

Blend the flexibility of hybrid with the power of hyperscale cloud computing

The cloud means a new kind of IT. It means you can act faster and be more flexible, to become more competitive while keeping costs down. And our partnership with Microsoft brings together the very best networks, services and expertise to make the promise of cloud a reality.

The cloud is becoming the norm. According to Gartner, by 2020, a corporate “no-cloud” policy will be as rare as a “no-Internet” policy is today.

In fact, our research says that 90 per cent of our biggest customers expect to be using multiple clouds in the next two years. They realise they can use different clouds for different jobs and could have five or six clouds running, including their own in-house cloud.

BT and Microsoft offer a practical, efficient and secure route into cloud computing that will meet your needs for choice, flexibility and compliance. Together, we make it easier to embrace the cloud and use it for truly transformational purposes.

Exploit the power of the cloud

From being able to run private and public clouds together and connecting your own data centres with our global network of cloud-enabled ones, we provide you access to the choice of hyperscale cloud services available from Microsoft Azure. You can choose what and where to connect, blend together your private assets and ours and you can enhance this further with the rich set of services and infrastructure offered from Azure.

And we make this simple. Compute for Microsoft Azure provides you with the ability to order Microsoft Azure alongside our Compute portfolio of services on a single contract option. Two services, one bill. By leveraging our combined assets and services, you can build hybrid services across BT Compute, Microsoft Azure and your own data centres to drive new opportunities tailored for your business.

We'll help you exploit both the flexibility of hybrid and the power of hyperscale cloud computing to meet business demands.

The cloud is clearly better

- **Choice:** access the most globally diverse choice of hybrid cloud services from BT and Microsoft. Our combined data centre and networking orchestration skills enables us to be your trusted broker across hybrid clouds
- **Control:** our award winning Compute Management System (CMS) provides you with a single pane of glass to deliver the IT infrastructure and applications services you need from anywhere in the world, seamlessly
- **Performance:** hybrid cloud services provided with secure, high performance connectivity. Connect direct from your own private MPLS IP VPN network, avoiding the internet and its security implications
- **Security:** you'll have Check Point security at all the gateways to Microsoft's cloud. And you'll have control over where your data goes, and doesn't go, on its way from A to B.

The added benefits of seamless connectivity

Bringing together a rich mix of cloud services and infrastructure so that everything works seamlessly is a serious integration challenge. In a cloud environment, there's only one way to guarantee service and security and that's to have a single, end-to-end global network that can prioritise applications, manage access to data and optimise performance.

To provide this seamless service alongside security and high performance across our clouds, we've connected our global IP Connect network to Microsoft Azure. BT Cloud Connect ExpressRoute for Azure lets you connect your WAN (BT IP Connect – MPLS IP VPN) to Microsoft Azure. That opens up great applications your people can use anywhere to work together and stay productive. It also gives you top-notch performance and peace of mind, because you're connecting straight to Microsoft's cloud.

And you're doing it through our global network. Not over the internet. It'll feel as close as possible to running Azure from your own premises. Your own private, highly secure and non-contended connection means fast, reliable performance, whether you're creating virtual machines or deploying applications. It also means simplicity by getting Microsoft Azure with internet breakout and network acceleration over a single connection.

Why choose BT?

- **Simplicity**
BT Compute for Microsoft Azure provides you with the ability to order Microsoft Azure alongside our BT Compute portfolio of services on a single contract option. Two services, one bill.
- **Expertise**
Our team of 2,000 highly skilled professional services consultants (256 Microsoft accredited) located around the world can help you get the most out of the cloud, recommending solutions to improve business efficiencies and providing support needed to run it.

The service is available to order in the UK, France, Germany, Spain, Italy, Switzerland, Netherlands, Belgium and Singapore. We will be making this available thereafter on a country by country basis subject to customer demand.

“Hybrid cloud has become a major focus for many large enterprises as they choose a variety of cloud solutions to suit their complex business needs. In fact, through our relationship with Microsoft, customers can build their own hybrid cloud environment and enjoy the benefits of Azure whilst removing costly management concerns from the equation. Our Cloud of Clouds portfolio strategy is all about empowering our customers take advantage of the choice, flexibility and control of cloud without concerns about the complexity and security.”

Neil Lock, Vice President of BT Compute, Global Services, BT

“BT is a natural fit to provide managed cloud services on Azure. Through our relationship with BT, we're able to help customers with their infrastructure management and give them the ability to scale their business in a consistent hybrid cloud environment.”

Aziz Benmalek, Vice President, Worldwide Cloud and Hosting Services, Microsoft Corp

What could Compute for Microsoft Azure do for you?

Visit bt.com/globalservices

Offices worldwide.

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