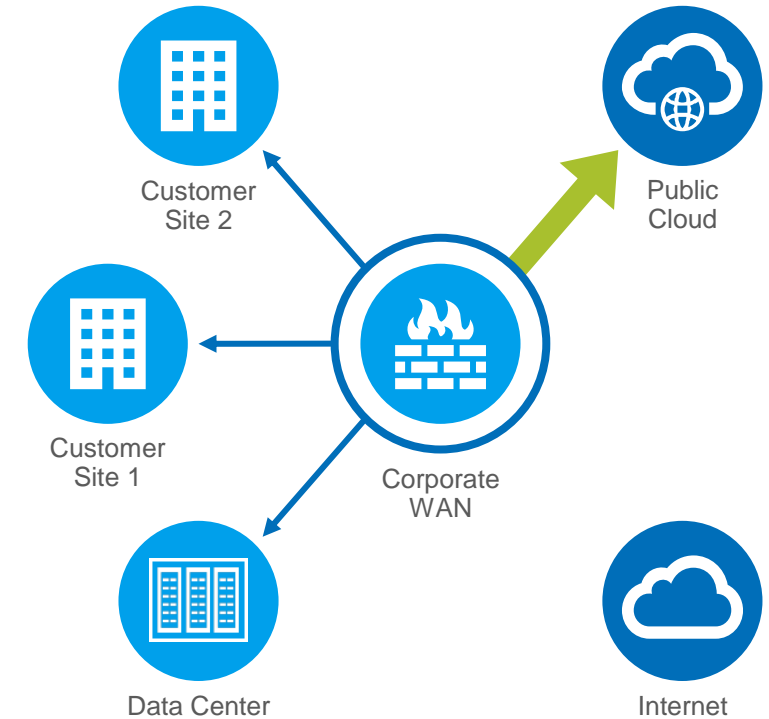
TRADITIONAL CLOUD OVER INTERNET



- Higher latency
- Data travels over the open Internet
- Bandwidth is limited



EMERGING CLOUD OVER WAN



- Avoids risks from exposure to Internet
- Avoids complexity and added costs
- Provides lower latency, higher bandwidth and greater availability

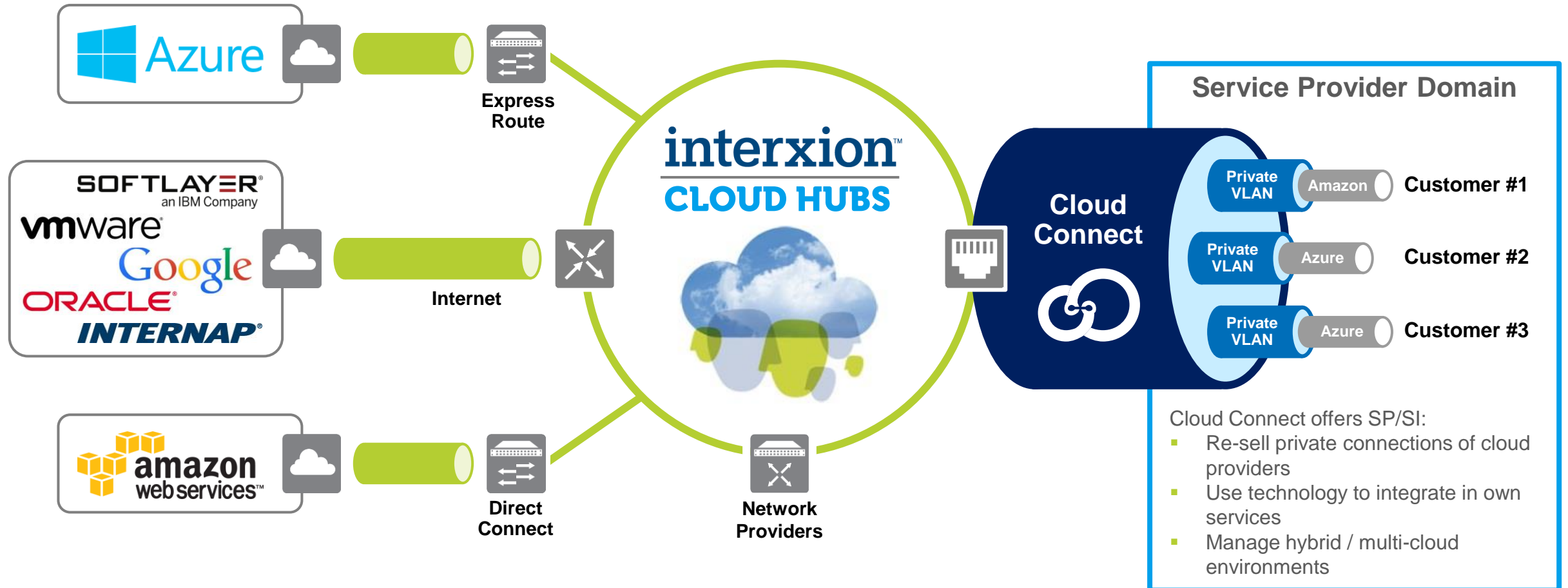
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PRIVATE CONNECTION VIA CLOUD CONNECT

CLOUD PROVIDERS

AGGREGATION POINT



THANK YOU!



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