

# Let us take care of your cloud, so you can focus fully on your digital business

Cloud services are a key part of a digital strategy, helping to increase agility and achieve more predictable costs. But managing everything in the cloud isn't as easy as you might first imagine. A great cloud service is only as good as the network it's delivered over – and security is critical. Our Managed Cloud Infrastructure service gives you everything you need, with blueprinted designs and commercials, as well as network, security, and service wrap. This means you can confidently adopt public and private cloud services, or connect to legacy and third party data centres around the globe without any fuss.

Most organisations are already using a hybrid multi-cloud environment for their services. Your aim is to use the best of public cloud services when you can, keep your workload in your own data centre when you need to, and use third party private data centres when it gives you additional space quickly.

This mix of environment can give you a headache to manage, and to secure. Accepting standard configurations with some service providers can also create issues with network performance.

## **Simplicity and control**

Cloud services are likely to be attractive to you because they're flexible in nature and easy to contract for, but managing the network connection and necessary security can mean different suppliers with a mix of service models, costs and helpdesks. In the past, the management of these components have relied on different skillsets from other IT towers, but today our blueprinted designs and management offer you standardisation and simplicity for easier deployment and management.

Our Managed Cloud Infrastructure solution provides the whole service. Our designs are blueprinted and the components work together in harmony, with one service surround.

## **So what can you do differently?**

Our blueprinted hybrid cloud solutions are designed to address the challenges you face in a standard, cost-effective, and de-risked way. We can help you:

- deploy innovation and new applications faster
- increase automation
- move your applications closer to your customers
- scale more rapidly
- introduce more of a DevOps culture
- implement a 'cloud-first' approach
- consolidate my infrastructure
- reduce costs and optimise
- simplify my management of complex services
- avoid end-of-life technology issues
- improve governance and visibility.

## What does our Managed Cloud Infrastructure solution include?

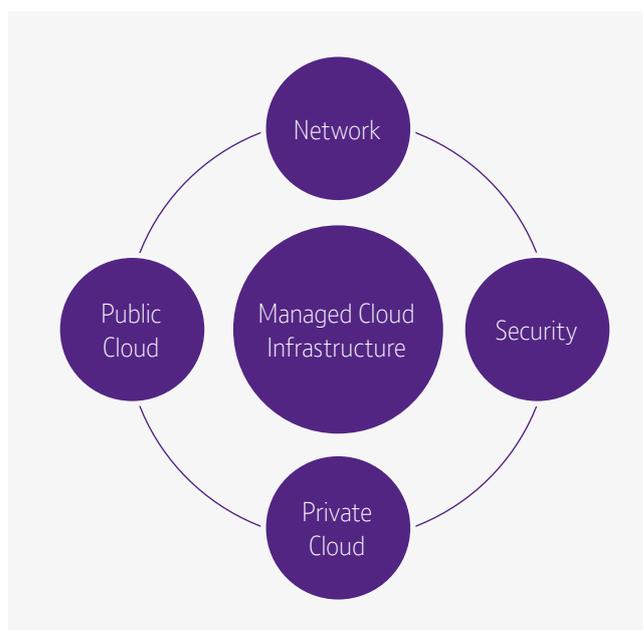
We offer globally at scale what you'd otherwise have to piece together from multiple providers. We can design your service and manage it in-life with a dedicated delivery team – a specially trained solution hub that owns your entire service. You just choose what you need from our component services for your cloud deployment.

### Start with the type of managed cloud services you need:

- public cloud, including AWS, Azure and Google cloud
- private cloud services for increased security and control
- on net third party datacentres (Equinix) to increase your coverage
- public cloud (BT Private Cloud)
- standardised commercial and technical designs for easy deployment
- consistent service experience across both hybrid and multi-cloud.

### And add the components you want:

- the best and most appropriate network connection
- security across network, IT and hybrid cloud
- cost optimisation assessment
- SD Fabric.



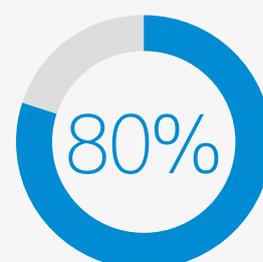
## Why choose BT?

We partner with the best technology and service providers to give you a wide choice. You can choose from our easy-to-deploy blueprinted technical designs and matching commercials. And we can also help you assess your plans to migrate applications and workload.

Our hybrid cloud security – across network, IT and cloud – is supported by 15 security operations centres (SOCs) and over 2500 security experts. So you can rely on our experience and expertise to accelerate your journey to the cloud.



of customers with workloads in public cloud by 2020 will be multi cloud<sup>(1)</sup>



will overshoot cloud budgets due to lack of cost optimisation by 2020<sup>(2)</sup>

(1) Forecast: Cloud Consulting and Implementation Services, Worldwide, 2017-2022 May 2018, Gartner

(2) How to Identify Solutions for Managing Costs in Public Cloud IaaS – Gartner, January 2018

## What could Managed Cloud Infrastructure do for you?

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