

CLOUD BATTLECARD

LISTEN FOR AN ORGANIZATION THAT...

- Is considering the public cloud.
- Has security or regulatory requirements, such as HIPAA, PCI, or FISMA.
- Needs to access multiple cloud providers fast, securely, and affordably
- Lacks an internal IT team.
- Lacks the budget to build their own data center.
- Needs assistance with or is planning a virtualization project.
- Uses a public cloud but wants security and control.

OUR DIFFERENTIATORS

- Reduced cost and complexity for your infrastructure.
- Right-sized solution with specialized discovery process for hybrid and multi-cloud environments.
- Expertise in regulated and complicated industries.

CRAFTING YOUR JOURNEY

- How mature would you rank your cloud strategy on a scale of 1 -5?
- What business units are supported by the cloud currently? Is that going to change?
- What, if any, public cloud do you use? Why?
- Who manages your cloud infrastructure? Is that their primary task?

TOP THREE TALKING POINTS

- 1 Custom-Fit Cloud**
Get private, public, hybrid, and multi-cloud options to create the cloud infrastructure optimized to fit your business.
- 2 Ease Management and Reduce Costs for Multi-Cloud and Hybrid Solutions**
Reduce cost and complexity by connecting, storing, and securing physical and virtual infrastructure under one invoice.
- 3 Built Within Highly Secure, Tier III Data Centers**
Data Canopy's private cloud and storage environments are deployed in Tier III facilities across the country, supporting industry and federal regulatory compliance, such as HIPAA, FISMA, PCI-DSS.

KEY CLOUD STATS

Uncontrolled Budgets

Companies anticipate a 50% increase in cloud spend this year after an unexpected 25% jump in early 2020.

50%

2020 State of the Cloud Report

Lack of Maturity

Budgets are going up, but companies are on average only 20% through their cloud journey.

20%

McKinsey ITaaS Cloud Survey 2019

CUSTOMER BENEFITS

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Speed Up Virtualization Efforts

- Virtualization planning and migration expertise.
- Dedicated resources with ability to scale.
- Highly scalable cloud solutions can be easily connected with public cloud instances or physical infrastructure.

A Competitive Advantage

- Gain operational efficiencies with a right-sized environment.
- Custom direct connectivity to the public cloud with up to 66% reduction in egress fees.
- Support regulatory and compliance standards.

Added Convenience

- One vendor, one monthly fee for all your hosting needs.
- Public cloud, multi-cloud, and hybrid cloud connectivity.
- In-facility physical and cloud connectivity with no cross connect fees.

VENDOR AGNOSTIC

Strong industry partners ensure your solution is built on the technologies you require.

CUSTOM-FIT INFRASTRUCTURE

Infrastructure built on industry leading technology and hosted in Tier III enhanced facilities.

ECONOMIES OF SCALE

Access global carriers, highly secure cloud, and data center facilities worldwide.

CLOUD EXPERTISE

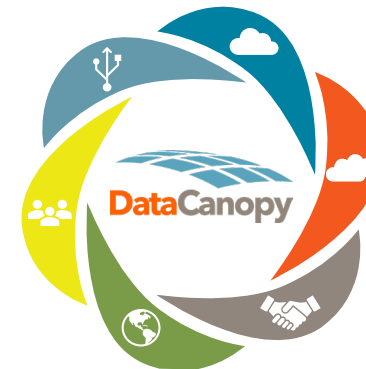
Vendor-certified, industry-tested engineers support your discovery, optimization, migration and management.

ONE HAND TO SHAKE

Your entire infrastructure solution under the Data Canopy umbrella.

MULTI-CLOUD ACCESS

Directly connect to hyperscalers, including Amazon Web Services, Microsoft Azure, and more to save money and time.



Data Canopy leverages national carriers, a highly secure cloud, and global data center facilities to cover all your hybrid infrastructure needs.

