

# Differentiating Cloud Connect Solutions

With the migration of applications to the cloud, the need for secure, scalable and easy-to-manage connections to them is an increasing reality. To date, connectivity providers have taken the following approaches to building their connections to the world's largest cloud service providers:

## Direct End-to-End

These cloud connections are built by the carrier to offer private connectivity from the customer's LAN to every cloud service provider the carrier reaches – typically the largest cloud service providers in the world – entirely over that single carrier's private network. These connections are built out directly into the data centers of these global cloud service providers, meaning no third-party network is utilized. This is the fastest, most secure, and easiest to manage connection to the cloud.

### AT&T NetBond

NetBond connects AT&T customers directly to the CSP's domestic and international data centers. AT&T customers use a private AT&T node on their LAN to connect to the NetBond platform of cloud service providers.

**Connections:** AWS, Microsoft Azure, BlueJeans, Box, Cisco, CSC, Google, HP Helion, IBM, Salesforce, Sungard, VMware

### CenturyLink Cloud Connection

CenturyLink's "Cloud Connection" connects CenturyLink MPLS customers to their cloud service providers via their private CenturyLink network. As of January 2017, there are 3 cloud providers available – CenturyLink Cloud, AWS (Amazon Web Services), and Microsoft's Azure. Other cloud providers may be added in the future (ie SoftLayer, vCloud Air, etc). Both AWS and MS Azure connectivity are available in certain regions/areas, both domestic (AWS/MS) and International (AWS now; MS later in Q1 2017).

**Connections:** AWS and Microsoft Azure (Domestic & some availability Internationally)

### NTT Multi-Cloud Connect

Multi-Cloud Connect joins NTT customers directly to cloud service providers at the CSP's domestic and international data centers. NTT customers use a private NTT node on their LAN to connect to the Multi-Cloud Connect platform of cloud service providers.

**Connections:** AWS, Microsoft Azure, Dynamics, NTT, Office 365

### Verizon Secure Cloud Interconnect

Secure Cloud Interconnect (SCI) can connect any business to the cloud service providers Verizon has connected with. Verizon customers can utilize a private node to access the SCI platform that links them directly to the CSPs. Non-Verizon customers can either use their Internet connection to access Verizon's SCI (although that negates the private end-to-end connection) or have one private Verizon node added to their network to then privately access SCI.

**Connections:** AWS, Microsoft Azure, Google, HPE, IBM, Oracle, Salesforce

### XO Network Enabled Cloud

Network Enabled Cloud joins XO customers directly to the CSP's domestic data centers. XO customers use a private XO node on their LAN to connect to the Network Enabled Cloud platform of cloud service providers.

**Connections:** AWS & Microsoft Azure (domestic data centers only)

### Zayo Cloud Connectivity

Cloud Connectivity joins Zayo customers directly to the CSP's domestic and European data centers. Zayo customers use a private Zayo node on their LAN to connect to the Cloud Connectivity platform of cloud service providers.

**Connections:** AWS, Microsoft Azure, Google, Salesforce



## Hybrid Direct & Equinix Cloud Exchange

These cloud connections utilize a mixture of direct connections to some cloud service providers and link to Equinix's Cloud Exchange to access others. Customers will purchase a connection from one of the below carriers and, depending on the cloud service provider they want to reach, will either utilize that carrier's direct end-to-end connection or be routed over the Equinix Cloud Exchange by that carrier.

Using the Equinix Cloud Exchange requires a cross connect from the carrier to the Cloud Exchange within an Equinix data center – this means that data traffic is now traversing a separate network to reach the desired cloud service provider. Equinix's Cloud Exchange network is far-reaching and reliable, but it is important to note for customers that not all cloud service providers will be reached with a direct end-to-end connection by the carrier.

### Comcast Business Cloud Priority Path

Comcast's Cloud Priority Path connects Comcast customers to cloud service providers via their private Ethernet network and the Equinix Cloud Exchange. Customers will need a private Ethernet node from Comcast on their LAN to connect to the Cloud Priority Path platform of cloud service providers.  
Direct End-to-End: AWS & Microsoft Azure (domestic data centers only)  
Equinix Cloud Exchange: [AWS & Microsoft Azure \(international data centers\)](#), [BlueJeans](#), [Google](#), [IBM](#), [Office 365](#), [Oracle](#), [Rackspace](#), [Salesforce](#), [VMware](#)

### GTT EtherCloud

GTT's EtherCloud connects customers, internationally, to cloud service providers via their private Ethernet network and the Equinix Cloud Exchange. Customers will need a private Ethernet node from GTT on their LAN to connect to the EtherCloud platform of cloud service providers.  
Direct End-to-End: AWS, Microsoft Azure, Google, IBM  
Equinix Cloud Exchange: [BlueJeans](#), [Office 365](#), [Oracle](#), [Rackspace](#), [Salesforce](#), [VMware](#)

### Level 3 Cloud Connect

Level 3 Cloud Connect joins customers, internationally, to cloud service providers via their private Ethernet network and the Equinix Cloud Exchange. Customers will need a private Ethernet node from Level 3 on their LAN to connect to the Cloud Connect platform of cloud service providers.  
Direct End-to-End: AWS, Microsoft Azure  
Equinix Cloud Exchange: [BlueJeans](#), [IBM](#), [Office 365](#), [Oracle](#), [Rackspace](#), [Salesforce](#), [VMware](#)  
Internet: [Google](#)

### Lightower Cloud Connect

Lightower connects customers to cloud service providers via their private Ethernet network and the Equinix Cloud Exchange. Customers will need a private Ethernet node from Lightower on their LAN to connect to their platform of cloud service providers.  
Direct End-to-End: AWS (NY & VA data centers)  
Equinix Cloud Exchange: [AWS \(all other data centers\)](#), [Microsoft Azure](#), [BlueJeans](#), [IBM](#), [Office 365](#), [Oracle](#), [Rackspace](#), [Salesforce](#), [VMware](#)

### Masergy Cloud Marketplace

Masergy's Cloud Marketplace connects customers, internationally, to cloud service providers via their private Ethernet network and the Equinix Cloud Exchange. Customers will need a private Ethernet node from Masergy on their LAN to connect to the Masergy Cloud Marketplace platform of cloud service providers.  
Direct End-to-End: [BCS Global](#), [iland Internet Solutions](#), [Providea Conferencing](#), [Telx](#), [Videocall Ltd.](#), [VSGi](#)  
Equinix Cloud Exchange: [AWS](#), [Microsoft Azure](#), [IBM](#)

## Equinix Cloud Exchange

These cloud connections use carrier networks to connect the customer's LAN to the Equinix Cloud Exchange within Equinix data centers. The Equinix Cloud Exchange then connects customers to cloud service providers in both domestic and international markets. Using the Equinix Cloud Exchange requires a cross connect from the carrier to the Cloud Exchange within an Equinix data center – this means that data traffic is now traversing a separate network to reach the desired cloud service provider. Equinix's Cloud Exchange network is far-reaching and reliable, but it is important to note for customers that cloud service providers will not be reached with a direct end-to-end connection by the carrier.