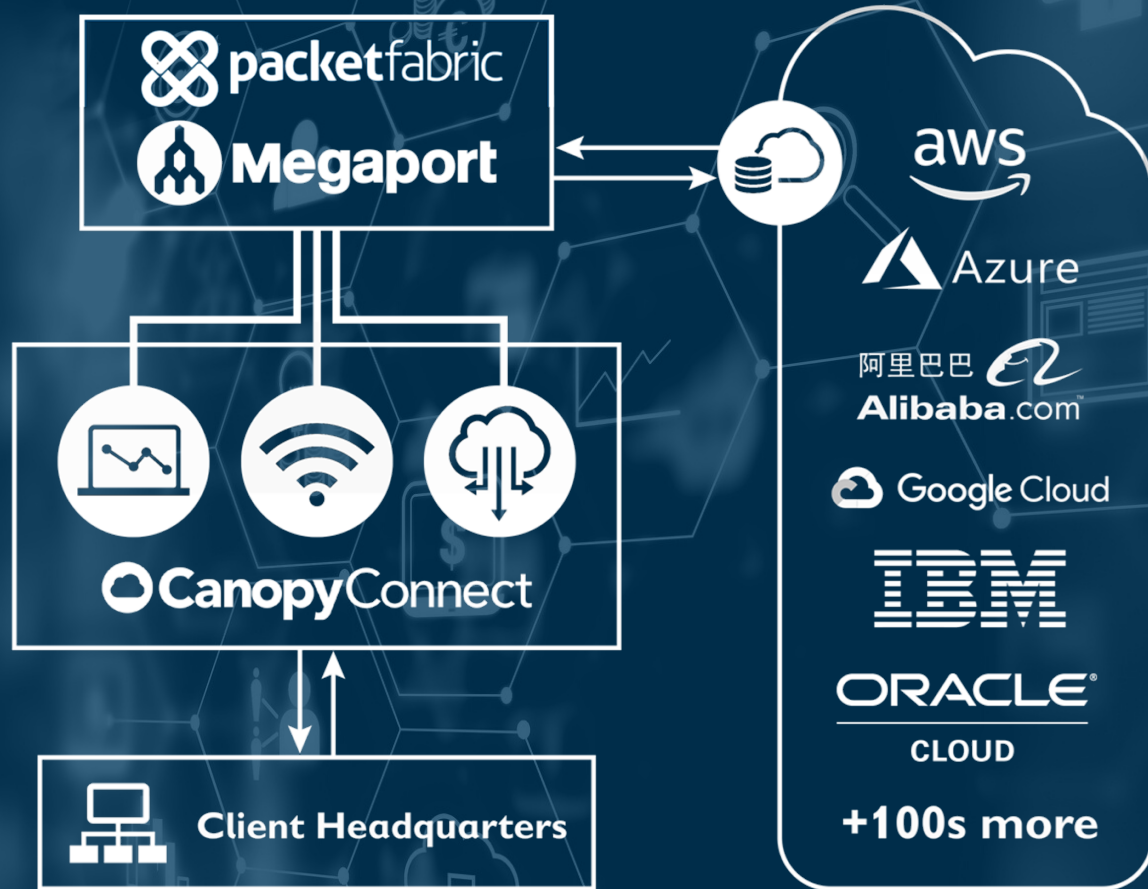


CanopyConnect



VPN



A virtual direct connection to the Canopy Connect hub, connecting to hundreds of cloud and network service providers via Megaport and Packetfabric.

CARRIER



Customers bring in their own carrier and get as many cross connects as they need to an unlimited number of hyperscalers via Megaport and Packetfabric

PHYSICAL CONNECTION



Customers securely access Megaport or Packetfabric through a physical connection at a Data Canopy Tier III data center. Our data centers include climate control, physical security, regulatory compliance support, power, and 99.99% uptime.

Our Differentiators

- **Maximize** economies of scale
- **Eliminate** layers of fees.
- **Design turnkey hybrid and multi-cloud** solutions.
- **Meet Regulator and Compliance** requirements.



Top Three Talking Points

1 **Cost-reduced, easy and secure multi-cloud access**

Azure, AWS, Alibaba, Google cloud, IBM, Oracle and hundreds more via Megaport and Packetfabric.

2 **Ideal for a hybrid-environment**

Link to Canopy Connect hub by VPN, by carrier or a physical connection.

3 **Cost savings exclusive**

For instance, save 66% on Azure egress fees and 49% on AWS egress fees via Megaport and Packetfabric.

Listen For An Organization That...

- Needs first-time access to a cloud provider
- Needs to access multiple cloud providers fast, securely and affordably
- Lacks an internal IT team
- Lacks the budget to build their own data center
- Hosts a private cloud but wants a less expensive and hassle-free option
- Uses a public cloud but wants security and control

Customer Benefits

Immediate Cost Savings

- Reduced egress fees (as much as 60% to 70%)
- Pay only for what they use.
- Data center hosting included.

A Competitive Advantage

- Custom direct connectivity to big-name hyperscalers becomes affordable
- Operational efficiencies (deploy CRM's, ERP's, SaaS, etc.)
- Capture big data for actionable business intelligence

Added Convenience

- One vendor, one monthly adjustable fee
- Bandwidth availability responds in real time
- All the benefits of Tier III data center

