Interoute Introduction for ACOnet

interoute
from the ground to the cloud

Andreas Badelt, Senior Account Manager

**ENGINEERED FOR
THE AMBITIOUS**

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3. Es gibt ein Pricingmodell für alle Zonen, Rabatte bei Commit und keine fixen Packages

4. Wir sind kein Reseller. Lokales Account Management/Solutions, direkter PM-Zugriff

5. Wir nutzen Open-Source (https://github.com/Interoute)und ♥ Docker und Ranger
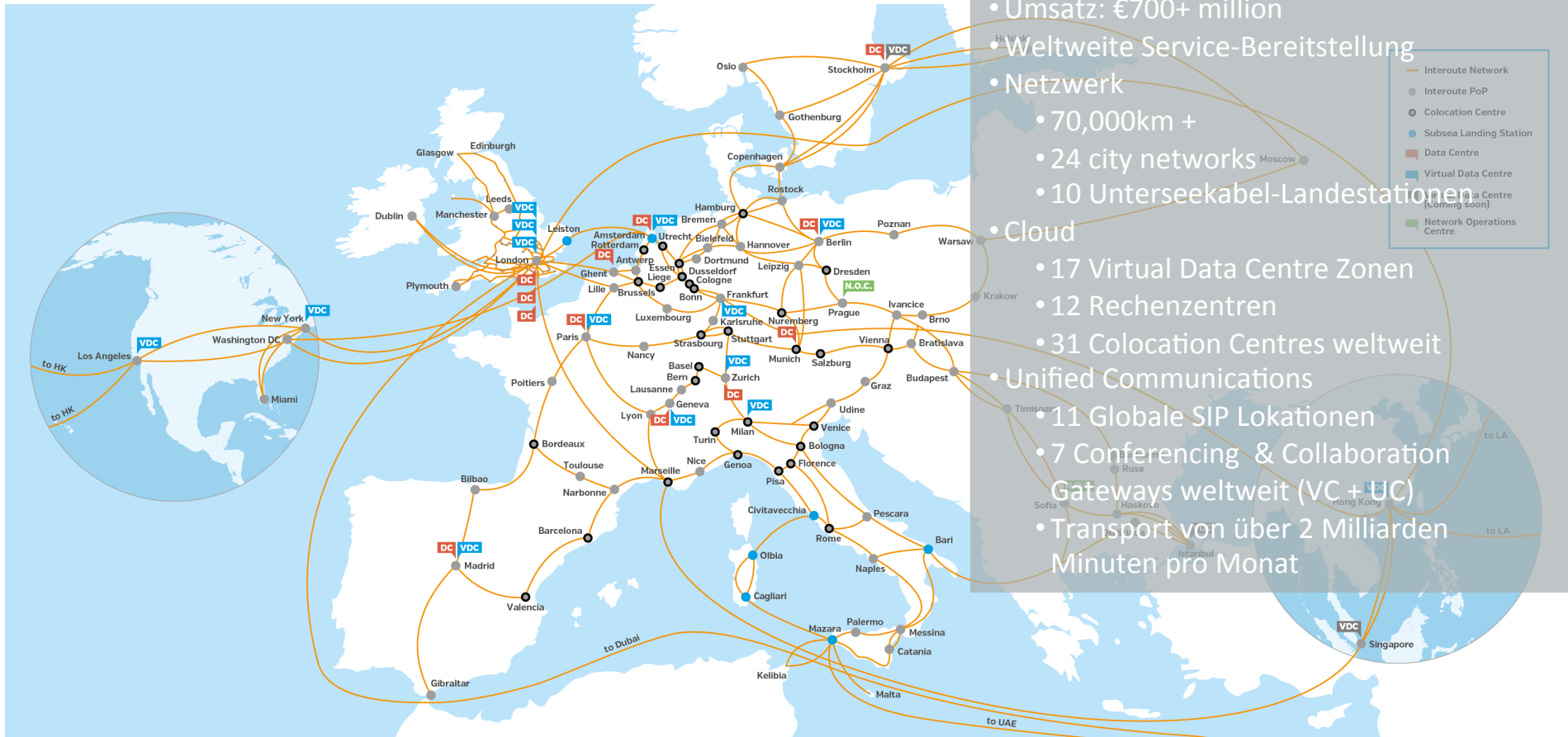
BUILT TO BE
THE CORE OF EUROPE

interoute
from the ground to the cloud

Founded in 2002
€2Bn Pan European fibre optic network
Relied on by 25 of the top 30 service
providers in the world

Sprint Vodafone BT A1 CHINA TELECOM Connecting the World at&t colt Telefónica T Deutsche Telekom

INTEROUTE HEUTE

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- Mitarbeiter: 2000+
- Umsatz: €700+ million
- Weltweite Service-Bereitstellung
- Netzwerk
  - 70,000km +
  - 24 city networks
  - 10 Unterseekabel-Landestationen
- Cloud
  - 17 Virtual Data Centre Zonen
  - 12 Rechenzentren
  - 31 Colocation Centres weltweit
- Unified Communications
  - 11 Globale SIP Lokationen
  - 7 Conferencing & Collaboration Gateways weltweit (VC + UC)
  - Transport von über 2 Milliarden Minuten pro Monat

Legend:
- Interoute Network
- Interoute PoP
- Colocation Centre
- Subsea Landing Station
- Data Centre
- Virtual Data Centre
- Data Centre (Coming soon)
- Network Operations Centre

Map labels:
Oslo, Stockholm, Gothenburg, Copenhagen, Rostock, Helsinki, Moscow, Poznan, Warsaw, Krakow, Ivancice, Brno, Prague, Dresden, Berlin, Hamburg, Bremen, Bielefeld, Hannover, Leipzig, Dortmund, Dusseldorf, Cologne, Bonn, Frankfurt, Essen, Liege, Antwerp, Rotterdam, Amsterdam, Utrecht, Ghent, Brussels, Lille, London, Leiston, Leeds, Manchester, Dublin, Edinburgh, Glasgow, Plymouth, Paris, Luxembourg, Nancy, Strasbourg, Karlsruhe, Stuttgart, Nuremberg, Munich, Salzburg, Vienna, Bratislava, Budapest, Graz, Udine, Venice, Bologna, Florence, Pisa, Basel, Bern, Zurich, Lausanne, Geneva, Lyon, Turin, Milan, Poitiers, Bordeaux, Toulouse, Nice, Genoa, Marseille, Narbonne, Bilbao, Barcelona, Madrid, Valencia, Gibraltar, Civitavecchia, Olbia, Cagliari, Rome, Pescara, Bari, Naples, Mazara, Palermo, Messina, Catania, Kelibia, Malta, Timisoara, Ruse, Sofia, Haskovo, Istanbul, Hong Kong, Singapore, New York, Washington DC, Los Angeles, Miami

to HK, to Dubai, to UAE, to LA

N.O.C.

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2014 Best Product Award
Interoute One Bridge

ComputerWeekly
European User Awards

2014 Supplier of the Year

Gartner
2016 MAGIC QUADRANT
MANAGED HYBRID CLOUD HOSTING,
EUROPE

Gartner
CRITICAL CAPABILITIES
FOR NETWORK SERVICES,
PAN EUROPEAN

FROST & SULLIVAN
2016 BEST PRACTICES AWARD
EUROPEAN CLOUD SERVICES
GROWTH EXCELLENCE LEADERSHIP AWARD

global carrier
Awards 2015
Winner
Best Pan-European
Wholesale Carrier

Gartner MQ Managed Hybrid Cloud
Hosting, Europe, June 2016

Product or Service Scores for Overall

BT Global Services	4.64
Orange Business Services	4.63
Verizon	4.58
Interoute	4.43
Colt	4.20
AT&T	3.74
Level 3 Communications	3.67
Vodafone	3.67
Telefónica	3.57
T-Systems	3.31
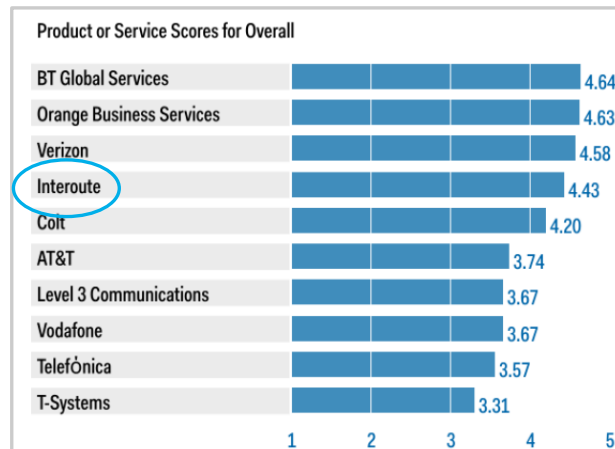
Gartner Critical Capabilities for Network
Services, Pan European, January 2016

IT EUROPA
EUROPEAN IT & SOFTWARE
EXCELLENCE AWARDS
2015 WINNER

ISO 27001
ISO 20000
PCI DSS (9&12)
ISAE 3402
SSAE 16 TYPE II
ITIL FRAMEWORK
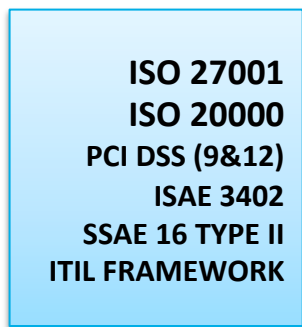
interoute

All Services from one Source!

| UNIFIED CONNECTIVITY	UNIFIED COMMUNICATION	UNIFIED COMPUTING
• MPLS IP-VPN • Ethernet VPN • Internet Access	• Hosted Skype for Business • Voice Telephony & Call-Center • Video Conferencing • Audio Conferencing • Mobile Working Solutions	• Virtual Data Center & Co-Location • Storage & Backup • Applications Management • Managed Cloud Services • Infrastructure as a Service (IaaS)

MANAGED SECURITY

PROFESSIONAL SERVICES

Interoute as a Service means **making the Cloud work for Europe**.

- The **physical network**, Europe's largest, provides **secure private connectivity to enable IaaS**.
- **Pay as you grow** becomes the norm. Computing, Applications and Data are centrally stored.
- The Portal (Interoute's Hub) becomes the **window to your IT infrastructure**.
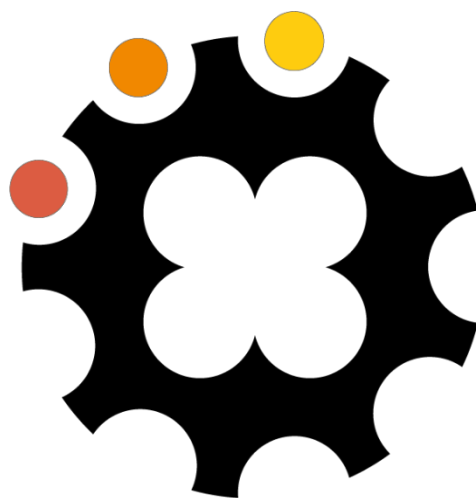
Interoute VDC

INTEROUTE VDC

Europe

Asia

- Global network of compute resources.
- Free global network.
- Providing secure backend integration at no cost.
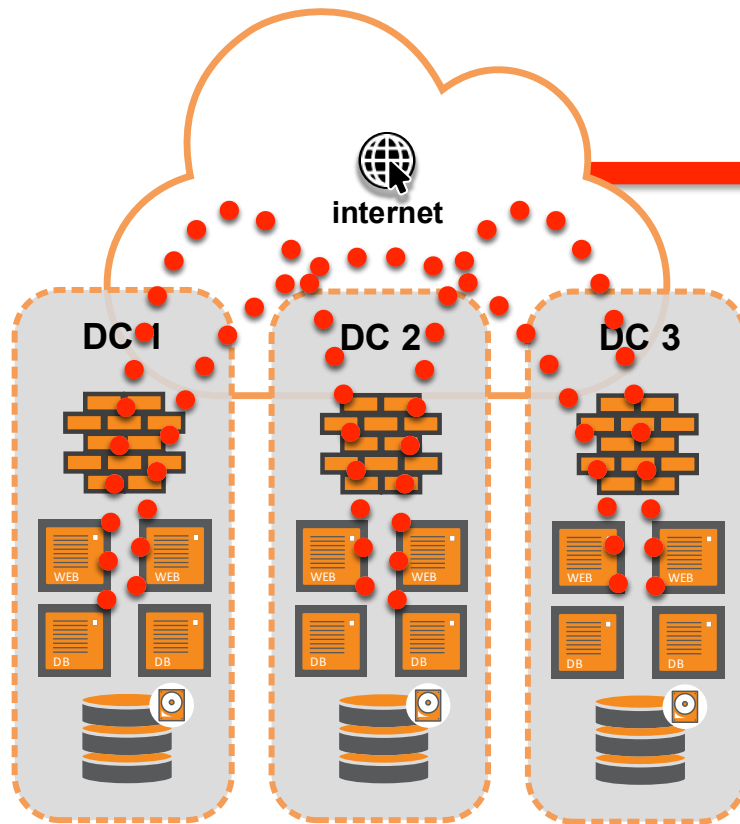- Connected to your private global backbone.
- 17 Zones across 3 continents.

Stockholm — DC

VDC
VDC
VDC

Slough
London — DC
Amsterdam
Berlin
VDC DC
Frankfurt
VDC
Vienna

New York — VD

Paris

Geneva
Milan

to HK
Los Angeles — DC

VDC
VDC

Madrid — VD

Istanbul — DC

Hong Kong — VD
to LA

to HK

to LA

Singapore — VD

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🇺🇸 Los Angeles	🇬🇧 London 1	🇩🇪 Berlin	🇨🇭 Zurich
🇺🇸 New York	🇬🇧 London 2	🇩🇪 Frankfurt	🇨🇭 Geneva
	🇬🇧 Slough	🇫🇷 Paris	🇮🇹 Milan
	🇳🇱 Amsterdam	🇹🇷 Istanbul	🇪🇸 Madrid
	🇸🇪 Stockholm		🇦🇹 Vienna (soon)

🇭🇰 Hong Kong	
🇸🇬 Singapore	

2 Zones

14 Zones

2 Zones

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internet

DC 1   DC 2   DC 3

WEB   WEB   WEB   WEB   WEB   WEB

DB   DB   DB   DB   DB   DB

A number of technologies providing an **imitation** "private" environment using a simple tunnel over the insecure, non guaranteed internet.

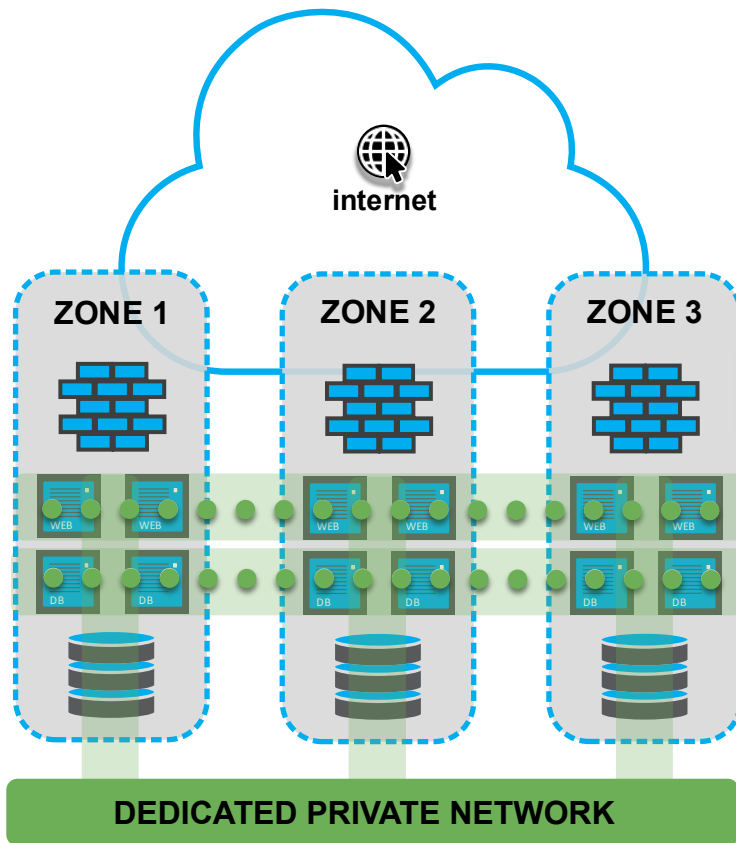Between DC's there is **no guarantee, SLA or security**.

No SLA.

No security.

No consistent user experience.

At risk security.

Routed via internet.

Secured only as well as your configuration.

PUBLIC BY DEFAULT

HOW VDC DOES CLOUD...

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internet

ZONE 1   ZONE 2   ZONE 3

WEB WEB   WEB WEB   WEB WEB
DB DB   DB DB   DB DB

DEDICATED PRIVATE NETWORK

Your server environment is **completely private**, giving you the ability to decide what is able to connect to the public Internet.

End to end SLA.
Secure, private network.
Customer defined & controlled security zones.

PRIVATE BY DEFAULT

MULTIPLE INFRASTRUCTURE OPTIONS – PROVIDING HUGE FLEXIBILITY

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Interoute Virtual Data Centre differentiates by offering a 'real' alternative to building infrastructure without compromising security, availability, speed or control.

⚙ **Virtual Data Centre**: Providing full IaaS compute resources for all general computing requirements, with no contended RAM.

⚙ **VDC Dedicated Resources:** To provide performance guarantees for larger workloads or workload isolation.

⚙ **Co-location**: For all non 'cloud ready' servers or assets that are still depreciating offering full hybrid cloud solutions.
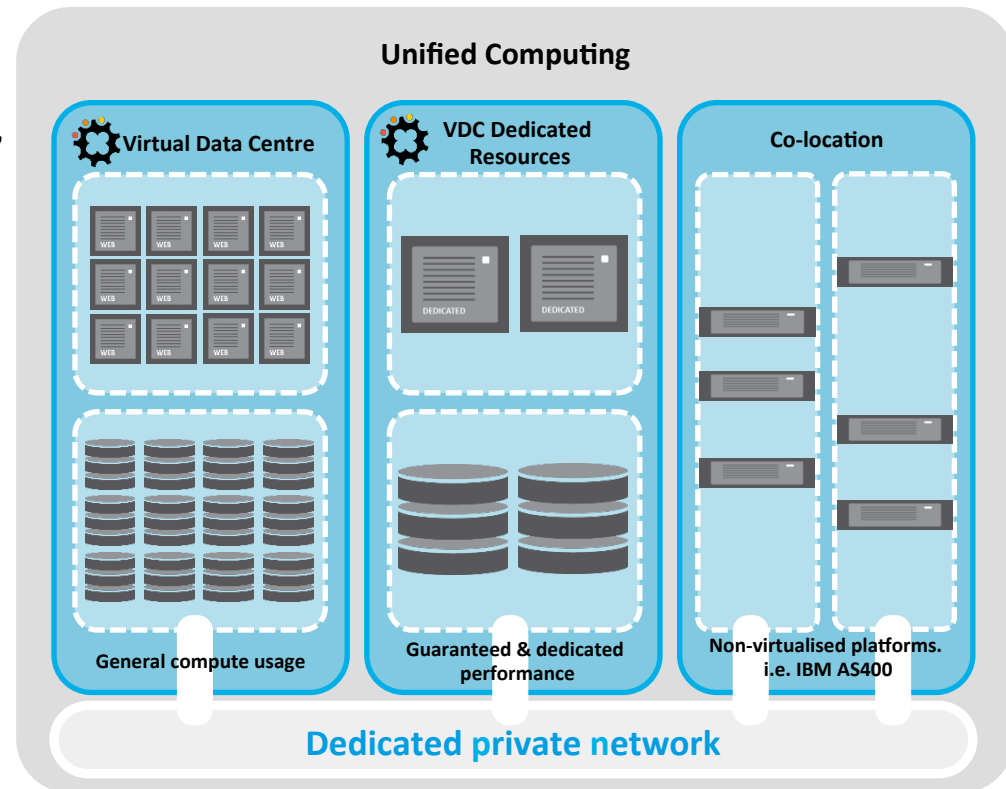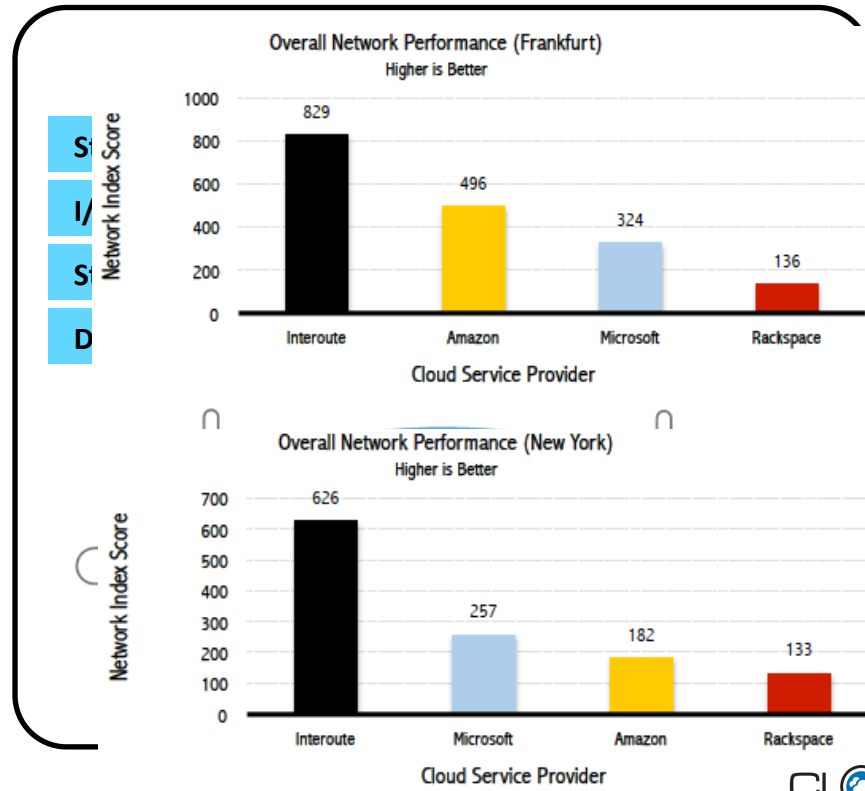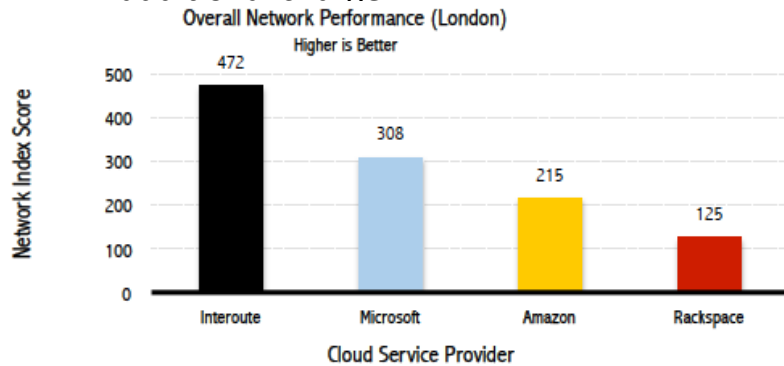
Unified Computing

⚙ Virtual Data Centre

WEB WEB WEB WEB
WEB WEB WEB WEB
WEB WEB WEB WEB

General compute usage

⚙ VDC Dedicated Resources

DEDICATED   DEDICATED

Guaranteed & dedicated performance

Co-location

Non-virtualised platforms. i.e. IBM AS400

Dedicated private network

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Virtual Data Centres by Cloud Spectator show that Interoute is typically **double the speed** than other cloud vendors. Independent tests in the most demanding environments.

Overall Network Performance (Amsterdam)
Higher is Better

additional charge.

Overall Network Performance (London)
Higher is Better

Overall Network Performance (Frankfurt)
Higher is Better

Overall Network Performance (New York)
Higher is Better

CLOUD
SPECTATOR
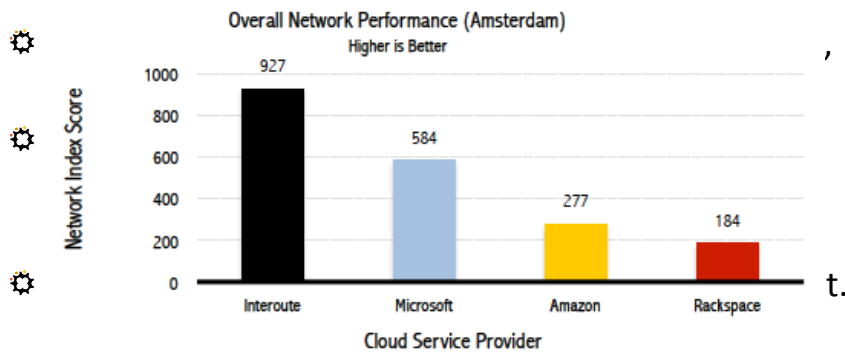
SIMPLE PRICING STRUCTURE

Total Flexibility

- ⚙ Pay only for RAM, CPU & Storage with hourly billing.
- ⚙ No fixed packages or instances – you chose the right amount of RAM & CPU per machine.
- ⚙ Charges based on total compute resource, deployable across all regions.
- ⚙ Global flat rate pricing – every zone has the same pricing.
- ⚙ No network or IOPS charges – totally predictable billing.

Competitive Pricing Structure

- ⚙ Utility (PAYG) for flexible compute requirements.
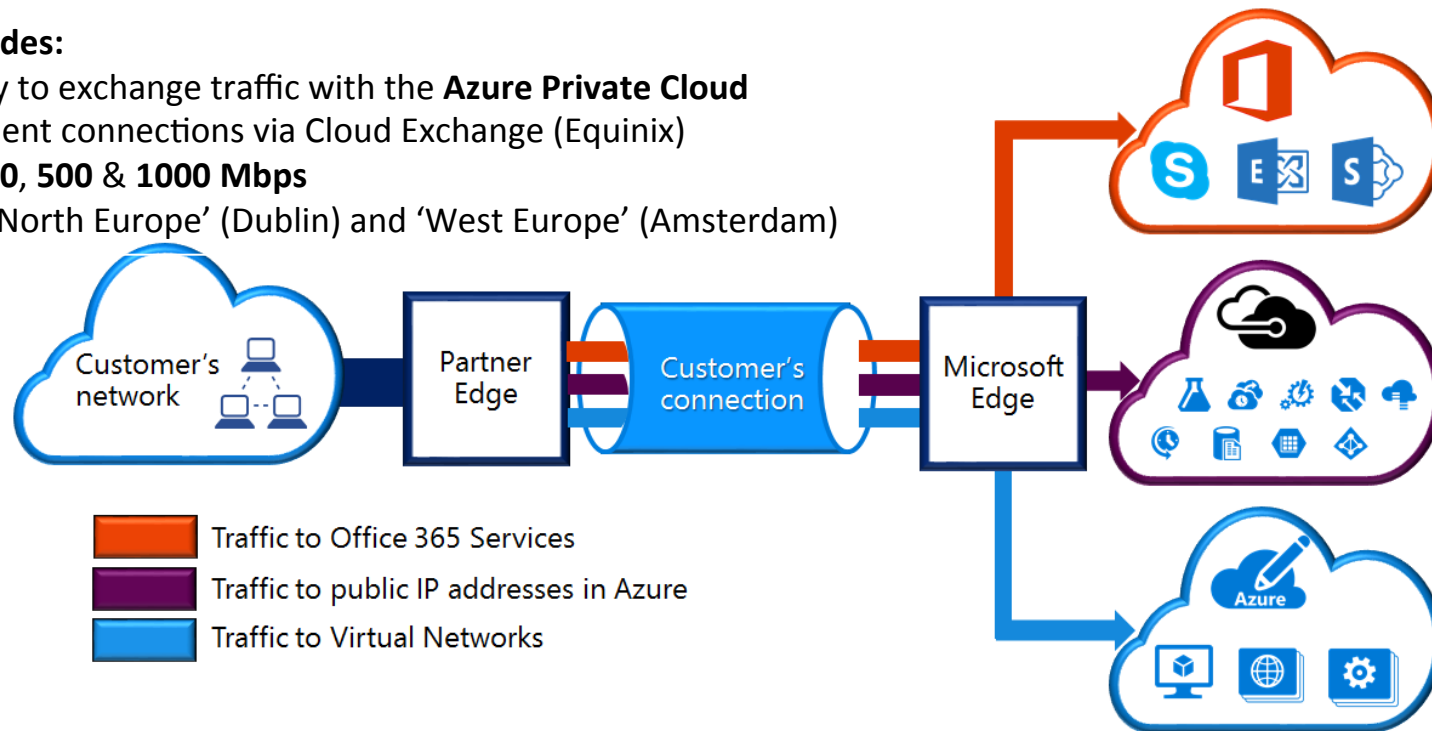- ⚙ Discounts for longer term committed infrastructure detailed on the cloudstore website.
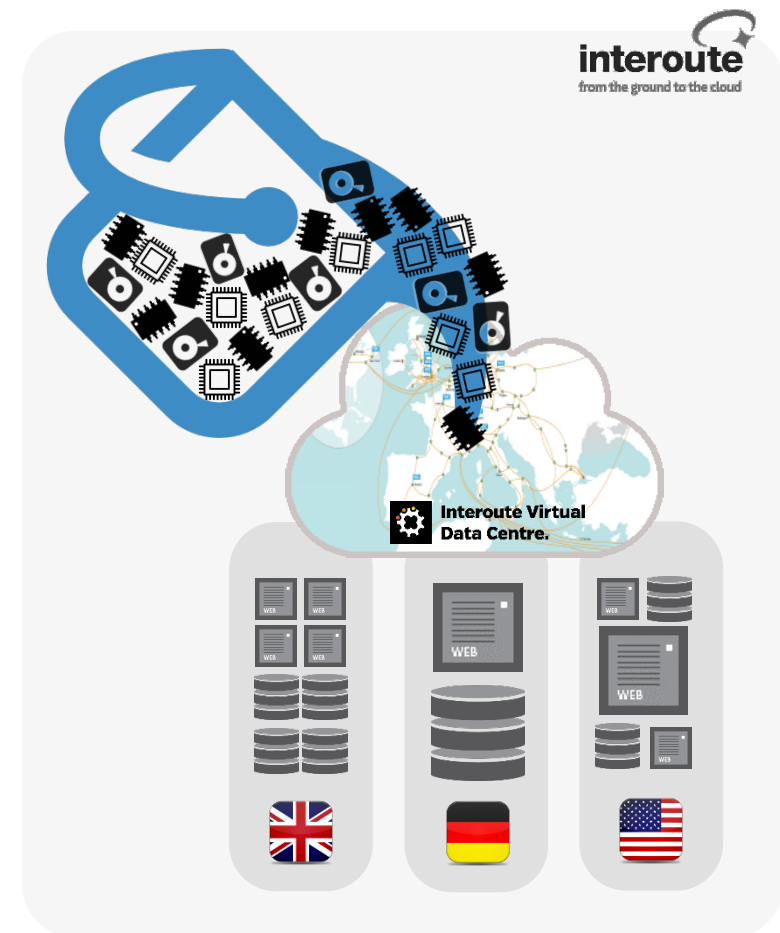
MS Azure ExpressRoute

Establishes connections to various types of Microsoft cloud services:
- Private (for IaaS – Virtual Machines and PaaS – cloud services)
- Public (websites, storage, SQL databases)
- Office 365

Interoute provides:
- connectivity to exchange traffic with the **Azure Private Cloud**
- virtual resilient connections via Cloud Exchange (Equinix)
- Options: **200**, **500** & **1000 Mbps**
- Locations: 'North Europe' (Dublin) and 'West Europe' (Amsterdam)

Traffic to Office 365 Services
Traffic to public IP addresses in Azure
Traffic to Virtual Networks

AWS DirectConnect

Establishes connections to various types of Amazon Web Services:
- Private (Amazon VPC – Virtual Private Cloud)
- Public (Amazon EC2 – Elastic Compute Cloud, Amazon S3 – Simple Storage Service)

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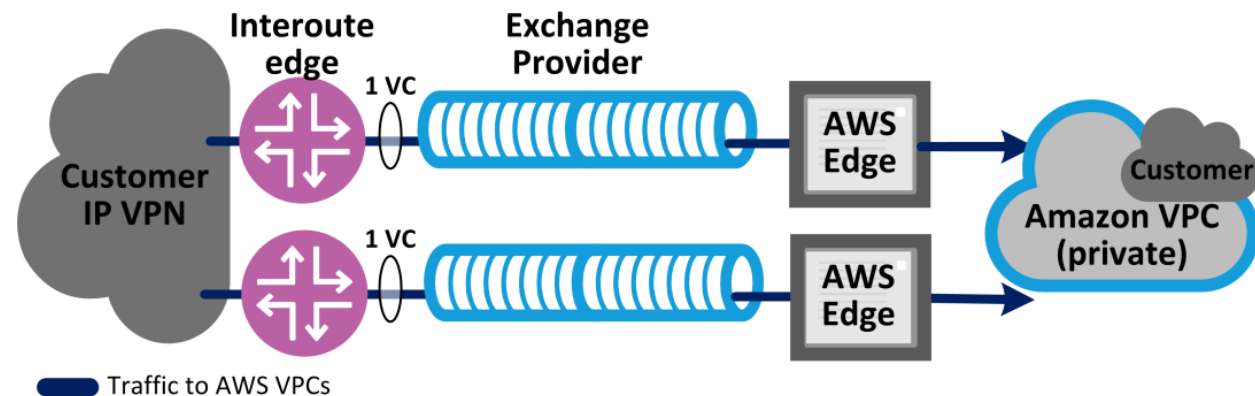
Key Messages

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