

CenturyLink[®] Consulting Services for Cloud Connect and Microsoft Azure ExpressRoute

Imagine cost and performance optimization with CenturyLink consulting

76%

lower network operations costs¹

331%

5-year ROI¹

5X

more time for infrastructure teams to focus on innovation¹

31%

less dependence on legacy systems²

\$4.5M

higher revenue per year¹

1: IDC, CenturyLink Adaptive Networking Solutions Enable Enterprise Customers to Optimize Network Costs and Performance

2: Ovum Enterprise Adaptive Networking Survey, 2019

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



A comprehensive, full-service, turn-key solution that combines a high-performance global network with world-class expertise



Custom solutions tailored to your business-specific requirements



Specialized expert consulting handles the details, so your team can focus on solving your unique business challenges



Scalable, secure network model using Cloud Connect and Microsoft Azure ExpressRoute



Clear, unbiased view of network design, traffic patterns and spend, and device inventory

Closing the skills gap

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

Role	Responsibilities
Account director	<ul style="list-style-type: none">• Manage governance, risks, budget, scope, communication plan, success criteria• Define project timelines• Create project plan
Overlays	<ul style="list-style-type: none">• Requirement gathering and analysis• Use cases identification• Solution evaluation• Management team• High-level design recommendations• Network and Azure discovery and assessment
Enterprise network engineer	<ul style="list-style-type: none">• 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

Flexible offerings

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

Size	Number of ExpressRoute locations	Project Duration
Large	2+ regions	8-12 weeks
Medium	Up to 2 regions	6-8 weeks
Small	1 single region	4-6 weeks

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

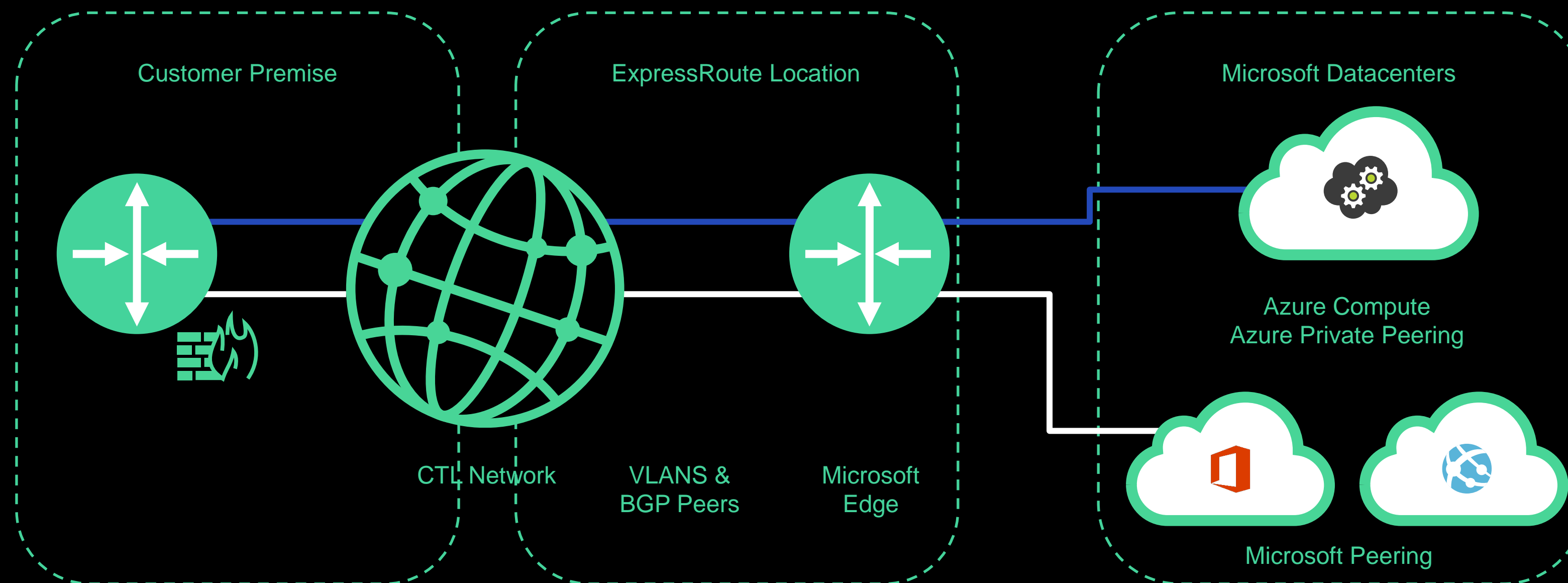
Consultation for best practice configurations for Cloud Connect and Microsoft Azure ExpressRoute

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



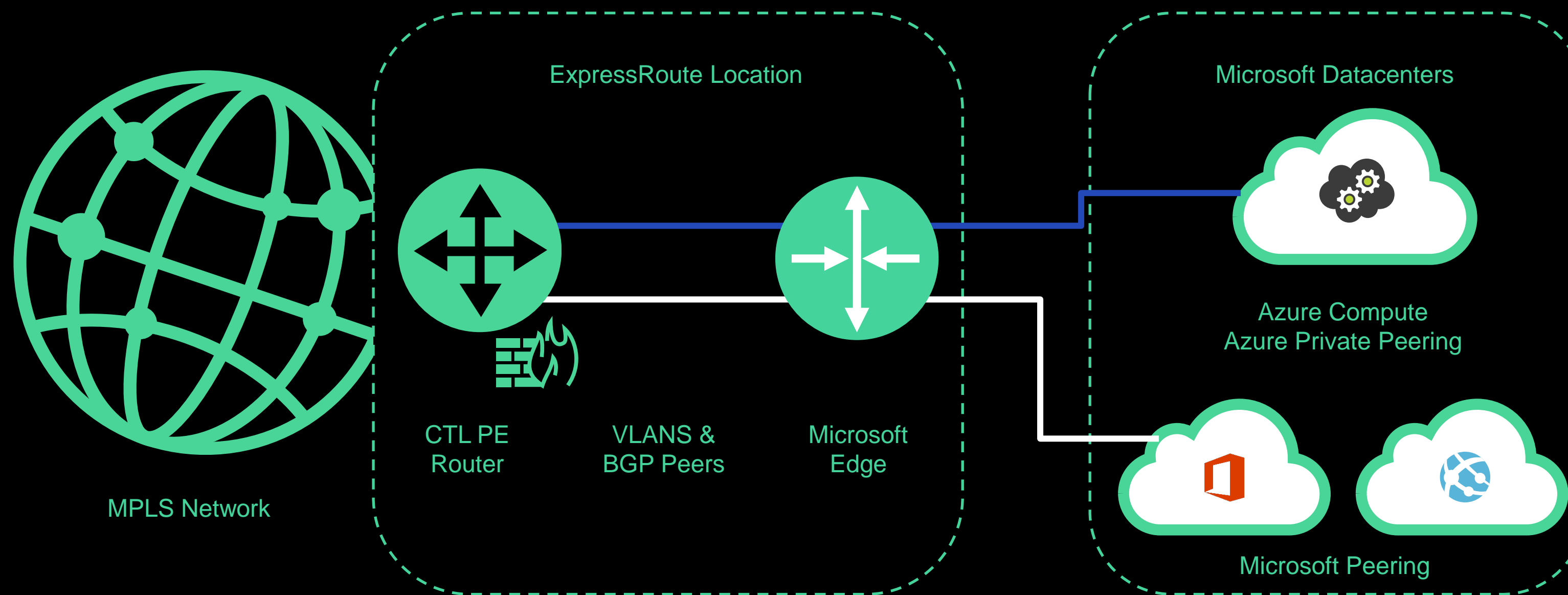
Solution via ethernet



- 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

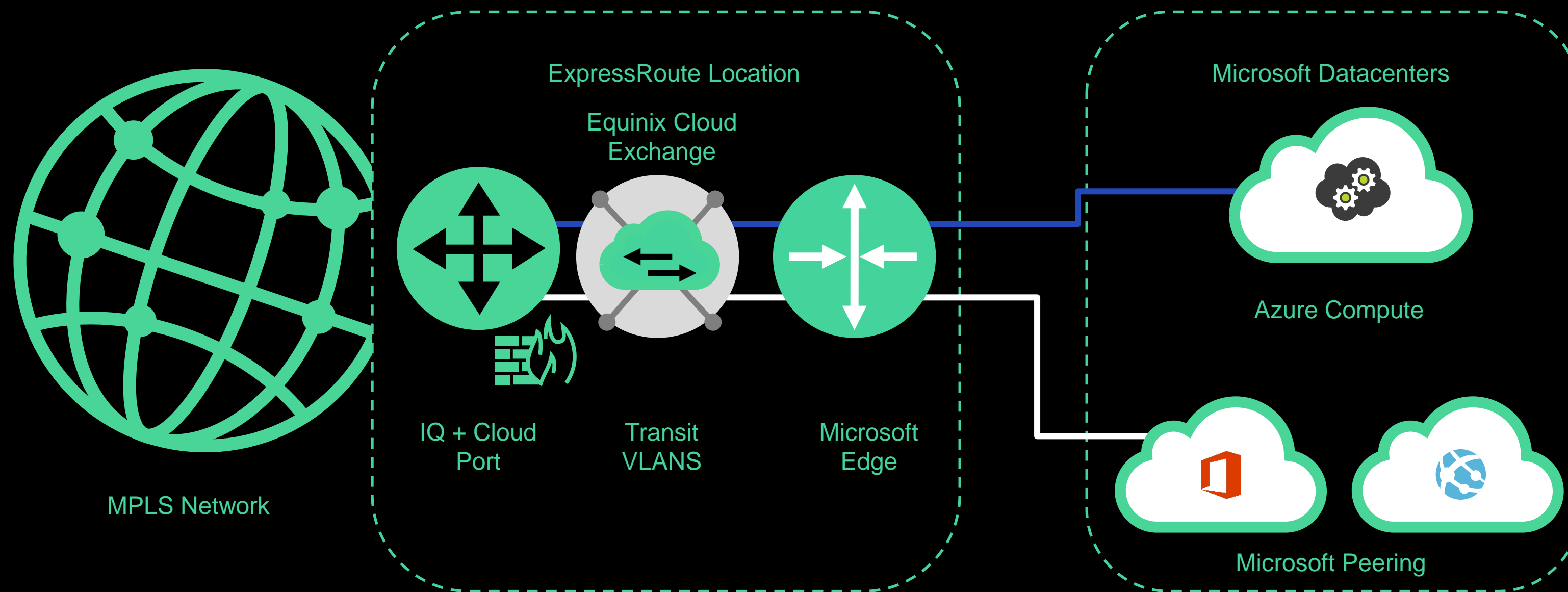
Private Peering 
Microsoft Peering 

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

Private Peering 
Microsoft Peering 

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
