

# CANOPY CONNECT BATTLECARD

## 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.

## 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

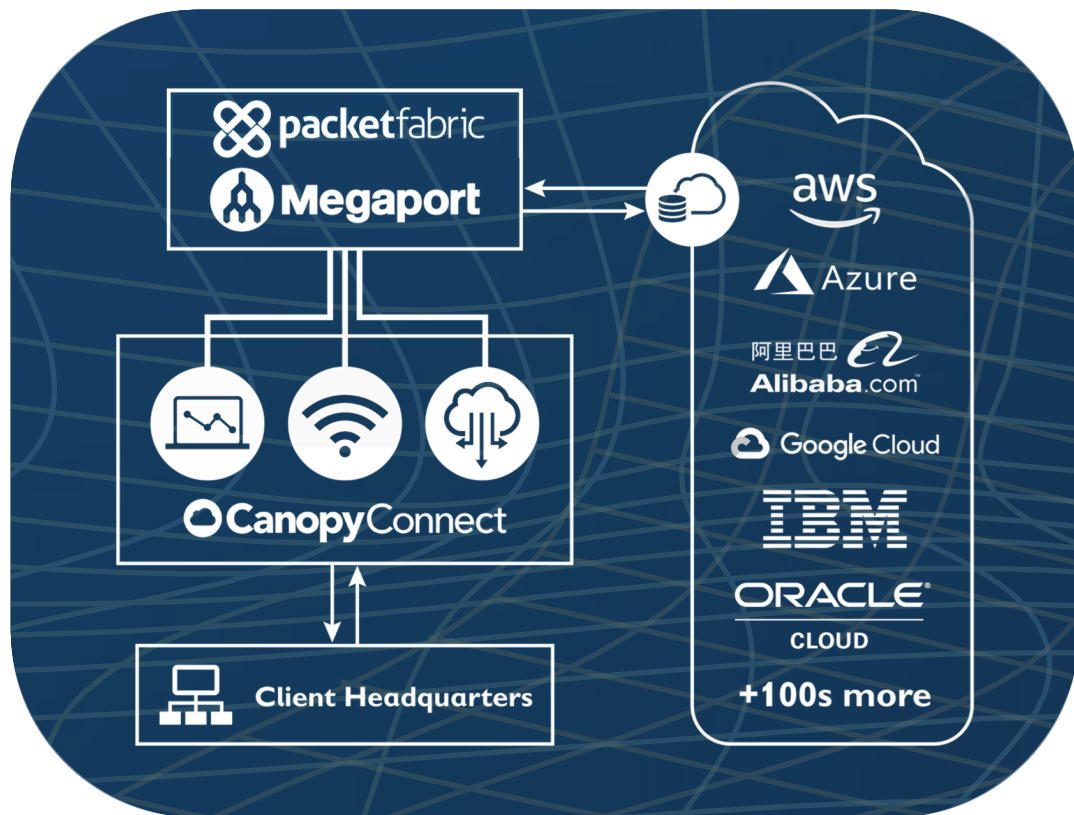
- One vendor, one monthly adjustable fee.
- Bandwidth availability responds in real time.
- All the benefits of Tier III data center.

## 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.



# PRODUCT DETAILS



## 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 requirement