

# Why Partner with PacketFabric

PacketFabric delivers private, 5x9's SLA-backed, cloud and data center connectivity, on-demand in minutes, across a global Network-as-a-Service (NaaS) backbone. PacketFabric's flexible consumption, rapid provisioning, easy-to-use portal, and native REST API offers enterprises the agility, scalability, and predictable performance needed to connect their hybrid and multi-cloud core.



## Market Opportunity: Enterprises Need Agile Interconnection

**Enterprises are moving to a hybrid and multi-cloud core architecture, yet interconnection is a major friction point for achieving infrastructure agility. According to Gartner:**

- Infrastructure and operations (I&O) leaders who use the public internet to connect with cloud service providers often report experiencing suboptimal WAN performance.
- I&O leaders who rely exclusively on CSP public ports often experience performance and cost challenges, particularly when connecting into CSPs they consider strategic.
- I&O leaders are using an increasing number of CSPs, but directly interfacing to multiple CSPs creates administrative, management and financial challenges.
- I&O leaders' requirements for WAN-cloud connectivity are changing, which requires a greater degree of agility and multicloud interworking than their current solutions can support
- By the end of 2024, 30% of enterprises will employ software-defined cloud interconnect (SDCI) services to connect to public cloud service providers (CSPs), up from less than 10% in 2020.

## PacketFabric Differentiated Value Proposition



**Agility:** Carrier-class connectivity in minutes, no long-term commitments required



**Simplicity and Flexibility:** Provision in minutes via portal or API, consume by the month or longer



**Scalability:** 50T+ backbone, from 50Mbps and up to multi-100Gbps bandwidth for all services



**Redundancy:** Fully redundant from a chassis, path and power perspective for all services

## Why Position PacketFabric NaaS Offerings?

### ✔ **Simplicity and Speed**

- Simplify interconnection for your customers
- Full automated service provisioning and service management
- Make your life easier

### ✔ **Performance and Reliability**

- Premium service offering
- Five-nines reliability and stringent performance delivery, backed by a transparent SLA
- Never worry about customer experience +78 NPS

### ✔ **Tight Partnership**

- PacketFabric offers industry-leading technical expertise and care to support your sales process

### ✔ **Time to Revenue**

- Accelerate strategic sales by eliminating traditional telco delays
- Respond rapidly to deliver excellent solutions to your customers
- Revenue in hours and days – accelerate strategic sales by eliminating traditional telco delays
- Win more through partnering with the most agile cloud core technology, without compromising service quality

## Perfect Complement to All WAN Transformation Projects

### MORE INFORMATION:



**PACKETFABRIC SERVICES**




**PACKETFABRIC LOCATIONS**




**PACKETFABRIC DOCUMENTATION**




**PACKETFABRIC PARTNER**

