

# Get a more secure, reliable and consistent connection to the cloud

Cloud computing has the potential to transform the way you do business, but not all connections are equal. Cloud Connect Direct provides direct connectivity to leading cloud service providers. And because you connect directly from BT's global network you can access cloud services in a faster, more reliable and secure way – all without the headache of managing multiple suppliers.

Every organisation knows about the benefits of the cloud. In fact, our recent research of 1,000 organisations shows that 60 per cent believe cloud can solve their biggest business challenges. But it's still a daunting journey, with a myriad of providers and services.

Cloud Connect Direct cuts some of that complexity and gives you a consistent, reliable connection to all the benefits that cloud offers. Connections can range from 50Mb to 2Gb and don't require an additional access, CPE or cross connect. And there are no complicated internet breakouts, routing, DNS changes and firewalls to manage. We manage the service in the same way as we do our core network so you can spend more time focusing on your business priorities.

You'll also be able to build on your network, using our infrastructure, to go faster from testing and development to piloting and roll-out.

## The best of hybrid cloud

As well as improved performance, more reliable connectivity and greater security, direct connectivity means your sites appear as on-net sites on your network, making everything easier to manage.

Cloud Connect Direct is also more predictable and cost-effective than buying, configuring and supporting multiple breakouts over the internet so it'll help you keep a lid on costs. And you can forget the headache of managing the connection hour-by-hour. We'll handle that – while you still have performance information at your fingertips.

## Going further

The benefits of direct connectivity can be further enhanced by our cloud based network function virtualisation options.

We offer cloud acceleration which in tests has shown a 92 per cent reduction in data and an 88 per cent reduction in file download times. We can also offer you even more security options through our Cloud Security Check Point firewall service.

And by incorporating Acceleration Riverbed technology, you can be confident that no matter how far your people are from where applications are hosted, performance won't suffer.

## Simple, fast, reliable connectivity

- **Access cloud providers directly:** from your own private network
- **Give people a great experience:** with a low latency private connection, which we manage all the way
- **Get up and running quickly:** we'll get the service connected to your MPLS IP VPN in days
- **Stay flexible:** add users and offices when you need them
- **Go global:** we have connectivity for different cloud providers worldwide
- **Stay secure:** control where your data goes, or doesn't go, on its way from A to B
- **Reduce vendor management costs:** with a single point of accountability.

“This partnership will help our customers leveraging the Oracle Cloud execute on their business strategies by taking advantage of the breadth and depth of BT's global network and its Cloud Connect offering for their high bandwidth connectivity needs.”

**Thomas Kurian, president of Product Development, Oracle**

## The very best of hybrid cloud

Everyone's aware of the benefits of cloud computing but concerns around security, compliance and complexity make the journey look a bit daunting. It doesn't have to be. We have a range of services that reduce the risk, cost and complexity of connecting to the cloud. We'll help you move forward confidently and successfully, so you can make the potential of the cloud a reality.

More and more organisations are building hybrid IT environments encompassing their corporate networks and cloud. With more flexibility, less cost and more computing capacity from on-demand applications and services, the cloud opens up a world of possibilities.

But there are a number of associated concerns which any organisation faces. Forty-three per cent of organisations see security and compliance as a key concern for cloud while 32 per cent believe a lack of internal skills is affecting the success of their cloud solution. Add to this data security, complying with data regulations in the cloud, application performance and managing multiple cloud suppliers – and it all starts to sound more complex.

### Cut cloud complexity

We'll help you move confidently and successfully toward the cloud while minimising the associated complexity, risk and cost. We've developed cloud services such as Cloud Connect Direct to remove many of the risks associated with a cloud-based service. So you get a choice of roadmaps that work for your organisation, in a way that will deliver the results you need.

BT Cloud Connect Direct is part of a portfolio of cloud-based services which includes:

- Cloud Connect Data Centre – connectivity to global data centres
- Internet Gateways – secure regional breakout locations for internet bound traffic
- Cloud Connect Security – cloud based security utilising checkpoint
- Cloud Connect Acceleration – virtualised acceleration using Riverbed technology.

“Microsoft and BT have an established history of delivering cloud solutions that meet the evolving needs of business across many industries.”

**Jean-Philippe Courtois, President,  
Microsoft International**

“Companies are transforming the way they connect with customers, partners and employees to thrive in today's connected world. BT is accelerating this shift for its customers with the addition of Salesforce to its 'Cloud of Clouds' vision.”

**Andrew Lawson, managing director of Salesforce  
in the United Kingdom and Ireland**

## Why choose BT?

We offer global connectivity to all our cloud providers, with connections for different services in each continent to make sure we are closer to you.

We partner with the leading cloud providers to offer the perfect solution for you, including:

- Microsoft ExpressRoute for Office 365
- Microsoft ExpressRoute for Azure
- DXC Technologies
- Salesforce
- Amazon Web Services
- Oracle FastConnect
- IBM Cloud
- T-Systems
- Google.

## What could Cloud Connect Direct do for you?

Visit [bt.com/globalservices](http://bt.com/globalservices)

Offices worldwide.

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