



Commercial in confidence

# Telstra Wholesale Cloud Access™

Connect to national coverage at one simple rate

Fact sheet

As more business customers adopt cloud-based services to deliver/achieve organisational agility and cost savings for their businesses, the network they rely on to access cloud services has become vital.

Telstra Wholesale Cloud Access™ allows you to connect your network right up to the cloud service provider's infrastructure within the host data centre via an Ethernet handoff. This provides you with a more secure, dedicated network connection to the cloud. Once connected, you can flexibly choose from a range of bandwidth options to match the required specific cloud environment workload.

## Overview

Telstra Wholesale Cloud Access™ leverages Telstra's industry leading Ethernet Access network to provide an integrated, private, more secure and reliable connectivity from your network into a range of compatible cloud providers.

It provides you with an end-to-end solution with an online portal that allows you to establish and manage one or more instances of cloud connectivity from your network into a range of compatible cloud

providers. This way, you can enjoy a more seamless experience and a scalable solution when you want to connect to one or multiple clouds or adopt a hybrid cloud strategy.

You will have the ability to connect to cloud services purchased directly from the respective cloud providers, which include AWS and Microsoft Azure.

You can change the bandwidth of each individual cloud connection to

match your cloud application specific workload.

It simplifies doing business, with a single point of contact for end-to-end provisioning and assurance up to the point of cloud provider's infrastructure. This includes data carriage from your PoP, cross connects to the cloud service provider's platform, activation of individual cloud connectivity, configuration and support.

## Using Telstra Wholesale Cloud Access™

Telstra Wholesale Cloud Access™ connects your network in one of your Ethernet Access aggregation location to the Cloud Service Provider platform. You can then utilise the service to connect an end-user's branch offices, its head office or end user premises to their IT resources hosted in the cloud.

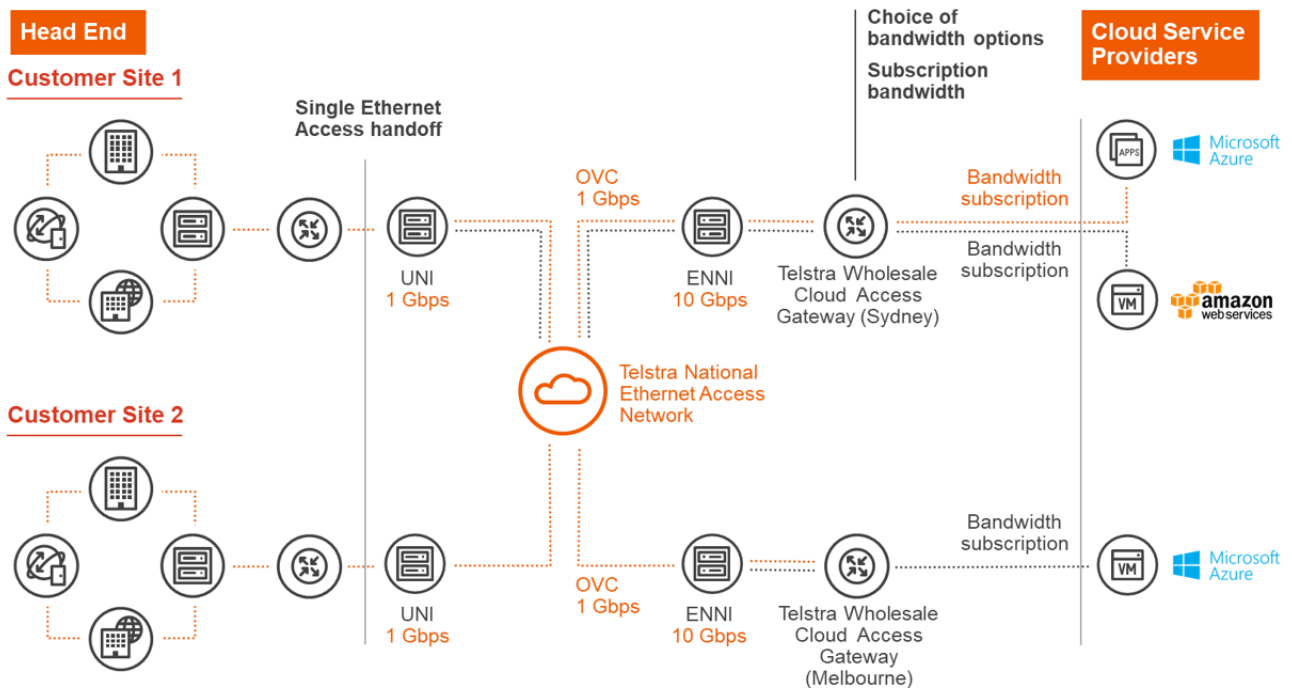
Some examples of how Telstra Wholesale Cloud Access™ can be used for different types of business include:

- **Retail stores** that Virtual Private Networks (VPNs) and requiring superior access to their cloud

services at all their branch offices. Telstra Wholesale Cloud Access™ makes it easy for branch sites to connect to the cloud, with centralised management for better overall control.

- **Business customers** who have adopted a multi-cloud strategy need a flexible cloud networking solution. Telstra Wholesale Cloud Access™ enables connectivity to multiple platforms as well as providing the flexibility to change the bandwidth to those platforms.

- **Large corporations** which have several applications running in their own data centres as well as hosted environments. They want a cloud networking solution that allows them to migrate to a hybrid cloud deployment model as smoothly as possible. This can be provided by Telstra Wholesale Cloud Access™ which simultaneously provides geographical redundancy and disaster recovery, that is required for their mission critical applications.



## Features

The diagram highlights some of the key features of Telstra Wholesale Cloud Access™ which include:

- **Single Ethernet Access handoff** - Connectivity to one or more cloud service provider platforms through a single Ethernet Access handoff.
- **User-Network Interface (UNI)** - A port-based UNI running at 1 Gbps
- **External Network to Network Interface (ENNI)**

Represents as a physical port on the NTU running at 10 Gbps which provides connectivity to the Telstra Cloud edge router.

- **OVC**- The Operator Virtual Circuit supports VLAN stacking, which enables logical separation of end user traffic and multiple connectivity / peering to the customer cloud environment with dedicated logical infrastructure.
- **An open pipe 1Gbps Ethernet connectivity** from the

User Network Interface (UNI) on one of your Head Ends up to the Telstra Wholesale Cloud Access™ gateway of your choice.


- **Choice of bandwidth options** - which are can be applied on a per customer VLAN basis.
- **Subscription bandwidth** - Subscription bandwidth can be flexibly modified to suit the bandwidth requirement of the application hosted in the cloud.

## Why Telstra Wholesale Cloud Access™?


	Reliability and security	Delivers a more secure, higher performing, private and direct connection to public clouds.
	High performance	Operates as a private network, delivering lower latency than public connections and direct data movements. Telstra Wholesale Cloud Access™ delivers Layer 2 performance up to, and into, the cloud environment you've set up. This means you can gain consistency in throughput and reduce performance issues from internet congestion and help prevent revenue loss arising from service degradation.
	National coverage	We offer the broadest geographic coverage available from a single provider via our industry-leading Telstra Wholesale Ethernet Access (EA) network. This also means you can bring cloud to your network with ease – whether it's inside or outside the data centre.
	Simple pricing	With no pricing zones, you pay one simple national rate (calculated daily). Besides allocating your bandwidth resource efficiently to meet your business workload, this means you can spend less time financing and forecasting and more time focusing on business growth.
	Connect to market leading multi-clouds	With Telstra Wholesale Cloud Access™, you connect to market leading AWS and Microsoft Azure clouds. You can connect to these Cloud Service Providers via a single handoff serving different end users workload requirements.
	Scalability and bandwidth on demand	You can scale up or down your bandwidth needs on a daily basis as well as split your bandwidth to serve various customers with flexible capability. The flexibility means you can meet customer demands more easily.
	Single access	You can connect customers across Australia to the cloud using single handoff, that allows multiple connectivities to multiple clouds (applies to TW Cloud Access™ gateway in Sydney).
	Self-service portal	Set up and manage your cloud connections via our Cloud Service portal. You can make a range of modifications easily and change bandwidth dynamically as needed.
	Reduce cost and complexity	Providing you a simple and a more secure integrated solution reducing cost of ownership and complexity when connecting to a public cloud environment.
	Peace of mind	Telstra Wholesale Cloud Access™ is backed by our quality customer service, giving you peace of mind. Our support is responsive during business hours and personalised to your needs.

## What to expect when you choose Telstra Wholesale for cloud connectivity


The trend for cloud adoption accelerates and there will be more business critical applications residing in the cloud. The connectivity to the cloud will need to become dedicated, secure and reliable and Telstra Wholesale is prepared to be a part of this journey with you.

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**Our experienced people**

Telstra Wholesale offers an experienced and skilled team of dedicated specialists to help identify the solution that best suits your needs. You will also receive our expert technical and operational support once the service has been delivered.
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**Our unrivalled network**

We're in the places that you need us, Telstra Wholesale Cloud Access™ is available nationally where your existing Telstra Wholesale Ethernet Access aggregation is located. We pride ourselves on our consistency, service assurance and the cost efficiencies that we can drive from our market-leading position.
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**Our superior systems**

Our proven, integrated systems capabilities and operational support help you manage your business needs with a range of online tools which help you order, manage and support your cloud connectivity services.
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**Getting connected**

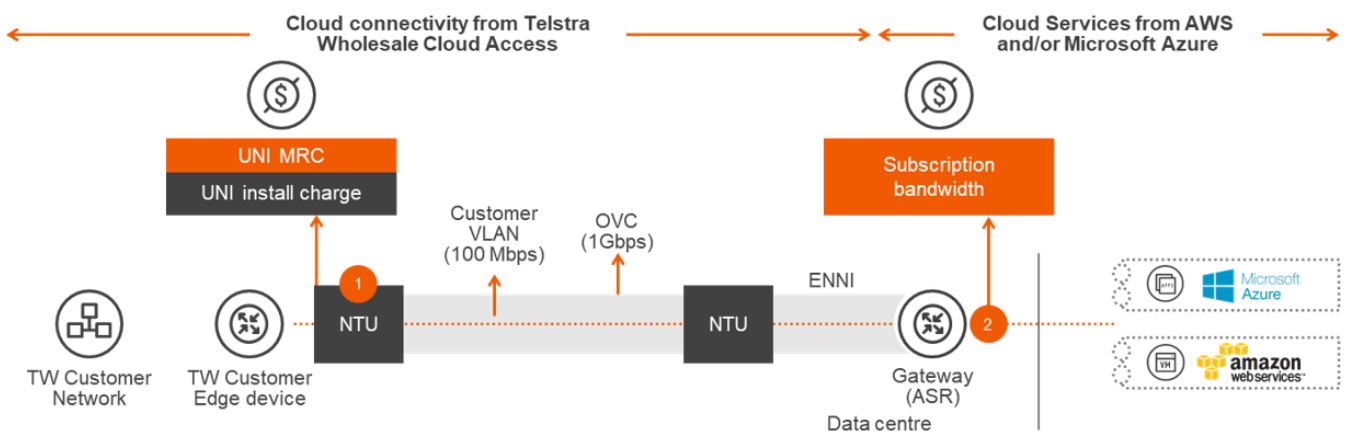
Once you are onboarded and your UNI and OVC delivered, you can order and manage your individual cloud connectivity through the Telstra Wholesale Cloud Services Portal (CSP). With the CSP, you are able to change cloud connectivity subscription bandwidth on demand based on your requirements. For existing customers, you'll find indicative lead times and activation processes in our Operations Manual, available from your Service Manager.
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**Charges and billing**

Telstra Wholesale Cloud Access™ pricing is straightforward and offered using one national rate. Not only that, you only pay for the cloud connectivity bandwidth that you use allowing for efficient bandwidth resource allocation to suit your cloud. Non-recurring and recurring charges for the UNI may be eligible for fixed term discounts.

We'll bill your services monthly, itemising the installation charges, recurring and usage charges.

The diagram below conceptually summarises the key pricing elements for Telstra Wholesale Cloud Access™.



## More Information

To find out more, contact your Telstra Wholesale account manager or visit [telstrawholesale.com.au](http://telstrawholesale.com.au).

## About Telstra Wholesale

Telstra Wholesale is more committed than ever to helping our customers connect to their full potential. We're delivering new capabilities in all our portfolios – data, mobiles and fixed services. We're continually investing in our business so that we can confidently deliver world class solutions to yours, enabling you to create a competitive advantage.

You can access the value of our superior capabilities and scale by connecting to our high performing networks and platforms. These are fully integrated with our operational capability to deliver value to your business. Our knowledgeable and responsive specialists are dedicated to delivering outstanding service to help your business succeed.