



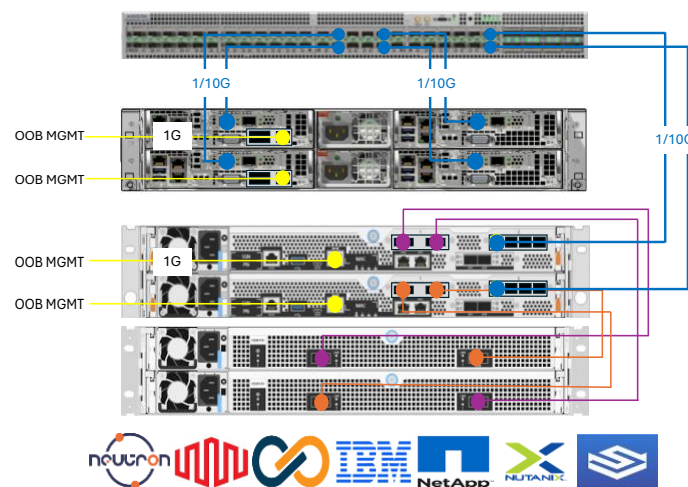
Multi-Cloud Landing Zone

With the need for real-time data analysis, visibility and options to store data in the most efficient manner possible, data must be available, shareable, and formatted to move between on-premises and multi-cloud data stores. This level of efficiency is limited today. Although there is a need to leverage the capabilities across cloud service providers (CSPs) this task has been difficult due to the financial burden in respect to storage, movement and processing within a multi-cloud model.

Each CSP distributes their services differently, therefore agencies have established dedicated teams as subject matter experts (SME) for each. This support model has elevated costs and stifled the scale and flexibility required today.

The multi-cloud landing zone (MCLZ) is the single point of presence, for direct connectivity to any CSP. The capabilities, within the MCLZ, combined with local cloud adjacent storage, leveraging the Equinix ecosystem, will address the following challenges:

- Single data governance approach, processing data without moving the data.
- Full visibility of network interconnects between CSPs and other mission partners.
- Inflight encryption solution minimizing attack vectors via multi-tunnel, quantum resistant algorithms.
- Cloud Orchestration + FinOps tracking monthly financial investment with real-time adjustments & recommendations.
- Single process for containerized orchestration and management between hyperscalers.



The pivot point is and will continue to be focused on the data. This includes how the data is obtained, stored and processed for availability at the speed of mission. The evolution of the cloud has provided elevated opportunities to do more with less as we defer to the major CSPs to offload the burden associated with these multi-processing actions. Although the framework is there, the reality is that the multi-cloud vision has become financially unattainable. The escalating financial responsibility continues to be a headwind in respect to taking full advantage of the capabilities that a multi-cloud deployment offers.

The MCLZ comprehensive technical stack with Equinix's fabric ecosystem, delivers direct access to all CSPs and their resources. One single price point provides access to an assortment of capabilities offered within Equinix and the cloud. With this model, we will provide the ability for each customer to continue to control their data and be able to process/store this data in a way that leverages a variety of local and cloud-based capabilities in support of your agency's' internal and external requirements.