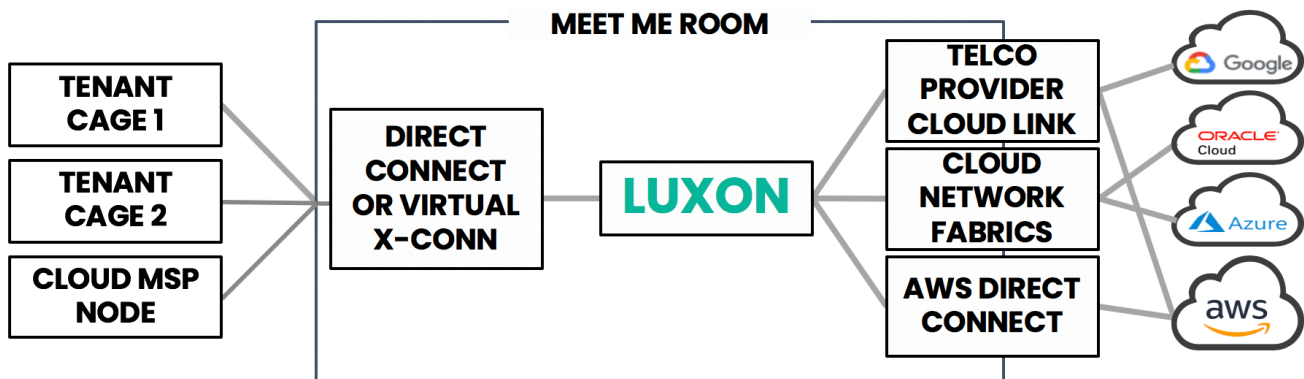


CLOUD CONNECT WITH STATELESS LUXON

Use Case Document



MARKET OPPORTUNITY

Modern enterprises are no longer deploying applications in a single, on-premises data center.

Instead, enterprises are deploying an average of five (5) cloud connections with hyperscale and SaaS providers like Amazon Web Services (AWS) and Salesforce. As workloads are decentralizing, enterprises are also shifting IT operations to third-party providers to decrease operational expenses and capital outlays.

This shift is creating immense growth in enterprise interconnectivity needs and is putting third-party data centers like colocation providers and cloud managed service providers (MSPs) at the center of a new opportunity for revenue generation.

Providers have an opportunity to monetize existing network infrastructure in new ways by creating innovative cloud connect products for their tenants.

TOOLS FOR SUCCESS

Colocation providers and cloud MSPs have been successful in monetizing Layer 1 network services like physical cross-connects and IP service.

While these services were sufficient for the transport of data from enterprise sites to third-party facility, providers are finding that they cannot deliver the agility and flexibility that multi-site and hybrid clouds demand.

Today, many providers are implementing Layer 2 services to offer to their tenants like virtual cross connects and Layer 2 wide area networks (WANs), but even these services cannot deliver on the dynamic, agile, rapidly evolving cloud deployments.

To successfully connect tenants to cloud, providers need to develop products that rapidly deploy routing, security and automation capabilities to hyperscale and SaaS interconnect points.

INTRODUCING STATELESS LUXON

Stateless Luxon is the first platform for software-defined interconnect (SD-IX).

With Luxon, colocation and cloud managed service providers can deliver, control and monetize interconnect points through simple software.

Providers can extend connections outside the physical data center and seamlessly deliver connections to cloud, creating new monetization opportunity.

LUXON FOR CLOUD CONNECT

Luxon is deployed as a consolidated scale-out cluster of commodity hardware in the colocation provider or cloud MSP data center.

To deploy cloud interconnect, providers simply drop in the scale-out cluster composed of x86 servers and Openflow enabled switches in their meet-me rooms.

The cluster front ends all cloud onramps including telco links, cloud fabric links and direct connects.

FEATURES AND BENEFITS

MULTITENANCY

For providers, multitenancy is the key to building successful cloud connect products.

For cloud connect where each enterprise has a different cloud mix with different functionality required to access varying endpoints, this is a non-starter.

Luxon delivers a truly multitenant solution where providers can configure completely isolated and customized networks for each tenant.

This consolidation reduces provider CAPEX as infrastructure sprawl is eliminated and engineers have a single system to deploy and control all tenant networks.

AUTOMATION

Hyperscale and SaaS clouds are able to rapidly deploy services with minimal overhead because of their rich automation capabilities.

Luxon brings this level of automation to colocation providers and cloud MSPs so services are deployed without impacting network overhead.

With Stateless' patented architecture scaling, growth and failover is handled without operator intervention.

The most crucial information for each tenant's connections, frequently referred to as network state, is stored in a highly-performant, distributed database which is replicated throughout the cluster.

In the case of failover, traffic flows on one node are automatically redirected to healthy nodes in the system. Because network state is stored across the cluster, this occurs without disruption or downtime.

The same methodologies allow for updates to take place without dropping a single connection and dynamic expansion and contraction of tenant traffic while maintaining consistent Quality of Service (QoS).

API-DRIVEN VISIBILITY

While automation and abstraction layers provide valuable tools for decreasing hands-on management time these capabilities can obscure the ability to troubleshoot and to visualize misconfigurations.

Luxon uses rich APIs to communicate throughout the cluster and across functions. These APIs are exposed to providers for simplified troubleshooting and for streamline integrations with existing cloud on-ramps.

EVOLVABILITY

With cloud deployments, new use cases and management strategies are being developed every day. Deploying traditional network appliances and waiting for them to reach capacity is no longer viable.

With Luxon, network functions are deployed as microservices, meaning they are broken down into composable pieces that can be easily strung together for each tenant and can be added and removed from a network without affecting deployments.

Network functions are added to the system rapidly. Providers do not have to wait for software version updates or deploy new network appliances for every new tenant use case.

FINANCIAL IMPACTS

Luxon can be used for multiple interconnect use cases including data center connectivity and cloud connectivity. When deployed for these use cases, providers can expect the following financial impacts:

- Accretive margins
- 100%+ internal rate of return (IRR)
- \$100K scaled terminal monthly recurring revenue(MRR) per cluster
- Potential \$9MM+ value creation (15X) per facility

ABOUT STATELESS

At Stateless, we are reinventing network connectivity.

Stateless delivers an industry-first SD-IX platform that gives network providers the power to monetize their connectivity assets while streamlining network operations and minimizing capital outlays.

The revolutionary Stateless platform gives users the power to optimize existing network assets to control and connect every endpoint, including portfolio data centers, tenant sites and hyperscale clouds.

Learn more at www.bestateless.com.