



Microsoft  
cloud services  
in my private  
network

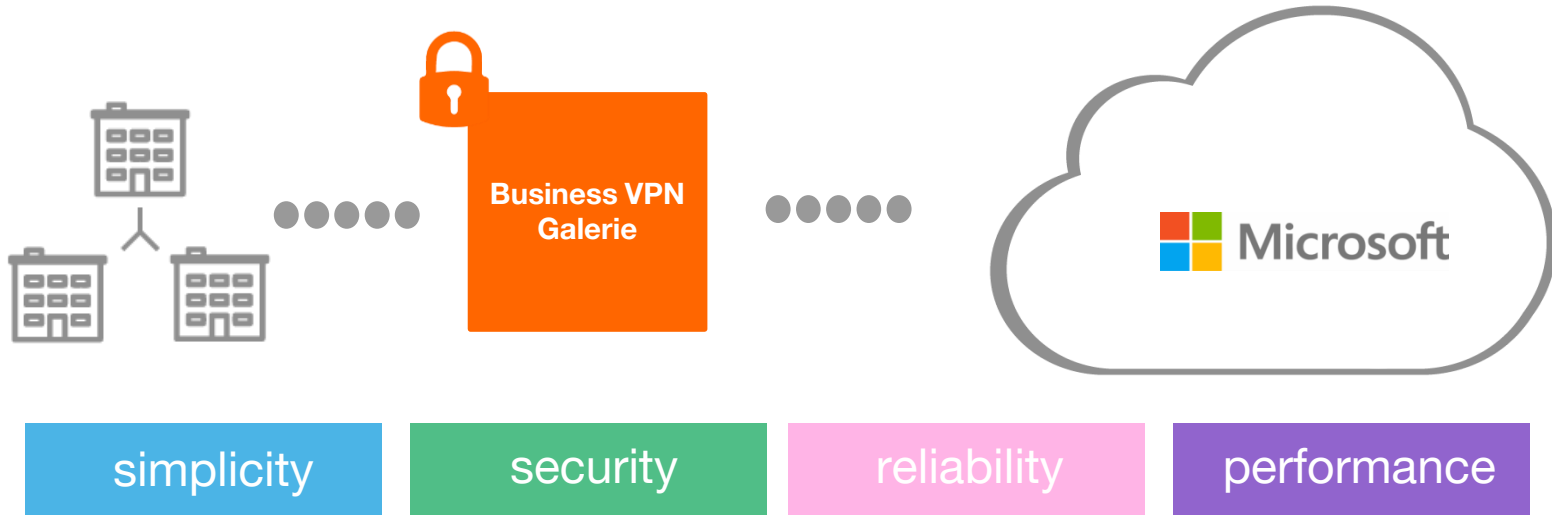
**Business VPN  
Galerie for  
Microsoft  
ExpressRoute**



**Business  
Services**

# Business VPN Galerie principles

Connect **your corporate network** directly to **Microsoft** cloud solutions and benefit from the associated level of service.

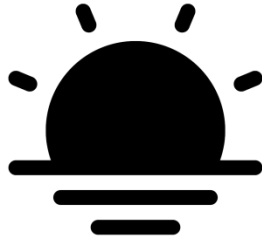


# The benefits



## Security

- Traffic is not exposed to Internet
- Traffic isolated end-to-end



## Simplicity

- Simple configuration, no additional circuit or equipment required
- A connection fully managed by Orange



## Reliability

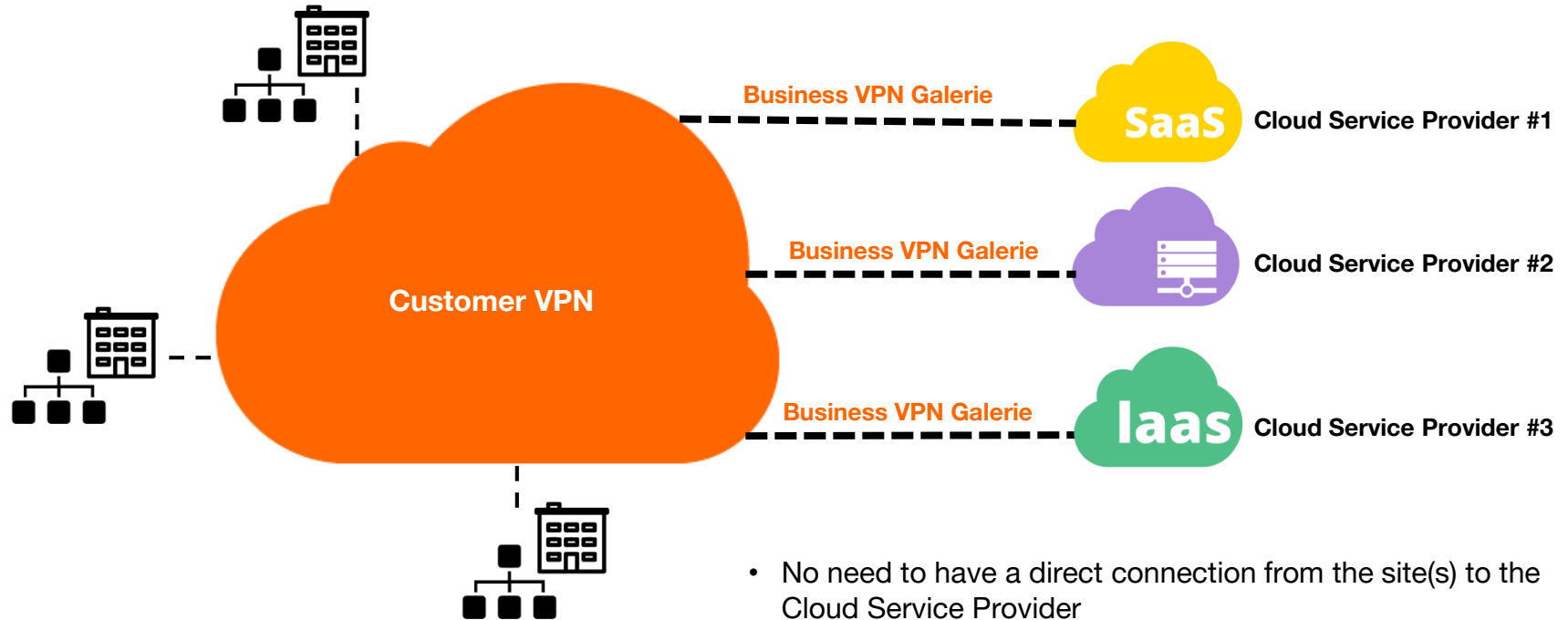
- Proactive monitoring 24/7
- Guaranteed time to repair of 4h
- Availability SLA: 100%



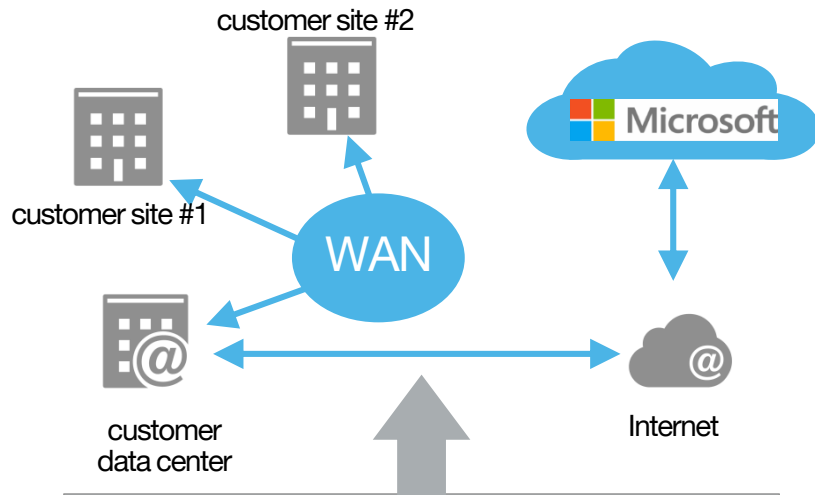
## Performance

- Same performance as Business VPN
- Collaborative fault management between Microsoft and Orange

# Cloud partner connection as an additional site



# Your private network extended to Microsoft services

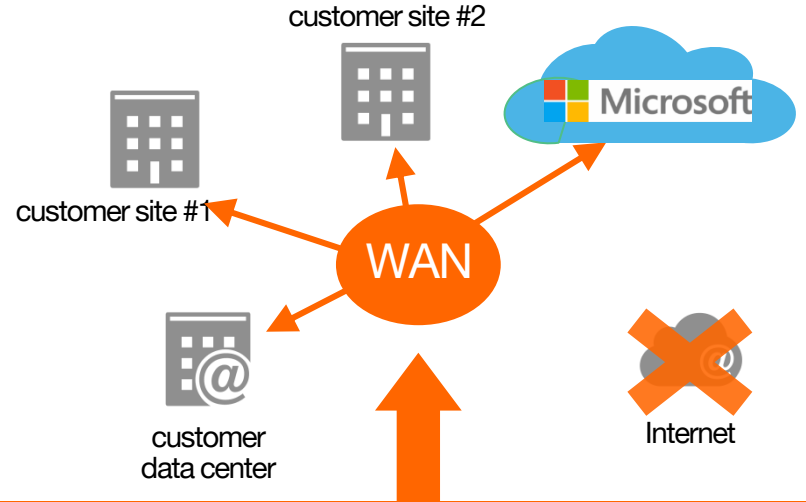


## Access via Internet

No performance predictability

Best effort reliability

Low security



## Access via Galerie

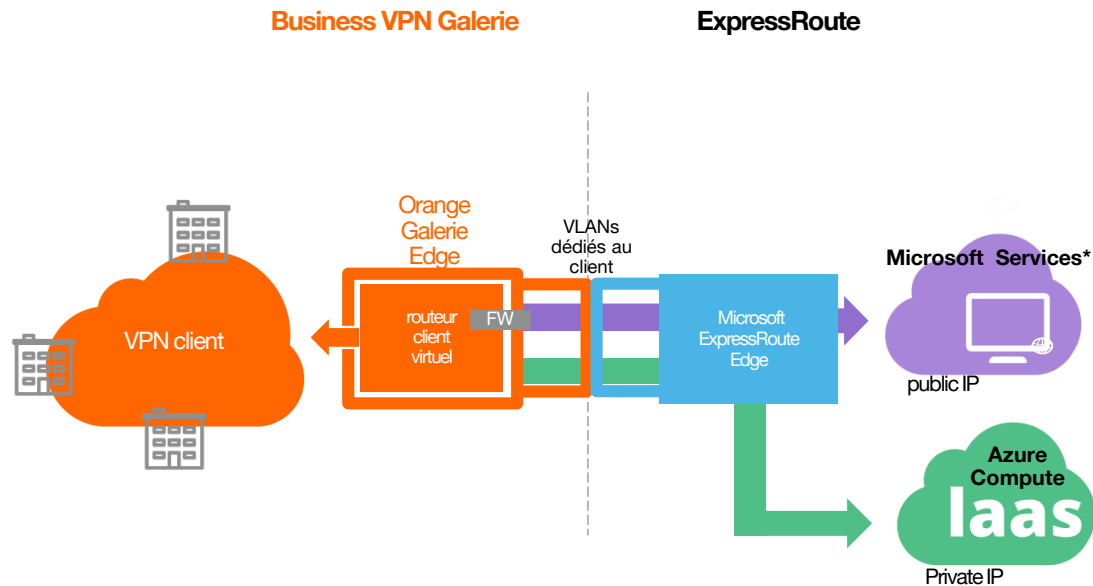
High and predictable performance the same as Business VPN

High reliability and simplicity, managed by Orange

No exposure to public Internet

# Galerie/ExpressRoute : a fully integrated solution

- No need for additional circuit or equipment.
- Implementation managed by Orange up to the ExpressRoute demarcation.
- Support managed by Orange up to the ExpressRoute demarcation.



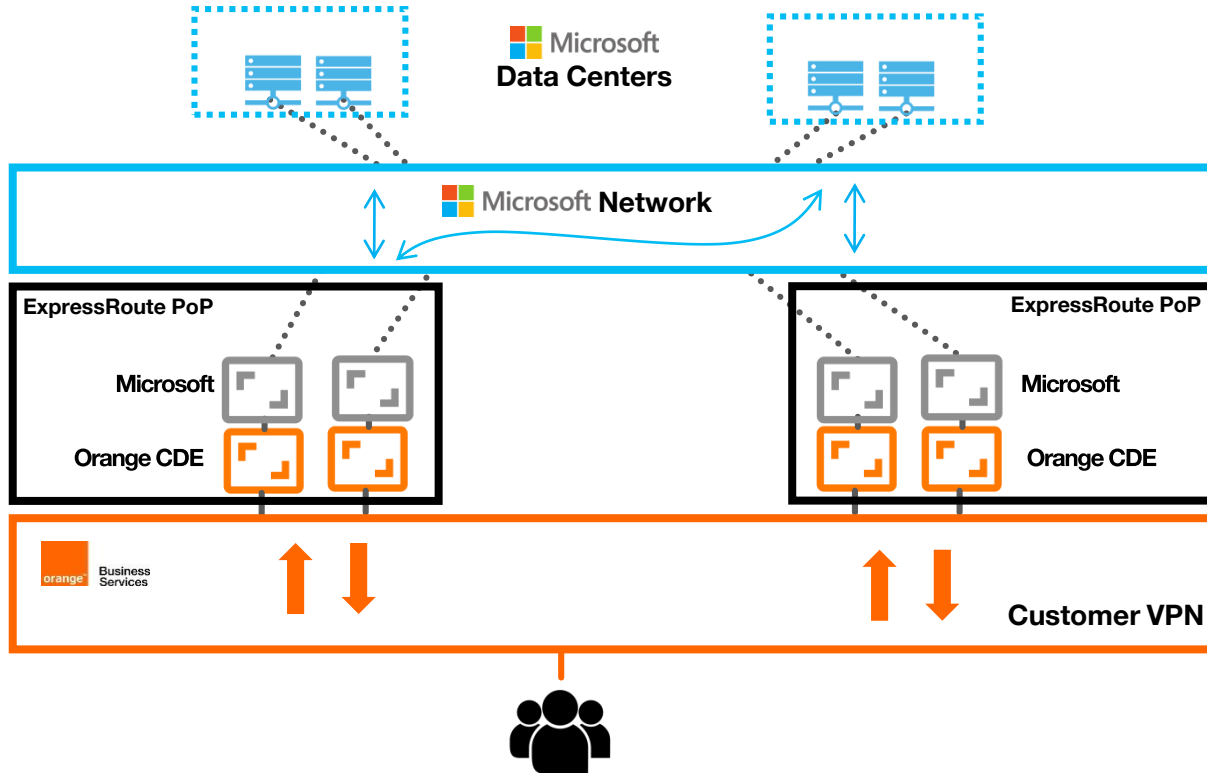
\* Peering including: Azure public services (PaaS), Dynamics 365

# Galerie/ExpressRoute : a fully integrated solution

## 2/2

- Microsoft Services zone includes services like Azure Public Paas (SQL DB , Web servers... ) and Dynamics 365 (CRM and ERP services).
- when producing an Expressroute circuit for Microsoft Services zone, no route of this zone is advertized in the client's BVPN. The client has to create and add routes filters on its Azure portal. The creation / addition of route filters is authorized only for Dynamics 365 and Azure Public services.
- Flows between the client's BVPN and the Microsoft Services zone can be initiated from this zone for Dynamics 365 or Azure Public services generating incoming flows.

# Galerie/ExpressRoute: a global service



## Business VPN Galerie ExpressRoute PoPs

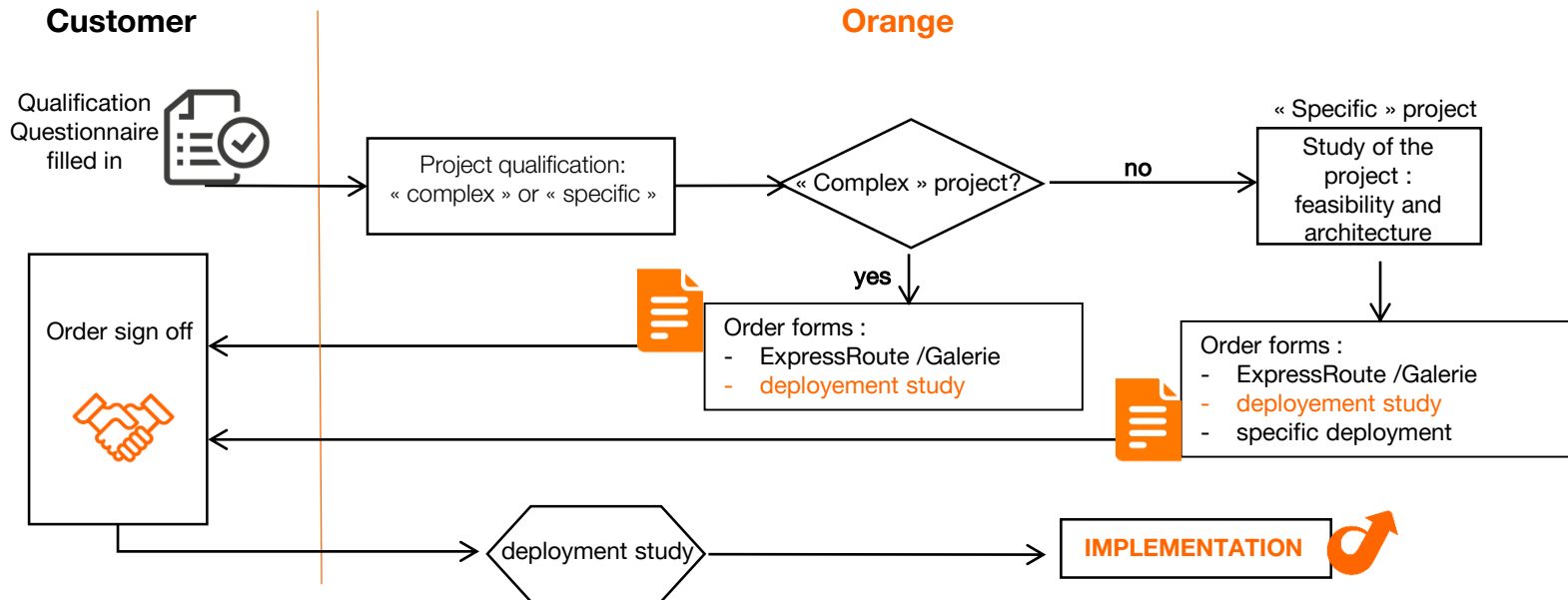


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Johannesburg

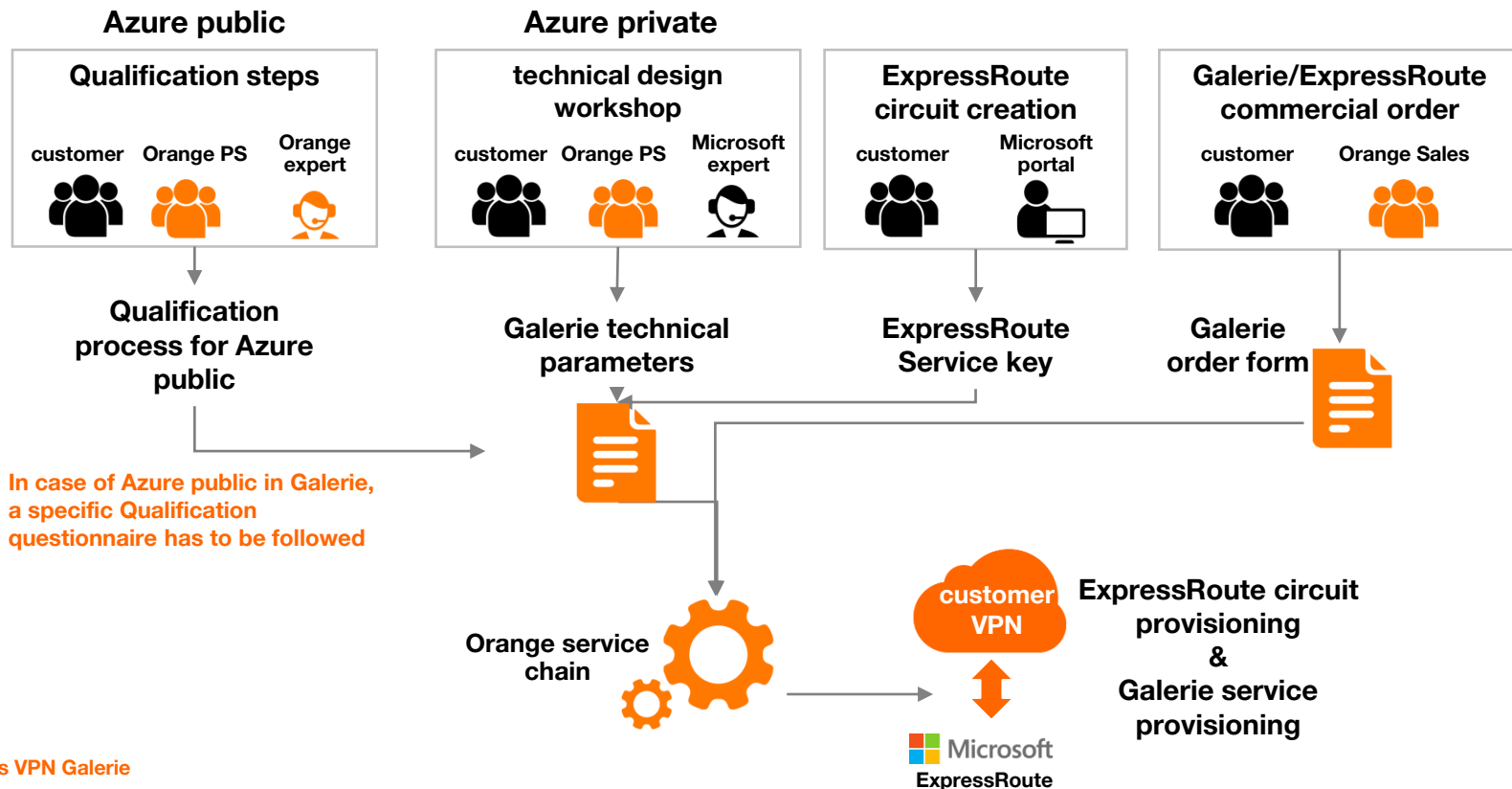


# Qualification process: Network deployment study

- The migration in Galerie has to be qualified via the Qualification Questionnaire. This qualification Questionnaire is provided by the Sales team.
- The analysis of this Questionnaire sets the project as « complex » or « specific ».
- In any case, a deployment study is made to better understand the customer network architecture and all the components.



# Sales process for Galerie/ExpressRoute



# Contractual and pricing model

Orange  
network  
Business VPN  
Galerie

customer

 Microsoft  
network  
ExpressRoute



## Galerie addendum to the WAN contract



Business VPN Galerie service  
subscribed to Orange



Business VPN Galerie bill  
Bandwidth based pricing

## ExpressRoute contract



ExpressRoute service subscribed to  
Microsoft



ExpressRoute bill  
Metered pricing or bandwidth  
based pricing

**Thank you**

