

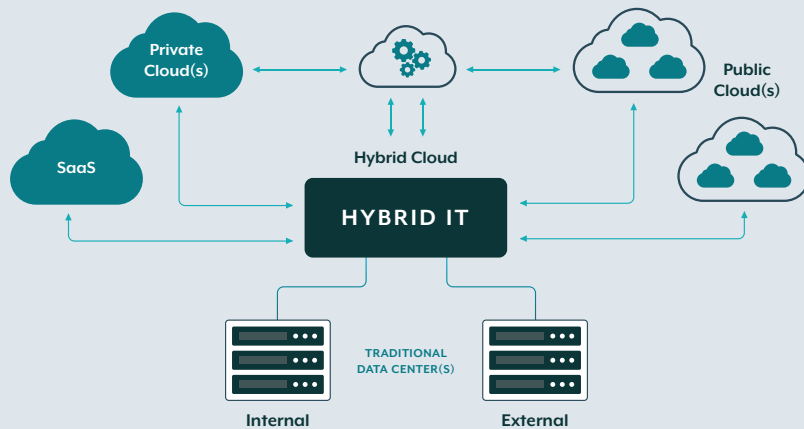
Hybrid IT Management and Orchestration

Webair's fully managed Hybrid IT offers the scalability and flexibility of the public cloud with security and performance of dedicated infrastructure backed by our trusted, 24x7 service assurance

Hybrid Transformation

As Software-as-a-Service (SaaS) and public clouds become increasingly popular, a growing number of enterprises are migrating to multi-platform solutions for a flexible and scalable IT environment. However, the adoption of hybrid IT is forcing enterprises to take into consideration a number of factors, including:

- ✓ How is connectivity between internal networks, clouds, SaaS, and data centers orchestrated?
- ✓ Who will take accountability of end-to-end service assurance between environments?
- ✓ How will consistent security policies be enforced cross-platform?
- ✓ Who owns data protection, loss prevention, sovereignty, and compliance?
- ✓ How can a consistent SLA and flexible consumption model be achieved?

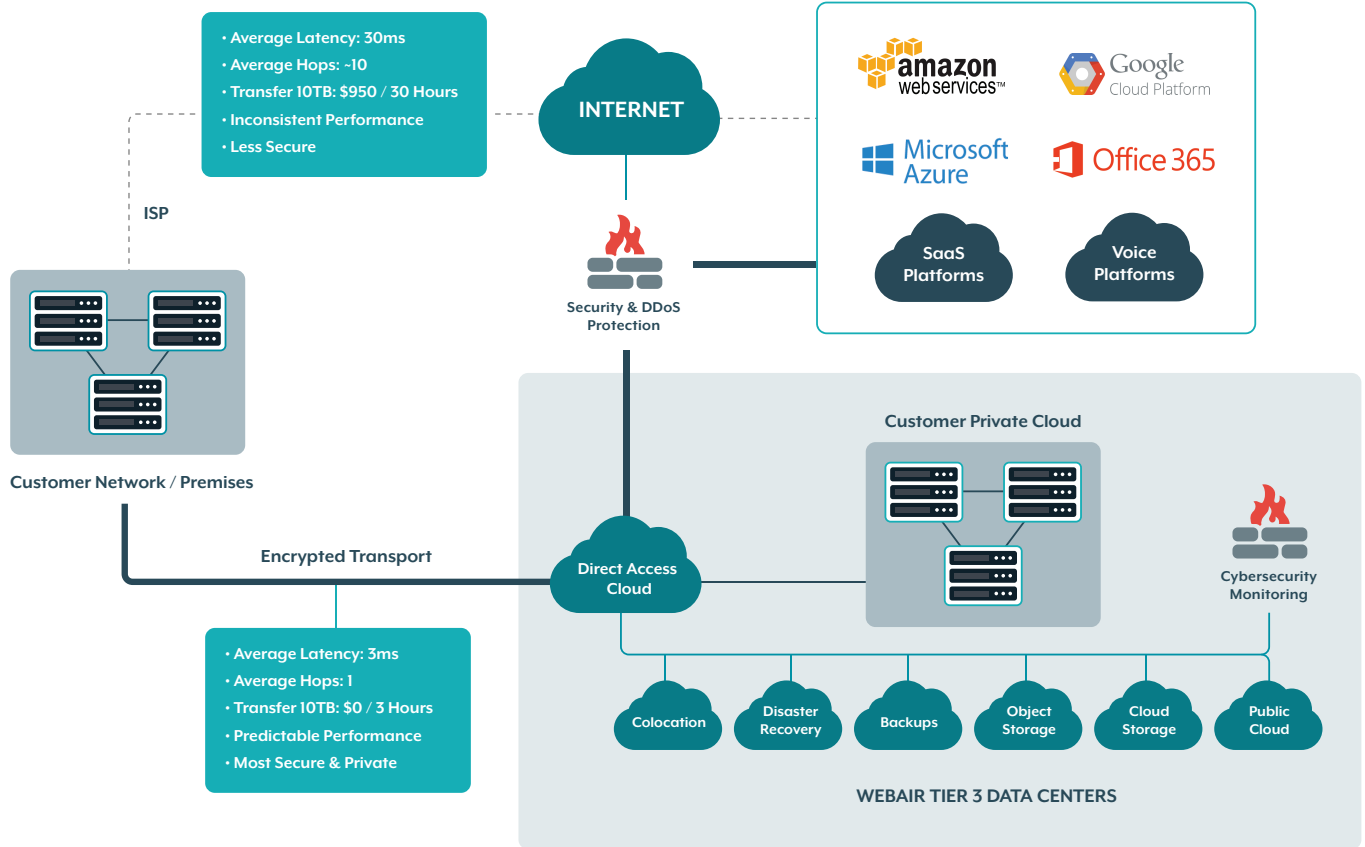


FULL ACCOUNTABILITY ONE PROVIDER

Webair's Hybrid IT Management and Orchestration services empower organizations to employ multi-platform solutions to sustain effective business operations, functioning as customers' single, trusted advisor for managing connectivity, security and performance across their hybrid environments. With Webair, customers can take advantage of the scalability and flexibility of the public cloud, while benefiting from the speed, security, and privacy of the private model – all backed by the end-to-end assurance of a single provider.

Hybrid IT Components Managed by Webair

- ✓ **Connectivity** to customers' existing network via private transport, MPLS, physical cross-connect, interconnection fabrics, and additional connectivity to more than 500+ data centers
- ✓ **Edge Cloud services** - Low-latency and data sovereign to the customer, performing as if they were on-premises and part of the customers' own environment
- ✓ **SaaS providers** such as **Office 365, Salesforce**, and more
- ✓ **Public cloud platforms**, including **AWS and Azure**
- ✓ Webair's ecosystem of managed **enterprise cloud services**, including:
 - Compliance Private Cloud
 - Cloud Storage - Object, NFS/CIFS, SAN storage
 - Managed network, security, and DDoS protection
 - Offsite Disaster Recovery & Backups-as-a-Service
 - Colocation



* Transfer costs based upon blended hyperscale rate vs direct connect & express route * Transfer times based upon 1Gbps internet connection vs 10Gbps private connection * Latency based upon US east coast to local hyperscale

ON-PREM VS. PUBLIC CLOUD

Today, enterprises have a polarized view of infrastructure – either deployed within their physical footprint, fully owned and managed by them, or thousands of miles away in a hyperscale cloud.

Webair provides the best of both worlds:

- ✓ Cloud services that perform as if they were on-premises, but backed by a provider with SLAs, aggressive contracts and taking full ownership of the infrastructure stack.
- ✓ The ability to match the best cloud platform on a per-workload basis and avoid cloud vendor lock-in.

By building direct connectivity to customers, Webair provides the ability to consume services as if they were part of the internal network and can be air-gapped from the public internet, providing private connectivity to:

- ✓ Public clouds and SaaS, including AWS, Azure, Oracle, IBM, Salesforce, and many others.
- ✓ Fully managed & low-latency private cloud, ensuring compliance, speed, and sovereignty.
- ✓ Edge compute platforms paired to public clouds including Azure/Stack & AWS/VMware.
- ✓ Deliver a solution free of all data transfer and operations fees, and hidden costs.

Security and Reliability

Webair Hybrid IT services provide private connectivity with end-to-end service assurance from the customer premises to private cloud, SaaS, and hyperscale clouds such as **AWS**, **Azure**, and **Google Cloud**. Customers receive full accountability and ownership from one provider, which means one contract and one MSA, SLA and BAA with regulatory compliance assured.