Megaport

One port, unlimited possibilities

MEGAWOW

*[Because why not call it that...?]*

January 28, 2016
Note / Strictly Private & Confidential

Seattle: Megaported City, November 2015.

The benefits of a 100% SDN Network
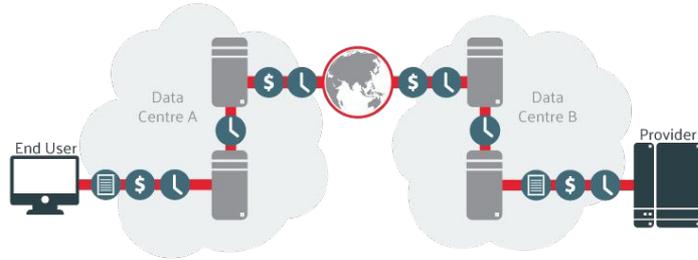
The old way to interconnect User:Provider

- ❌ Point to Point services connecting locations to locations
- ❌ Lead times for services between 30-120 days and sometimes longer
- ❌ Need to independently order cross connects each time
- ❌ Little flexibility in terms of access speeds
- ❌ Typically 12-36 month contracts
- ❌ Lack of contract portability
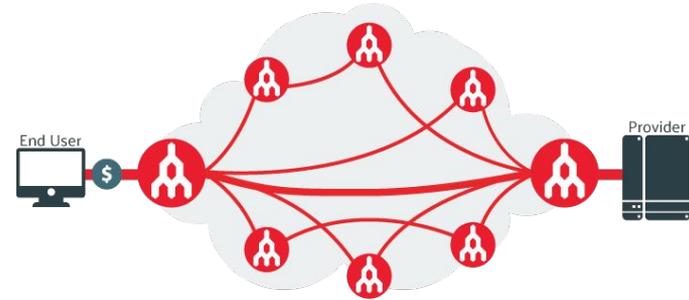
The new virtual/elastic interconnection

- ✅ **Scalable bandwidth** on demand
- ✅ **API feature capability** to allow partner integration and automation
- ✅ **Automatic provisioning** and deprovisioning of circuits
- ✅ Connect users to services via a **large ecosystem** of partners already connected to the fabric
- ✅ **Flexible contract terms** (daily, monthly, yearly)
- ✅ **Total Network Management** over iOS, Android, Windows or any compliant web browser
- ✅ Provide an ability to upgrade/downgrade circuits **on demand**

Megaport

2

What we do

Megaport makes it easier to connect to a complex ECOSYSTEM of Networks, Cloud Services, and Data Centers. Megaport has developed superior SDN technology and mobile applications that provide unparalleled functionality and connectivity to "Connect like a pro". Our footprint maps directly to the Internet backbone and major aggregation points where physical cloud services reside.

MEGAPORTS

Bandwidth between Megaports is configurable from 1 Mbps to 10 Gbps.

Speed	Interface
10 Gbps	10GBASE-LR (10km)
1 Gbps	1000BASE-LX (10km)

Megaports are enabled to support point-to-multipoint services, with the ability to also support a single point-to-point service.

VIRTUAL CROSS CONNECTS (VXCs) & CLOUD CROSS CONNECTS (CXCs)

VXCs and CXCs are provisioned in seconds allowing rapid deployment and instant time to revenue. A VXC is a fast, secure and affordable means of network connectivity between two Megaports, allowing you to use your Megaport interface to connect to one or many services. A CXC is a dedicated and secure means to connect from a Megaport to one of the cloud service providers on our fabric.

VXCs and CXCs are private, point-to-point Ethernet pseudo-wires presented as VLAN between two Megaports or between a Megaport and a cloud service provider.. All VXCs have a large MTU of 9100 bytes, support Q-in-Q and are transparent to most protocols. VXCs between Megaports in the same state have no speed or data usage limits. VXCs and CXCs are available in bandwidth increments of 1 Mbps up to 10 Gbps.

Value Proposition for Customers

Speed to market, time to bandwidth and cloud services acquisition. Traditional service installation times are no longer a roadblock.

Open RESTful API means that customers can develop to our platform and fully automate network functions if they want.

Scalability through on-demand services provisioning capabilities. Able to ramp from 1Mbps to 10Gbps across any service or location instantly!

Cost advantage means customers pay for only what they use when they need it. Our commercial terms align to compute utilization models.

Value Proposition for Partners

Speed to revenue, time to bandwidth and cloud services acquisition. Instant provisioning enables instant revenue.

Cloud Interconnection means that partners now have a dedicated and secure solution to offer customers who want seamless interconnection into the cloud.

Real time visibility a 100% portal driven network acquisition experience means partners get real time visibility into their customers orders and commissions.

Cost advantage means customers pay for only what they use when they need it and partners have a unique solution to add to a robust services portfolio.

Megaport

Scenario #1

Customer wants a 10G Megaport in at Wowrack in Seattle and plans to run 5 x 1G VXCs to AWS VPCs and a 2G VXC to Azure.

Solution:

10G Megaport Seattle: **$500**

Seattle 5x 1G AWS direct connect
AWS: **$1000**

Seattle 2G Azure ExpressRoute
Azure: **$200**

Total Solution: $1700.00

Scenario #2

Customer has one DC in San Jose with a 10G Megaport and two 1G VXCs to AWS. Customer's east coast DC is currently in NYC but they are migrating to a new facility in Ashburn and need at least 10G for two weeks to support the migration. In Ashburn they will also need a 1G VXC to AWS. They also have a 20 Mbps connection between DCs for nightly backups and replication.

Pre-migration Solution:

10G Megaport San Jose, New York, Ashburn:	$1500
San Jose 2x 1G AWS direct connect:	$400
San Jose to NY 50 Mbps VXC:	$482.05
NY to Ashburn 10G VXC for two weeks:	$3547.41
Ashburn 1G CXC to AWS:	$200
Total Solution:	**$6129.46**

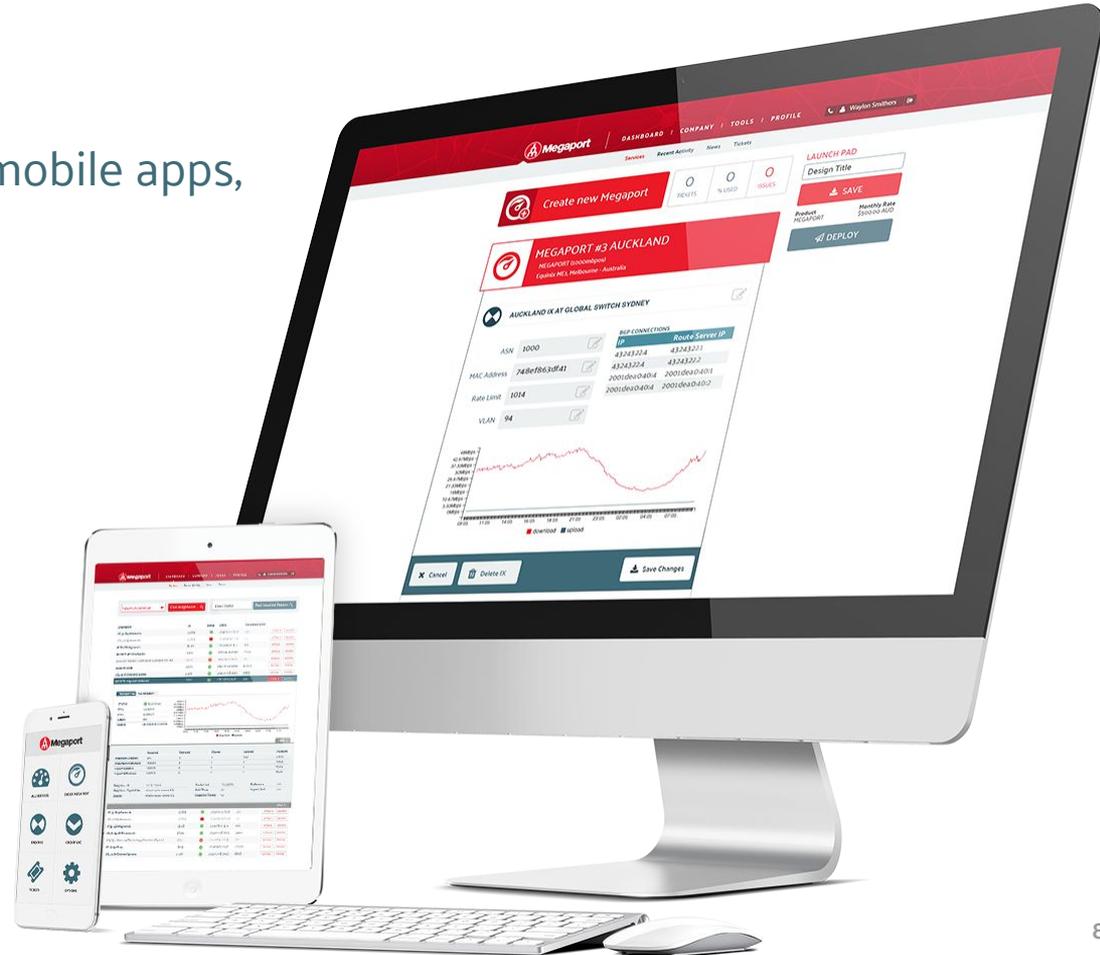## Post-migration Solution:

10G Megaport San Jose, Ashburn:	$1000
San Jose 2x 1G AWS direct connect:	$400
San Jose to Ashburn 50 Mbps VXC:	$482.05
Ashburn 1G CXC to AWS:	$200
Total Solution:	**$2082.50**

Customer Tools

Megaport tools include web and mobile apps, plus an open API.

✅ **Plan and design** interconnections

✅ Instantaneous **service provisioning**

✅ Rapid **change management**

✅ **Reporting tools** for management

✅ **DevOps support** for additional business applications

Thank You