

Cloud Connect Professional Services

Enabling customers to accelerate their activation of Cloud Connect

October 2020

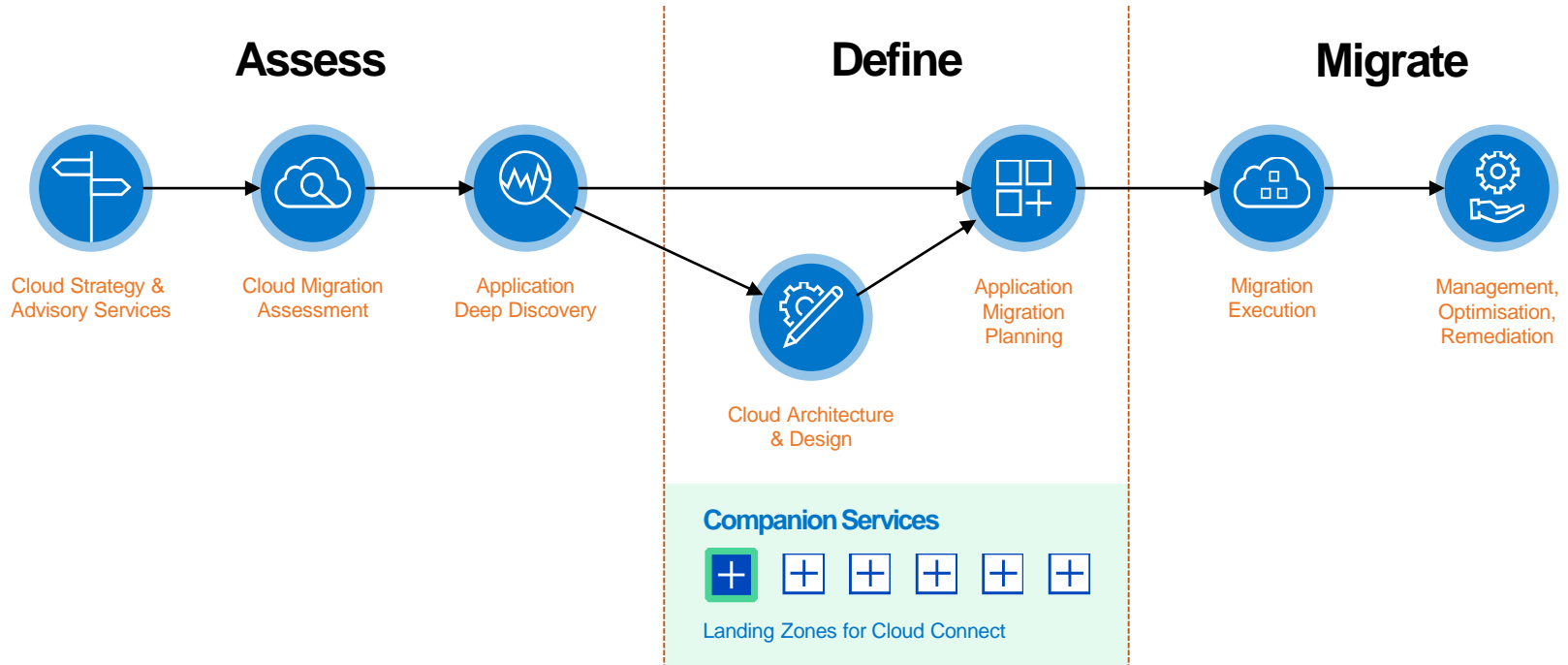
Lumen Cloud Professional Services

Delivering the fundamentals for transformation

- **Connect** to public or private clouds with high levels of performance and security
- Plan and execute successful workload **migrations** to the optimal hosting platform
- **Manage** multiple cloud platforms, reduce operational complexity, and simplify governance

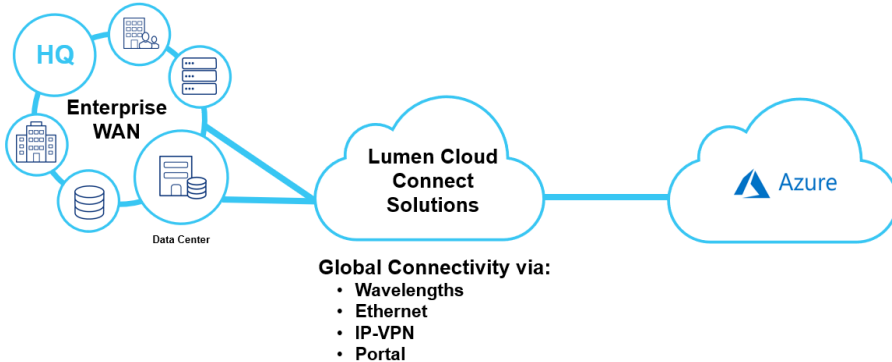


Lumen Cloud Customer Journey



Cloud Connect Professional Services

Enhancing value and speed to market for Cloud Connect Solutions



Lumen's professional service engagements **remove client complexity** by providing a managed end-to-end solution for Cloud Connect services

Designs are based on **proven best practices** learned from multiple customer engagements

Clients gain access to the right cloud architecture and connectivity, based on industry best practise delivered by an **experienced partner**

Consistent | Proven | Repeatable

Enhancing delivery of Cloud Connect services

- Delivery of Cloud Connect solutions typically require a division of roles and responsibilities between:
 - The Cloud Connect provider
 - The client
 - The hyperscale cloud provider
- Lumen offers **Cloud Professional Service** engagements designed to reduce both client workload and the time to deliver a usable end-to-end solution
- The Lumen Cloud ProServe engagements are:
 - **Connectivity Build Out Package**
 - **Landing Zones for Cloud Connect**





Connectivity Build Out Package

Connectivity Build Out Package

For Microsoft Azure ExpressRoute

Deliverables include:

- Build out of Cloud Connect connectivity into appropriate account / subscription
- Ensure connectivity has been established between the appropriate VPC / VNET as per requirements
- Provide client with BGP authentication key
- Connectivity is tested, proven, and evidence of connectivity is provided to the client

Price:

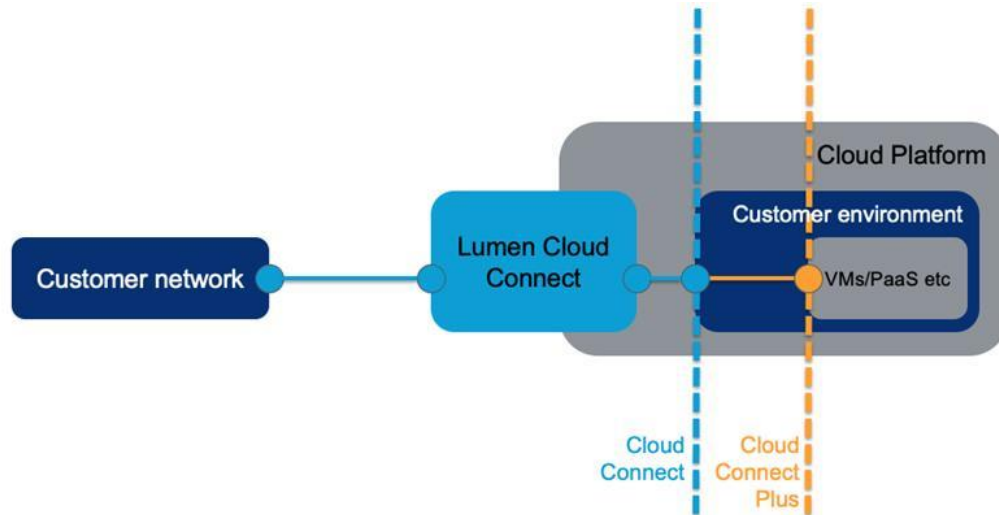
- £550.00*

*Price may vary if scope of work changes



Connectivity Build Out Package

Extending Cloud Connect services into the client's cloud environment:



In the following slides the **X** represents additional deliverables by Lumen provided as part of the **Connectivity Build Out Package**

Connectivity Build Out Package for Azure Express Route

Steps required to set up Azure ExpressRoute connectivity	Client	Lumen
Set up connectivity to Cloud Connect Location:		
Order Lumen Cloud Connect service(s)	X	
Decide on type of connectivity (Azure Private / Microsoft Peering)	X	
Order MSFT Azure ExpressRoute connection via MSFT Azure Portal		X
Provision network connectivity to MSFT Azure ExpressRoute		X
Provision ExpressRoute circuit and provide the ExpressRoute Service Key to Lumen		X
Set up BGP Peering:		
Configure BGP Peering on Customer Layer 3 device facing Azure	X	IPVPN Only
Configure BGP and routing on Azure Portal		X
Configure BGP Route Filtering for public services *if applicable		X
Link Services on Public Cloud Platform:		
Link virtual Network(s) to the dedicated circuit		X
Confirmation that end-to-end communication is established		X



Landing Zones for Cloud Connect

Landing Zones for Cloud Connect

For Microsoft Azure ExpressRoute

Deliverables include:

- Lead a 1-day design workshop to gather data on the application being moved to the public cloud
- Create a design document and a diagrammatic view of the target state architecture
- Build out the Landing Zone environment in the client's account / subscription
- + All activities from the Connectivity Build Out package
- Provide engagement management and governance for project delivery

Price:

- £8,500.00*

*Price may vary if scope of work changes



Client Benefits

- **Best practice integration** with the hyperscale cloud landing zone
- Solution design based on **proven best practices**, learnt from multiple client engagements
- Access to **subject matter experts** covering cloud connectivity and Landing Zone design and build
- Landing Zone design, build and management from a **single provider**
- Enables **faster time to value** for Cloud Connect solutions
- A **trusted and agnostic** partner for your business

Lumen[®] Cloud Connect solutions

Private, secure connectivity to the Cloud



Global Connectivity via:

- Wavelengths
- Ethernet
- IP-VPN
- Portal

Lumen[®] Cloud Connect solutions

Private, secure connectivity to the Cloud



Predictable and reliable performance

Maintain control over the end-to-end performance of applications as you migrate them to public and private clouds



Simplified security

When choosing private connectivity, the applications you migrate and optimize to the cloud are within your trusted perimeter



Dynamic agility

Self-service via Dynamic Capacity on-demand, increased visibility with Enhanced Management and available Dynamic Connections available with Azure



Global connectivity

Connect offices around the world to the cloud and data center resources needed to run mission-critical applications

Why Lumen

Proven flexibility to support your needs

- Over 7,000 custom managed services configurations operated globally, based on individual customer needs.

Proven experience at scale

- 38 petabytes of storage under management on more than 2,000 enterprise servers worldwide.

Trusted with critical workloads across any platform

- 56% of our Enterprise customers using hybrid solutions, leverage our Managed Services for enhanced design, application management, and governance.

Microsoft
Partner



Gold Cloud Platform
Gold Datacenter
Gold Application Development
Gold Data Analytics
Gold Cloud Productivity