AT&T Colocation Ecosystem

Enabling cloud transformation with enhanced connectivity

National Communications Group

Email: Sales@N-C-Group.com

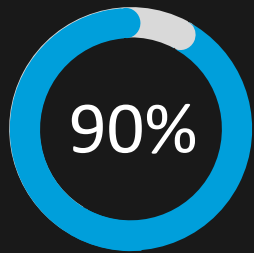AT&T Business

Edge-to-edge vision

IoT
Hotspots
Mobile
Wi-Fi
WAN Accelerator
Router
SD-WAN
Firewall
Private
Public
Hybrid

LAN

NETWORK CORE

Virtual Edge

Cloud

AT&T Business Wi-Fi
Managed LAN

AT&T FlexWare
AT&T SD-WAN Solutions
Distributed Compute

Colocation Ecosystem
Content Delivery, Box from AT&T
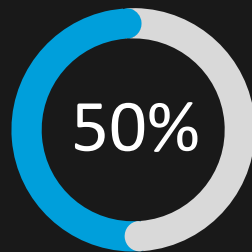Disaster Recovery
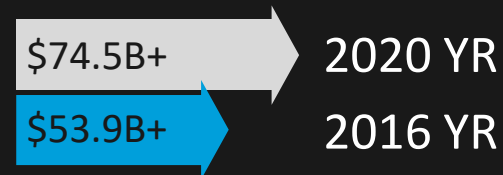
Consulting

AT&T Business
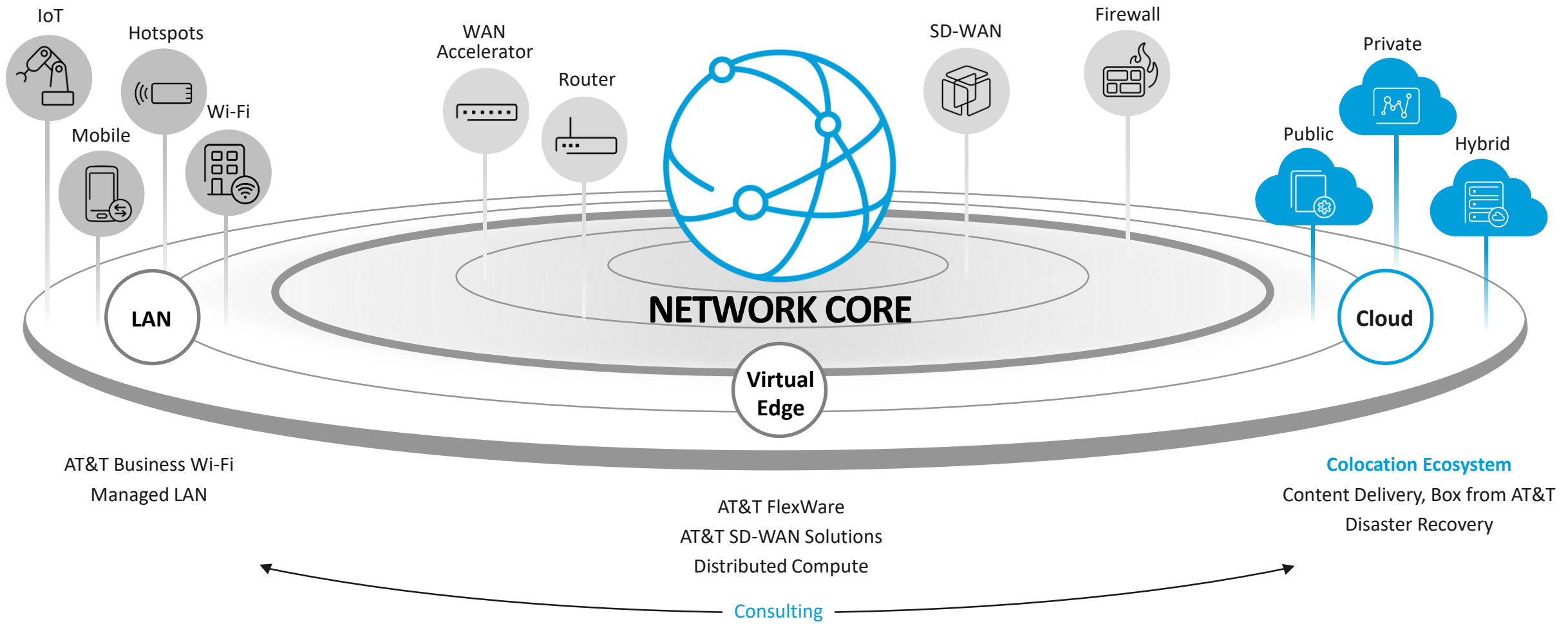
Cloud adoption continues to rise

90%

of organizations will adopt **hybrid infrastructure** management capabilities by 2020[1]

50%

of IT spend will be dedicated to **cloud infrastructure**, applications and services by 2021[2]

$74.5B+ — 2020 YR

$53.9B+ — 2016 YR

spending on **colocation services** is expected to grow from $53.9B in 2016 to $74.5B by 2020, 10%+ YoY[1]

$500B+

2x
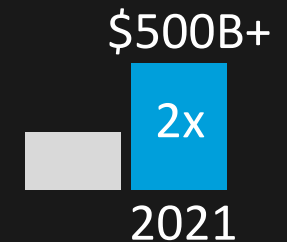
2021

spending on **cloud services and cloud-enabling hardware, software and services** will more than double by 2021[3]

1. Data Center Knowledge: Cloud Wars 2017: a Guide to Hybrid Cloud 11/28/2017
2. Rightscale: 2016 State of the Cloud Report
3. A²IM IDC, FutureScape: Worldwide IT Industry 2019 Predictions

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Cloud transformation brings challenges

Lack of expertise

Managing security requirements

Security

Multiple platforms and clouds

Complexity

Securing access to technology assets

Control

Latency-sensitive applications

Data center scalability

Connectivity options with global reach

Network scalability and reliability

4

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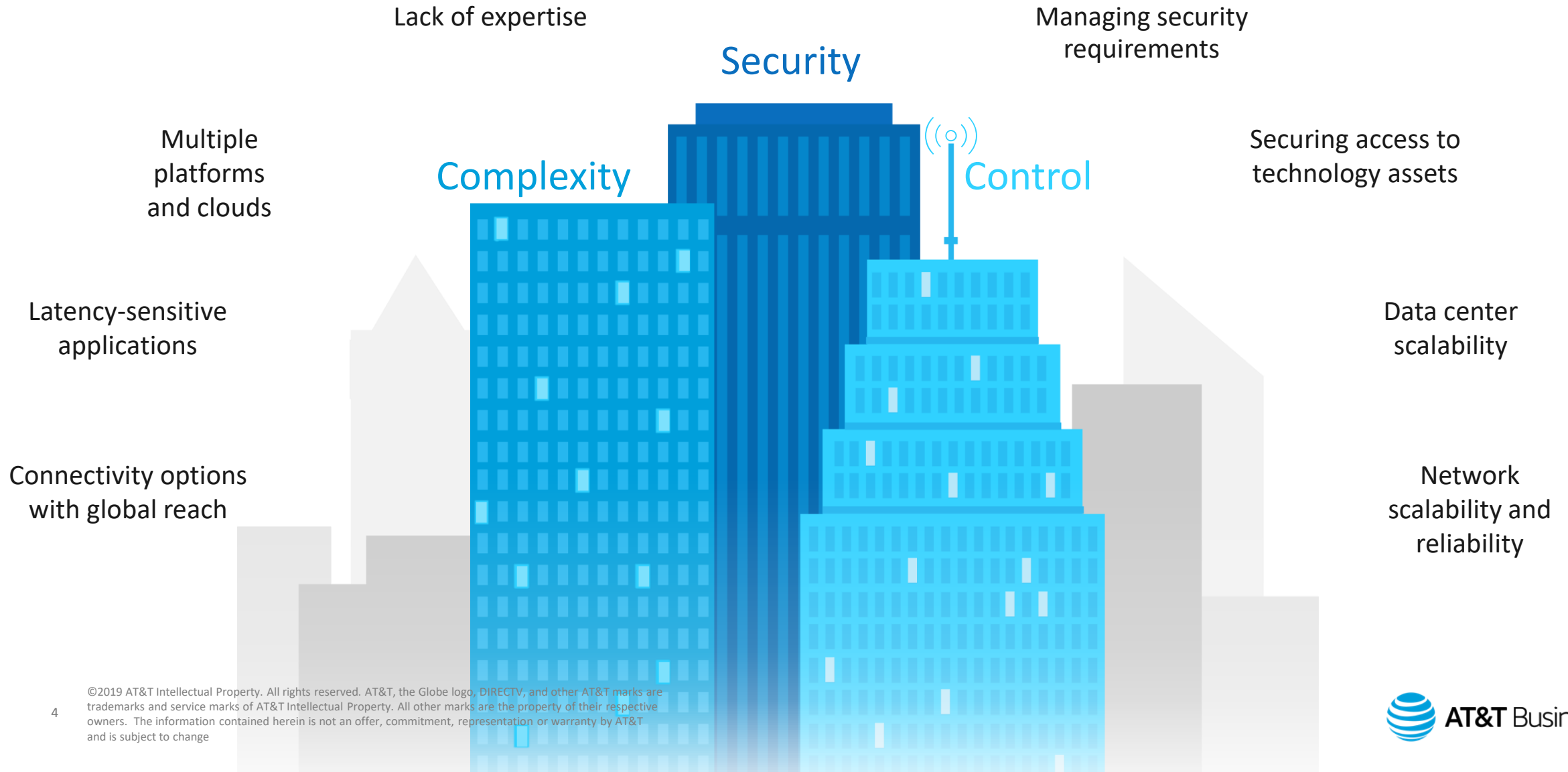
We bring the **&** to the cloud equation

Colocation Ecosystem

&

Network

Consulting
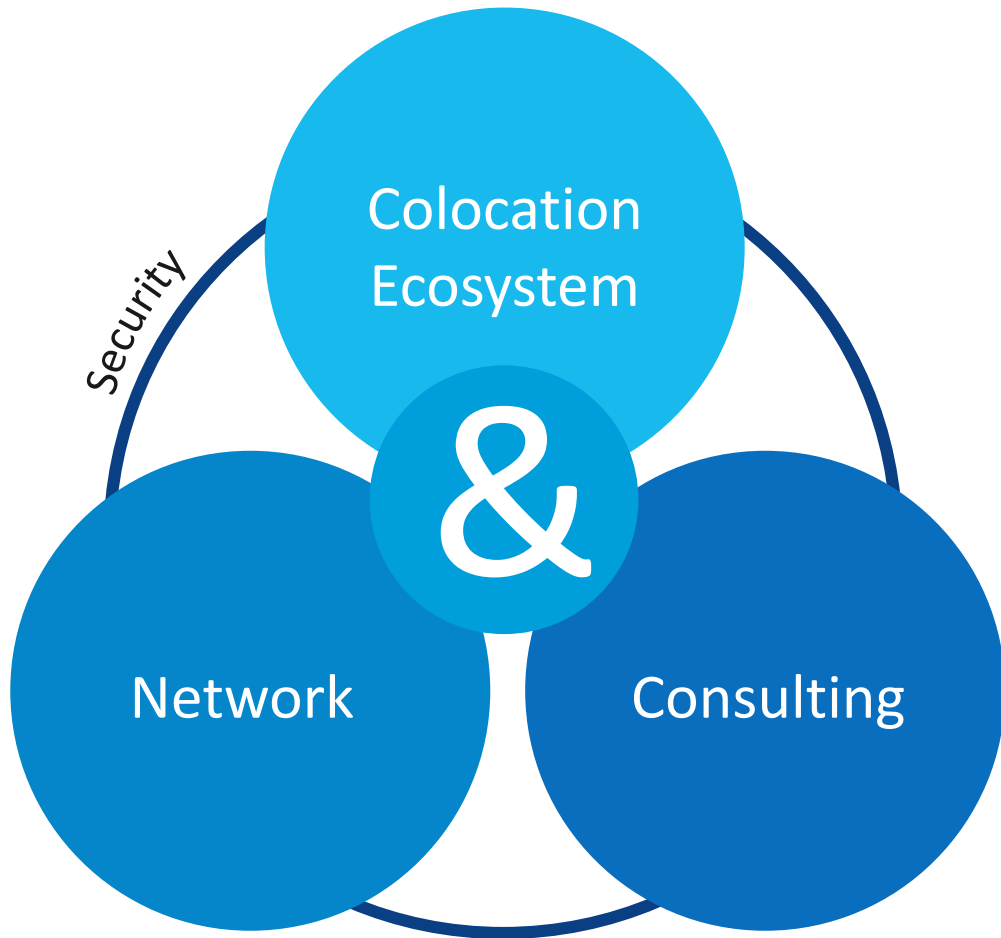
Security

Industry-leading Ecosystem

———

Enhanced Network Solutions

———

Trusted provider with comprehensive solutions

———

Global scalability & support

———

Edge-to-edge security

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The AT&T Colocation Ecosystem:

Creating unique value with world-class data centers, networking, cloud connectivity, security and the expertise to help you transform

Not just about space and power

- Strategic hub for cloud and network interconnectivity
- Key component of customer's digital transformation

Many businesses want a hybrid model

- Connectivity between public and collocated private clouds
- Agile and scalable networking
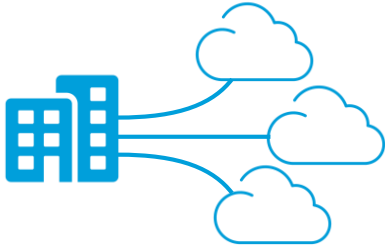
Security more vital than ever

- End points, network and cloud
- Data center access and assets

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Seamlessly connecting your enterprise to cloud...

AT&T Colocation ecosystem

On demand

Enterprise connectivity from AT&T

and virtualized

WAN TO CLOUD

CLOUD AND BUSINESS PARTNERS

CoreSite

DIGITAL REALTY

EQUINIX

evoque

QTS

UNISITI

VXCHNGE

aws

box

Google Cloud

Microsoft Azure

ORACLE

salesforce

Just to name a few...

AT&T Business
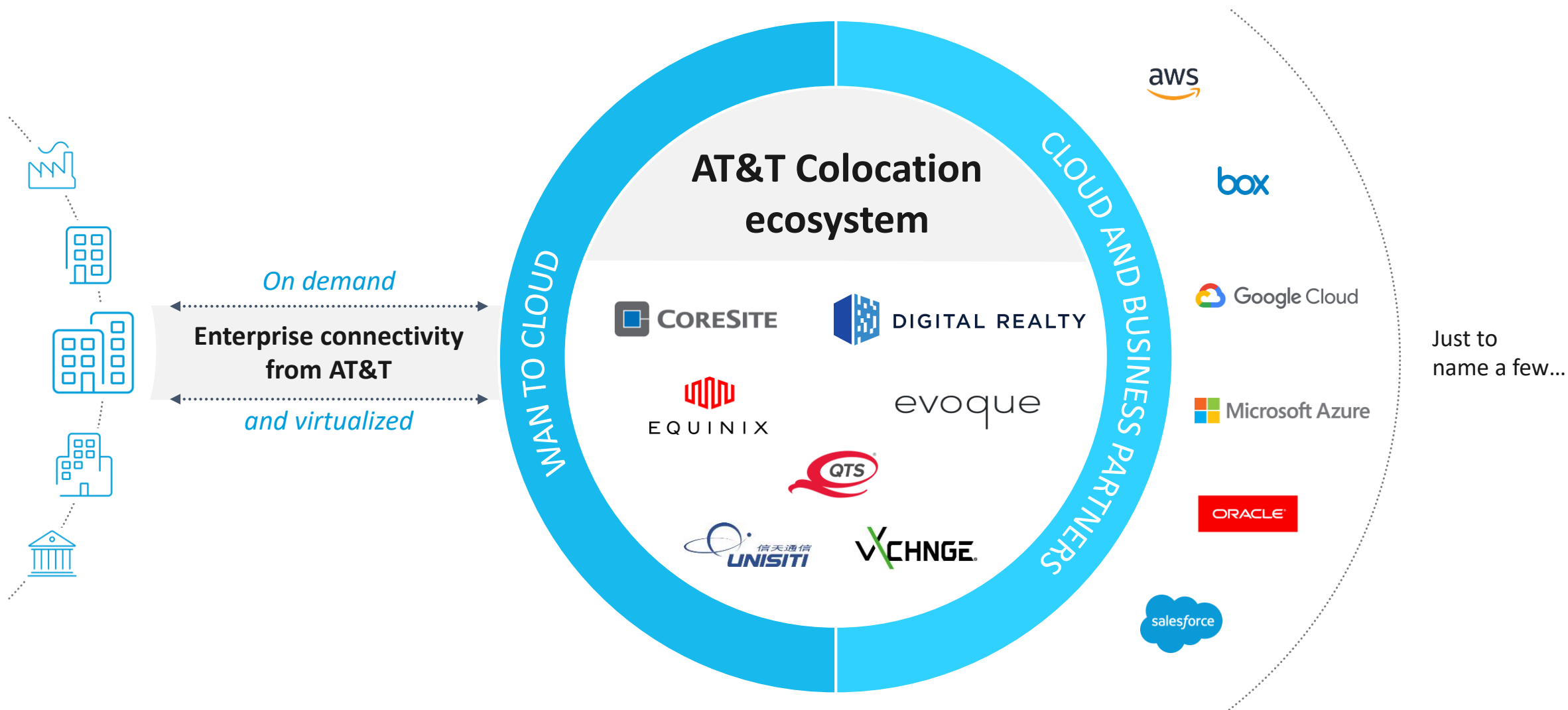
Enhanced connectivity from WAN to Cloud

High performance transport	Best-in-class virtualized platforms	Cloud-connected data centers
• Dynamically adjust bandwidth • Flexible network configurations • Simplified network management • Speed 2Mb up to 100G	• Easy to deploy and manage • Optimized intelligent routing • Highly secure cloud access	• Global ecosystem of leading providers • Robust cross connect options • Managed access and orchestration to cloud

Services

• AT&T Dedicated Ethernet • AT&T Switched Ethernet/On Demand • AT&T EPLS WAN • AT&T VPN (AVPN) • AT&T Dedicated Internet	• AT&T FlexWare • AT&T SD-WAN Network based • AT&T SD-WAN Over the Top • AT&T NetBond® for Cloud	• Cloud Appliance Zone (AT&T NetBond® for Cloud feature) • Cloud connectivity exchanges (from the Colo providers) • AT&T Managed LAN, WAN & Router services • AT&T Total Access Orchestration

Integrated Security + Solution Flexibility

Not all service capabilities listed are available in every data center or location. Check availability through your AT&T service representative.

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AT&T network-enhanced data centers*

Colocation Services by AT&T
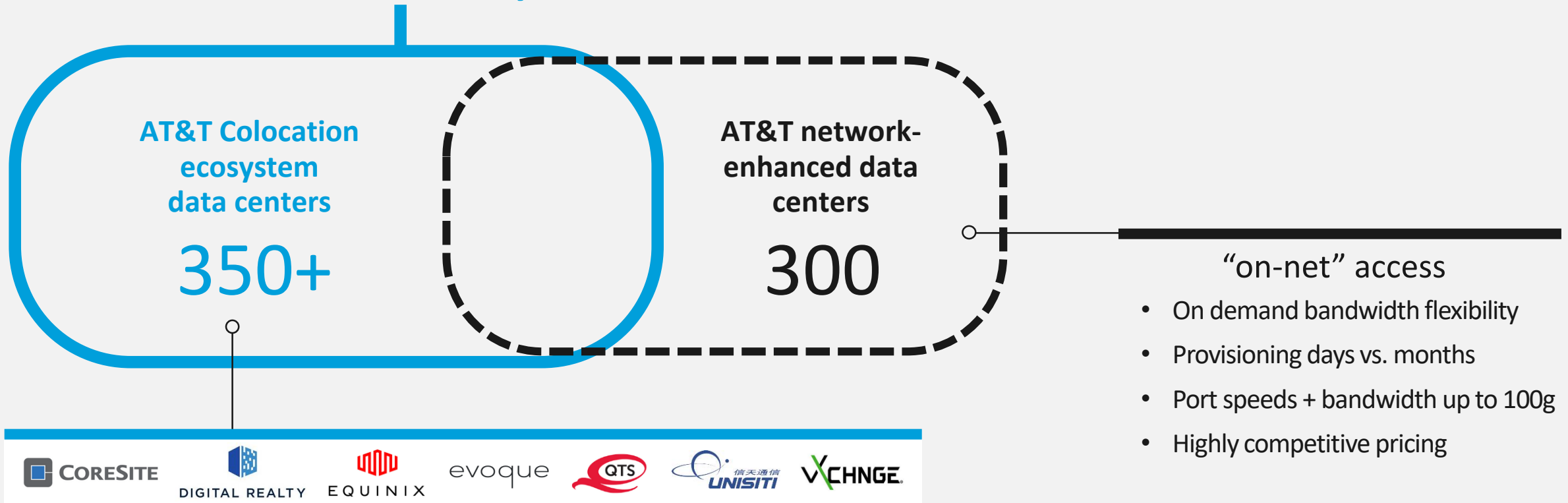
AT&T Colocation ecosystem data centers

350+

AT&T network-enhanced data centers

300

"on-net" access

- On demand bandwidth flexibility
- Provisioning days vs. months
- Port speeds + bandwidth up to 100g
- Highly competitive pricing

CORESITE

DIGITAL REALTY

EQUINIX

evoque

QTS

UNISITI 信天通信

VXCHNGE

*Signifies the data centers are enhanced by AT&T's network capabilities, not that the data centers are owned or operated by AT&T

AT&T Business

GLOBAL REACH | 350+ data centers, located in 25 countries across 5 continents

CoreSite · **DIGITAL REALTY** · **EQUINIX** · **evoque** · **QTS** · **UNISITI** · **VXCHNGE**

Canada
Toronto

United Kingdom
London
Manchester
Redditch

Dublin
Paris
Milan
Lisbon

Spain
Barcelona
Madrid
Seville

Netherlands
Amsterdam
Enschede
Zwolle

Germany
Dusseldorf
Frankfurt
Munich

Switzerland
Geneva
Zurich

Stockholm
Helsinki
Warsaw
Sofia (Bulgaria)

Istanbul
Dubai

United States
Atlanta
Austin
Boston
Chappaqua, NY
Chicago
Cleveland
Culpeper, VA
Dallas/Fort Worth
Denver
Houston
Los Angeles
Miami
Minneapolis/St. Paul
Nashville
New York City/New Jersey
Washington DC/ N. Virginia

Overland Park
Philadelphia
Phoenix
Pittsburgh
Portland
Raleigh-Durham
Richmond
Sacramento
San Diego
San Francisco
Seattle
Silicon Valley
St. Louis

South America
Bogota
Rio de Janeiro
Sao Paulo

Osaka
Tokyo
Seoul
Shanghai
Hong Kong
Singapore
Jakarta
Bangalore

Australia
Adelaide
Brisbane
Canberra
Melbourne
Perth
Sydney

● **Metros with 1 or more data centers**

10

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Your infrastructure is in good hands

Physical Security

- Highly secure physical locations
- 24x7 monitoring

Reliability

- Meet or exceed the highest industry standards
- Infrastructure redundancy (historical avg. facility availability > 99.999%)

Customizable power solutions

- Power densities up to 20KW+ per rack in most locations
- Power metering options

Certifications

- SSAE16/ISAE3402 and ISO27001 in all data centers
- PCI, HIPAA, FedRAMP and FISMA in many data centers

Convenience

- Standard contracting, services, and processes
- Designated Day 2 support specialists

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Bringing it all together – the best solution for what you need

- ✓ Strategic goals
- ✓ Geography
- ✓ Connectivity and cloud
- ✓ Space and power
- ✓ Center capacity
- ✓ Applications

CoreSite

DIGITAL REALTY

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AT&T Consulting for cloud transformation

Cloud Strategy

Develop vision and implementation plan

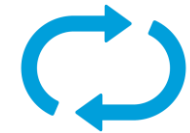**Cloud Migration**

Operationalize applications & workloads

Cloud Optimization

Legacy & next generation technologies

Business Continuity & Disaster Recovery

Program planning, refreshes, deployment

AT&T Business

By the numbers . . .

as little as
10-day
Install intervals on networking options

up to
100G
WAN and Networking options in AT&T network-enhanced data centers*

up to
10G
High-capacity Internet in select AT&T network-enhanced data centers*

300
AT&T network-enhanced data centers*, with

120
in our ecosystem

350+
Colocation ecosystem data centers in key global markets
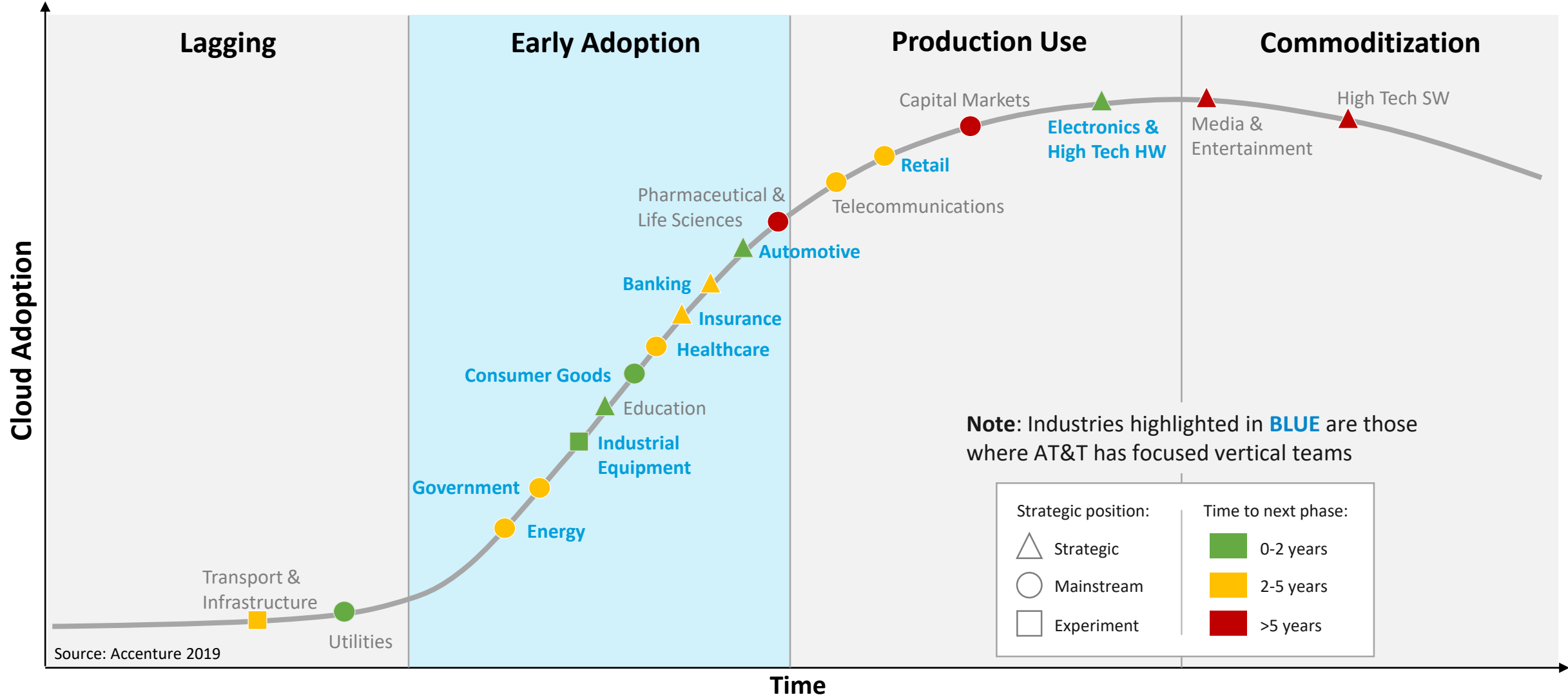
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For more information, contact your AT&T representative

[Name, Phone Number]
[URL / Email]

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Appendix

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Cloud adoption curve by industry

Lagging

Early Adoption

Production Use

Commoditization

Cloud Adoption

Time

Capital Markets

High Tech SW

Electronics & High Tech HW

Media & Entertainment

Retail

Telecommunications

Pharmaceutical & Life Sciences

Automotive

Banking

Insurance

Healthcare

Consumer Goods

Education

Industrial Equipment

Government

Energy

Transport & Infrastructure

Utilities

Note: Industries highlighted in **BLUE** are those where AT&T has focused vertical teams

Strategic position:
- △ Strategic
- ○ Mainstream
- □ Experiment

Time to next phase:
- 🟩 0-2 years
- 🟨 2-5 years
- 🟥 >5 years

Source: Accenture 2019

AT&T Business

AT&T has the largest network in North America

The world's largest communications company*

1.1M
high-speed fiber route miles globally

MPLS
198 countries
3,900+ nodes

>90B
vulnerability probes daily

3.6M
business customers in 200 countries and territories

197.1PBS
data transverse the network daily

75%
software-based by 2020

>400M
people covered by 4G LTE in North America

36M
IoT connected devices on the AT&T network

1.2M
hotspots in 198 countries

*By revenues. (Based on FY 2016 annual revenues provided by Thomson Reuters. Other companies' fiscal years may be significantly different.)

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