



CONNECTING TO THE CLOUD WAS NEVER THIS EASY



Easy
on pocket



Easy
to scale



Easy
to secure



Easy
to manage



Accelerated adoption of cloud is a strategic imperative for businesses which aim to be future-ready. Enterprises are unlocking business agility, speed and resilience with a hybrid and multi-cloud strategy that drives innovation, visibility, and control. In a multi-cloud environment, enterprises need to rely on a private network that connects not only their data centres, offices and branches, but also their preferred cloud services provider in a secure manner. While cloud platforms like Amazon Web Services, Microsoft Azure, Oracle and Google offer agility, future-proofing, and opex-based infrastructure; yet many enterprises remain concerned over internet security and unreliable connectivity performance.

TTBS' EZ Cloud Connect is designed to address these concerns and offers businesses an one-stop solution that, along with eliminating multiple-entity interaction, is SLA-compliant and is easily operable. The bundled solution ensures connectivity across your offices, preferred data centres and cloud port.

EZ Cloud Connect does away with the hassle of multiple touchpoints to avail a single service and delivers a secure and reliable cloud connection

- Allows customizable configurations to match your business needs
- Ensures a secure connection by establishing direct private connections between leading public cloud services
- Offers consistent and predictable performance by overcoming the pitfalls of a public internet connection



Why EZ Cloud Connect?

Easy
Access



- Provides single window access for all key elements of the CSP bundle
- Includes 1:1 connectivity, X-connect and Cloud port

Easy on
Your Pocket



- Cost-effective solution designed with SMBs in mind
- TTBS passes the cost advantage of bulk volumes to its customers

Easy to
Scale



- Gives enterprises the option to scale up bandwidth as per business needs
- Starts with 10Mbps and can go up to N*Gbps

Easy Cloud
Connectivity



- Ensures a smooth cloud connection
- Delivers predictable performance and guaranteed SLAs

Easy
Security



- Use a completely private network to access your business-critical applications
- Protects operations from external vulnerabilities

Best-in-Class



- Integrated plug-and-play network
- Covers major network providers across locations to remove connectivity lapses

One-Stop
Shop



- Bundled solution takes care of all business aspects
- Puts an end to multiple touchpoints to simplify operations



EZ Cloud Connect Solution Suite

The EZ Cloud Connect is an all-in-one bundled solution which comes with a DLC/ NPLC connectivity, X-Connect and a Cloud Port access that will be configured according to your needs with the Cloud Service Providers (CSP) that you choose. This solution enables ease across 4 dimensions i.e. it is easy on your pocket, it is easy to scale, it is easy to manage and ultimately it provides easy security and protection.

Connectivity to Data Centre

Connects your business to the preferred data centre. The DLC/NPLC connects your business to the preferred data centre and enables cloud services with assured bandwidth of 1:1 combined with SLA. The bandwidth is scalable as per your business needs and provides flexibility that is desired for now and for the future.

X-Connect

Bypass cross-connect solutions from the data centre in favour of fixed pricing. Establishing a cross-connect service within your data centres is likely to be accompanied by variable pricing that is dictated by the data centre. Through EZ Cloud Connect, this comes as part of TTBS standard offering as a bundled solution that translates to a predictable performance at no extra costs

Cloud Port

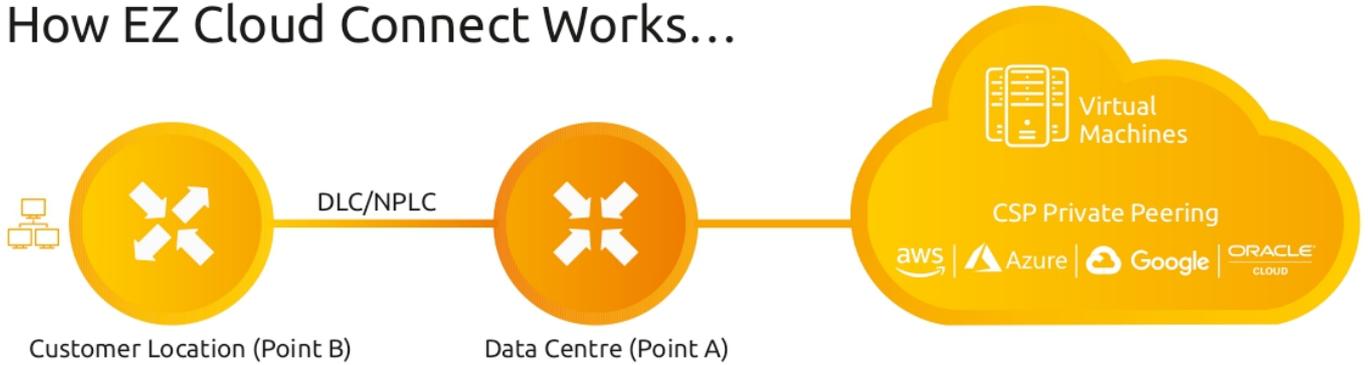
Connect to the cloud without having to invest in a port separately. Seamless Connectivity to the preferred private cloud without having to invest in a port separately. This means not having to invest in one port separately from a different vendor and avail extended access from a single provider alone.

How EZ Cloud Connect Helps to Optimize Your Cloud Connectivity...

- **End-to-end Solution:** Bundled cloud services covering all three physical infrastructural requirements
- **Reduced OPEX:** Fixed rates for elements of X-Connect and CSP Port ensures reduced operational expenses and resource requirements
- **Secure Solution:** The solution comes integrated with state-of-the-art security solutions that are compliant with industry best practices
- **Dedicated P2P Connectivity:** Delivers a secure connection between your business and your preferred data centre with private network
- **Plug-and-Play Solution:** The robust solution works straight out-of-the-box, with minimal setup time
- **High Performance:** Improves productivity by improving application performance and guaranteeing SLA-compliant services
- **Cloud Coverage:** The solution offers zero downtime and extensive cloud coverage backed by the leading CSPs
- **NNI Solution:** The versatile NNI solution effectively manages signalling and functions between networks



How EZ Cloud Connect Works...



Cloud Services Provider + DC Peering Locations

Cloud Services Providers/DC	GPX (Boomerang)	STT LVS B	Sify Rabale	STT GK1	STT VSB
	Mumbai			Delhi	Chennai
MS Azure (Express Route)		✓	✓		
AWS (Direct Connect)	✓	✓	✓	✓	✓
Google (Google Private Cloud)	✓	✓	✓		✓
Oracle (Fast Cloud)	✓	✓	✓		

Plug & Play Cloud Services Providers: | | |

Ez Cloud Connect Features

Resiliency

- Predictable Performance
- Maximum Service Uptime
- Private Access

Infrastructure

- Plug & Play Model
- Present in Major Cities
- Bundled with DLC/NPLC

Connectivity

- Connects with your business critical infra like Azure, Amazon, Google and Oracle

Highlights

Security

- Point-to-Point link
- Integrated solution

Easy to Set-Up

- Starts from 10 Mbps
- Scalable to N*Gbps

Integrated Solution

- One-Stop Shop
- Convenience of Billing
- Integrated Network



Leased Line vs EZ Cloud Connect

Elements of Cloud Connect	Existing solution in the market	TTBS Solution
Connectivity	Connects Point A & Point B	TTBS connects Point A & Point B and it's bundled with X-Connect and Cloud Port
DC Connectivity (VLAN)	Customer Ownership	TTBS Ownership
Parties Involved	Customer, DC, Cloud Services Provider Port	Customer and TTBS
Cost to Customer	DLC/NPLC+DC Variable Rates	TTBS DLC/NPLC Bundled with Fixed Rates
One-Stop Solution	No	Yes
Services Level Agreement	NA	SLA of 99.5%

Key Customer Segments



IT & ITES



Services



BFSI



Manufacturing



Healthcare

- Small and medium enterprises use CRMs, ERP, business applications etc to run their operations across segments
- Top 4 service providers are as below
 - MS Azure Express Route
 - AWS Direct Connect
 - Google Private Cloud
 - Oracle Fast Cloud
- TTBS is integrated (Cloud Peering) with all the top 4 Cloud Services Provider (CSPs)
- The capacity runs into N* Gbps: However, starting bandwidth is 10 Mbps





Industry Use Case | Manufacturing

Customer Requirements

- Access critical CRM on public cloud
- High speed connectivity
- Scalable solution with minimum hassle
- Security while accessing the CRM

Proposed Solution

- Connect user to its subscribed Cloud Services Provider with 50 Mbps
- Secure access for cloud as and when required over Point to Point
- Bundled solution with X-connect and port
- Delivery from nearest location (Ex if customer is in Mumbai, serve him from Mumbai Itself)



Increased Efficiency and Uptime → **Enhanced Customer Experience** → **Simplified Operation Control** → **Security with Speed to Market** → **Core Business Enablement**

Industry Use Case | IT&ITES

Customer Requirements

- Access ERP application on public cloud
- Security while accessing ERP
- Scalable solution with high bandwidth ports
- Connect multiple locations

Proposed Solution

- Connect user to its subscribed Cloud Services Provider with N*Gbps capacity
- Point to Point services, making it safe
- Single window solution of X Connect, Cloud Services Provider port along with connectivity
- Delivery across cities like Mumbai, Delhi, etc



All-in-one solution → **Uptime + customer experience** → **Simplified operation control** → **Scale as per IT&ITES need** → **Core business enablement**



FAQ's

Q1: What is the starting bandwidth of EZ Cloud Connect?

A1: Starting bandwidth is 10 Mbps.

Q2: If I am an existing user of DLC/NPLC, how can I use EZ Cloud Connect?

A2: You can always use EZ Cloud Connect by going for a simple upgrade.

Q3: What is point A location?

A3: Point A location is one end of network which connects to CSPs at the data centre.

Q4: How can I get EZ Cloud Connect Solution?

A4: You have to place a PO of DLC/NPLC along with CSP name and details to get the service of EZ Cloud Connect.

Q5: What is lock-in period for EZ Cloud Connect?

A5: Standard lock-in period of 12 months will be applicable.

Q6: What is the billing frequency of EZ Cloud Connect?

A6: Billing frequency is (Quarterly, half-early and annually).

Q7: EZ Cloud Connect is available in which cities?

A7: Mumbai, Delhi & Chennai.

Q8: What is average time to deliver EZ Cloud Connect?

A8: Average time to delivery is the same as DLC/NPLC delivery time.

Q9: Who can use the services of EZ Cloud Connect?

A9: Anyone who has cloud subscription from Azure, AWS, Google and Oracle.

Q10: What is the SLA offered on EZ Cloud Connect?

A10: SLA of 99.5%.