CenturyLink® Consulting Services
for Cloud Connect and Microsoft Azure ExpressRoute
Imagine cost and performance optimization with CenturyLink consulting

- **76%** lower network operations costs
- **331%** 5-year ROI
- **5X** more time for infrastructure teams to focus on innovation
- **31%** less dependence on legacy systems
- **$4.5M** higher revenue per year

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1. IDC, CenturyLink Adaptive Networking Solutions Enable Enterprise Customers to Optimize Network Costs and Performance
2. Ovum Enterprise Adaptive Networking Survey, 2019

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Confronting the skills gap

Experts with network and cloud experience are required for seamless transition, but it’s often difficult to have both on staff.

As a result, many enterprises are still in the opening stages of cloud maturation:

47%¹ of organizations are in the beginning or intermediate levels of maturity

¹ Flexera State of Cloud Report 2020
CenturyLink Consulting Services for Cloud Connect and Microsoft Azure ExpressRoute

<table>
<thead>
<tr>
<th>Feature</th>
<th>Description</th>
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<tbody>
<tr>
<td>A comprehensive, full-service, turn-key solution</td>
<td>that combines a high-performance global network with world-class expertise</td>
</tr>
<tr>
<td>Custom solutions</td>
<td>tailored to your business-specific requirements</td>
</tr>
<tr>
<td>Specialized expert consulting</td>
<td>handles the details, so your team can focus on solving your unique business challenges</td>
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<tr>
<td>Scalable, secure network model</td>
<td>using Cloud Connect and Microsoft Azure ExpressRoute</td>
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<tr>
<td>Clear, unbiased view</td>
<td>of network design, traffic patterns and spend, and device inventory</td>
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## Closing the skills gap

Specialized roles designed to fill the skills gap and ensure successful deployments

<table>
<thead>
<tr>
<th>Role</th>
<th>Responsibilities</th>
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</table>
| Account director            | • Manage governance, risks, budget, scope, communication plan, success criteria  
                              | • Define project timelines  
                              | • Create project plan |
| Overlays                    | • Requirement gathering and analysis  
                              | • Use cases identification  
                              | • Solution evaluation  
                              | • Management team  
                              | • High-level design recommendations  
                              | • Network and Azure discovery and assessment |
| Enterprise network engineer | • Preparation of AS-IS network document  
                              | • Checklist of cloud connectivity in existing environment  
                              | • Creation of Express Route circuit, ISP Connection, Private/Microsoft Peering  
                              | • Test Connectivity to Vnet and PaaS/SaaS services  
                              | • Input for high-level design recommendation  
                              | • Low-level design documentations and guides |
CenturyLink Consulting Services - Engagement framework

1. Discover and analyze
   - Discovery of network assets, traffic, topology, applications, and processes
   - Workshops to review current WAN architecture, traffic patterns, cloud interconnects, and application portfolio challenges
   - Identify desired cloud connectivity solution and high-level design

   **Deliverable**
   - Solution and high-level design

2. Define and design
   - Identify critical applications, consumption model, and performance requirements
   - Prepare low-level design, configuration documents, and templates
   - Define CAPEX & OPEX
   - Align with other transformation initiatives

   **Deliverable**
   - Low-level design, configuration documents

3. Deployment and migration plan
   - Develop execution playbook
   - Develop detailed deployment and traffic migration plan for Cloud Connect solution
   - Define metrics
   - Develop governance framework

   **Deliverable**
   - Deployment and traffic migration plan

**Roles and responsibilities to support you**
- Project Manager
- Enterprise Network Engineer
- Solution Architect

**Tools used**
- Network Discovery Tool
- Network Test Automation Framework

- Discovery of network assets, traffic, topology, applications, and processes
- Workshops to review current WAN architecture, traffic patterns, cloud interconnects, and application portfolio challenges
- Identify desired cloud connectivity solution and high-level design
- Identify critical applications, consumption model, and performance requirements
- Prepare low-level design, configuration documents, and templates
- Define CAPEX & OPEX
- Align with other transformation initiatives
- Develop execution playbook
- Develop detailed deployment and traffic migration plan for Cloud Connect solution
- Define metrics
- Develop governance framework

- Network Discovery Tool
- Network Test Automation Framework
Flexible offerings

Flexible consulting packages designed to fit the scope of your business needs

<table>
<thead>
<tr>
<th>Size</th>
<th>Number of ExpressRoute locations</th>
<th>Project Duration</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large</td>
<td>2+ regions</td>
<td>8-12 weeks</td>
</tr>
<tr>
<td>Medium</td>
<td>Up to 2 regions</td>
<td>6-8 weeks</td>
</tr>
<tr>
<td>Small</td>
<td>1 single region</td>
<td>4-6 weeks</td>
</tr>
</tbody>
</table>

Four-tier services
1. Solution and high-level design
2. Solution, high-level design, detailed, low-level design, configuration templates, and implementation plan
3. Low-level design, configuration templates, implementation plan, deployment, and traffic migration
4. Entire suite of services
Fixed-scope, fixed-price basic consulting package for Cloud Connect and Microsoft Azure ExpressRoute

Consultation for best practice configurations for Cloud Connect and Microsoft Azure ExpressRoute

Deliverables include:

• Checklist of cloud connectivity in existing environment
• Creation of Express Route circuit, Private/Microsoft Peering
• Test connectivity to VNet (Virtual Network) and PaaS/SaaS services
Solution via ethernet

- For connections to Microsoft Azure, your equipment must support Q-in-Q
- Customer is responsible for ExpressRoute costs and configuration
- Firewall/NAT services must be provided by customer when accessing Microsoft Peering for PaaS/SaaS
Solution via MPLS IPVPN

- Customer is responsible for ExpressRoute costs and configuration
- Firewall/ NAT services will be provided by CenturyLink when accessing Microsoft Peering for PaaS/SaaS Services
Solution via IQ+ Cloud Port

Current interconnect locations:
- Ashburn, VA
- Chicago, IL
- Dallas, TX
- San Jose, CA
- Secaucus, NJ
CenturyLink Consulting Services
for Cloud Connect and Microsoft Azure ExpressRoute

The network and cloud specialists you need to accelerate your journey to Microsoft Azure.

Custom solutions to fit your environment and needs; flexible pricing and packaging.
Thank you