

# Network Infrastructure Partner: Zayo

High-quality, secure, network & cloud platform provider



## WHERE IT SITS: NETWORK CONNECTIVITY

- Zayo owns & operates 13M fibre miles connecting 1,300 Datacentres, 370+ Cloud On-Ramps, 50+ Cloud Providers, 40,000+ buildings, in 400 markets worldwide.
- Dense metro and regional fibre networks make Zayo's platforms unique & compelling.
- The Zayo global network can take you, your customers and your data wherever you need to be.
- Capacities available from 100Mb to 100G+, all supported by SLAs.
- Efficient hybrid, public & multi-cloud connectivity propositions.
- Zayo infrastructure is the "glue" to integrate all of your IT stack together.



## PROBLEMS WE SOLVE

- Fully understand connectivity and the complexity/pitfalls involved in next-gen IT/WAN deployments.
- Simplify delivery of cloud platforms across multiple locations.
- Single source provider for DC/Cloud/Office connectivity.
- Optimise data networking/security & improve end-user experience, through virtually infinite bandwidth and uncontented capacity.
- Comprehensive product portfolio, diversity and reach, reduces need for multi-vendor, overlay services.



## KEY DIFFERENTIATORS

- Competitive residual models and highly attractive SPIFFs.
- Truly collaborative, driving Partner residuals & improving Customer satisfaction.
- Innovative commercial models (e.g: free months during n/w migrations).
- Bespoke design capability, truly optimising client goals/outcomes.
- Own the fibre network = high operational visibility, rapid fault finding & rectification.
- 100% focus on high-quality connectivity, full suite of in/outsource capabilities.
- Unique integrated hybrid propositions for core, replication, aggregation & branch networks.
- Direct & diverse cloud alternative to Equinix, Megaport etc. (No colo needed when using Zayo).



## USE CASES

- Direct Internet Access, DDoS protection & Multi-Cloud Connectivity for UK Govt dept.
- Ultra Low Latency trading networks via Wavelengths, for many Financial institutions.
- Managed Firewall, Cloudlink & WAN services for Mobile Operators and Retail organisations.
- DDoS Protection for key Healthcare clients, ensuring patient records are always available 24/7.



## CREDENTIALS

- Infrastructure & Channel experts in-region.
- Trusted by the world's largest brands including:
  - The top 10 US eCommerce companies.
  - All of the FAANG technology organisations.
  - 17 of the top 25 banks in Europe/US.
  - 100+ global pharmaceutical companies.
- Rich pedigree in designing, delivering and operating complex infrastructure solutions for many of the Fortune 500.
- Strong & stable private funding (Digital Colony & EQT).
- ~\$2.3Bn annual revenue, 7.7K customers.



## ADDITIONAL INFORMATION & CONTACTS

- Detailed Collateral:
  - <https://www.zayo.com>
- For more information on Zayo services, please contact:
  - [nick.ashby@zayo.com](mailto:nick.ashby@zayo.com) (Channel Director, UK/EMEA)