

WAN2Cloud

Help your customers accelerate their digital transformation through the adoption of Hybrid Cloud solutions



MARKET TRENDS

USER EXPERIENCE



Customers are building clear strategies to move **IT workloads to Cloud Services Providers**

From Infrastructure as a Service (IaaS) to Software as a Service (SaaS)

Bad experiences when using **Internet connectivity** to reach public Cloud Service Providers:

Lack of security • Loss of data • Latency issues

“Global cloud IP traffic will account for 95% of total data center traffic by 2021.”

Cisco Global Cloud Index: Forecast and Methodology, 2016–2021

“81% of enterprises have a multi-cloud strategy.”

RightScale 2018: State of the Cloud Report

“Enterprise sourcing through cloud marketplaces and the availability of direct cloud connect services are set for strong growth through 2020.”

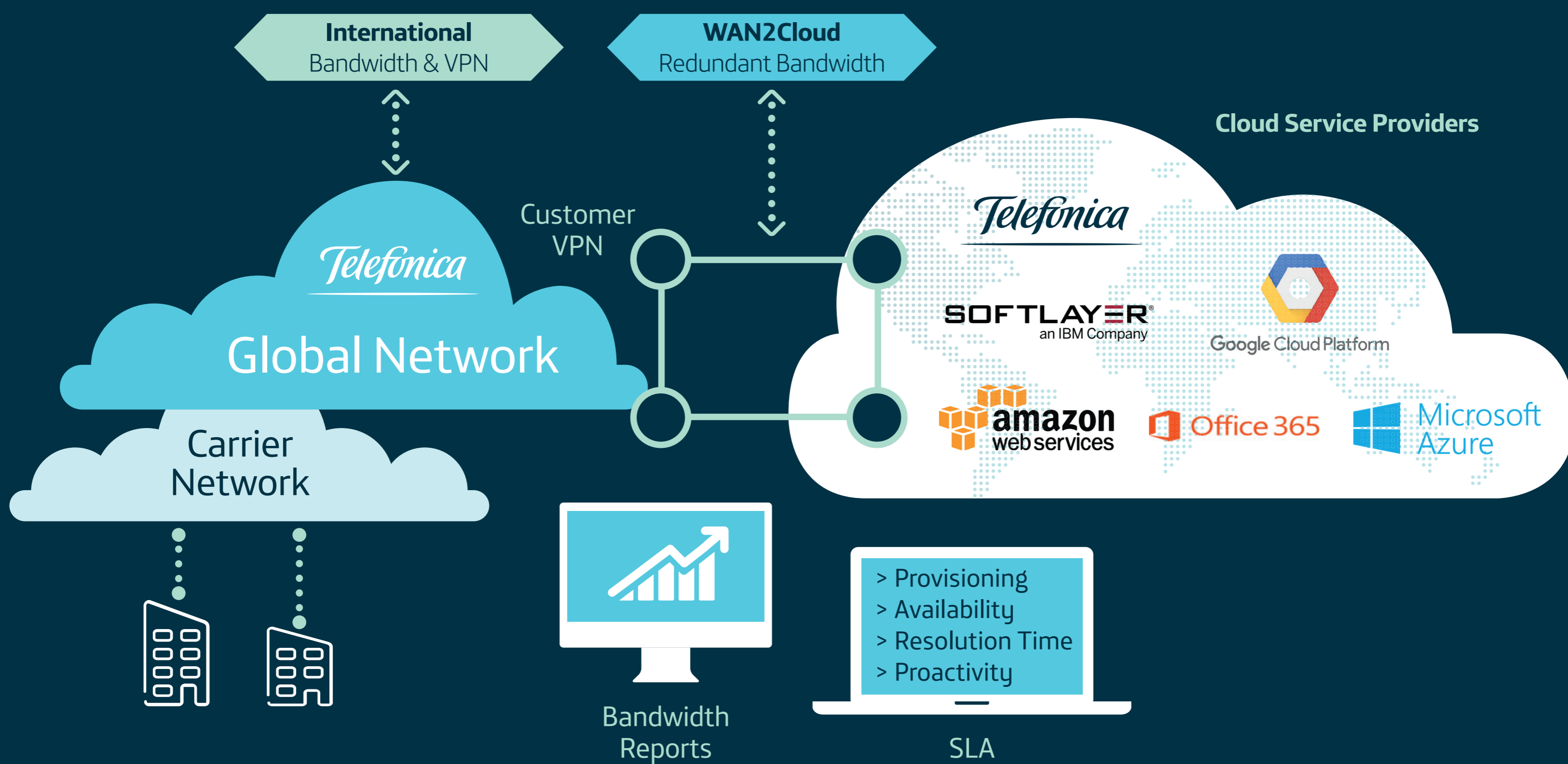
Gartner Market Insight: Cloud Marketplaces Will Disrupt Communications Service Providers' Sales Models, March 2018

WAN2Cloud = a Strategic Service a significant platform to drive revenue growth

How can WAN2Cloud help your customers?

Secure cloud interconnection with high performance

Dedicated, reliable and secure connectivity to leading Cloud Service Providers (CSPs) and Telefonica's own cloud services (Open Cloud)



Improve performance and user experience

Fast cloud-based delivery of applications without interruption, high availability and quality of service guaranteed

Speed up their digital transformation

By enabling hybrid and multi-cloud strategies they can adapt easily and faster to cope with the breakneck pace of modern business

Secure data

Secure access to their business data through their private network, anytime, anywhere, regardless of where their CSPs are based

Pay as you grow

Flexible International bandwidth up to 10 Gbps

Why Telefonica?



The WAN2Cloud service complements other components of our service offering for Carriers



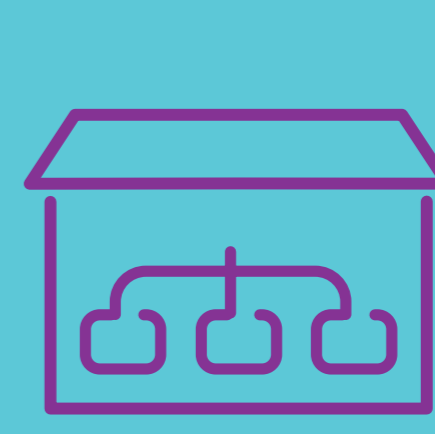
Cloud

Cloud solutions underpinned by Telefonica's capabilities: Public Cloud (Open Cloud), Virtual Data Center and Hybrid Cloud



Connectivity

International VPN connectivity



Colocation

Owned data center network, enhanced by agreements with market leading Colocation/Housing providers