

Overview

- Verizon has 57+ world-class data centers globally
- Leader - Gartner Magic Quadrant for Public Cloud IaaS; Managed Hosting; Managed Security
- Global network of data centers and a comprehensive portfolio of secure solutions based in the cloud
- Enterprise-class IT platform and standards-based approach.
- Connectivity from >170 global network carriers.

Services Sold

- Cloud Compute - Enterprise Cloud/IaaS
- Cloud Backup & DR-as-a-Service
- Cloud Storage
- Managed Hosting & Apps - (SharePoint, SQL, Oracle)
- Hosted & Dedicated Exchange
- Colocation
- Add-ons from Verizon:
 - Security Services
 - Professional Services
 - Network & Connectivity from Verizon

Elevator Pitch

Verizon teams with partners to offer: Colocation Services, Managed Hosting, Virtual Disaster Recovery and Enterprise Cloud™ to any of their customers worldwide. Verizon is a Gartner Magic Quadrant leader for Public Cloud IaaS, Managed Hosting and Managed Security encompassing a Global network of data centers and a comprehensive portfolio of secure solutions based in the cloud. Verizon has 57+ world-class data centers globally plus massive connectivity from more than 170 global network carriers. They offer an Enterprise-class IT platform and standards-based approach focused on Enterprise, Medium and Small business across the globe.

Key Features and Differentiators

- Built on Enterprise-class equipment from major manufacturers like Cisco, HP, NetApp, and EMC
- Deployed in Network Access Points and Cloud-Enabled Data Centers across the United States, Latin America, EMEA and APAC
- Delivered with a sophisticated web-based management console AND a comprehensive set of RESTful APIs
- Virtual private cloud architecture, including private compute pools with guaranteed resource availability and meaningful SLAs
- Support for Hybrid Solutions, including dedicated devices, integration of IT and Security services, and connections to private clouds, internal data centers, and other cloud providers
- Secure cloud architecture with proven ability to meet critical commercial and government compliance standards
- Provided on VMware-based products, insuring support for the broadest range of operating systems and business applications

Ideal Customer Profile

- Mid-market
- Many locations
- No IT resources
- International requirements

Qualifying and Technical Questions

- Have you virtualized your own internal infrastructure? What percentage of your infrastructure is virtualized? What hypervisor do you use?
- Do you need access to computing resources for short timeframes?
- Do you have any limitations on your current internal data centers?
- Do you have applications subject to compliance and audit protocols like FISMA, DIACAP, or PCI-DSS? Is your application required to pass audits on a regular basis?
- Do the applications you plan to deploy in the cloud need to connect to legacy equipment? Or interact with non-virtualizable systems?
- Do you have highly variable workloads? Or workloads that have planned peak periods based on seasonality or events?