GLOBAL CLOUD-SCALE CONNECTIVITY

Choosing the right partner for delivering cloud services anywhere

ENTERPRISES IN A WIDE RANGE of industries, including energy, maritime, agriculture and the governmental sector need expansive cloud coverage, scalable capacity, and high availability to the farthest reaches of the globe. Without these capabilities, enterprises are forced to maintain legacy IT systems and applications, thereby impeding cloud migration, keeping capital and operational costs high, and resulting in subpar business productivity.

Telecommunications operators play a critical role in connecting enterprises to the cloud. Increasingly, to reach business sites in a mobility environment or in remote or underserved areas, telcos are evaluating a diverse range of partnerships. Partners provide cloud-scale access to one or multiple cloud service providers, support edge compute and IoT functionality, and help operationalise new services quickly and easily. Selecting the right partner for these capabilities is instrumental to meeting enterprise-wide cloud demand.

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WHAT TO LOOK FOR WHEN EVALUATING A PARTNER TO EXTEND CLOUD SERVICES

Evaluating partners to connect enterprises and government agencies to the cloud, from anywhere on the globe, is a challenging proposition for the following reasons:

- Mainstay satellite-based services often lack the capacity, low-latency performance, and symmetrical bandwidth required by an increasing number of cloud applications.
- Robust, standards-driven service level agreements, which are essential for end-to-end cloud direct-connect services and are common in terrestrial-based networks, are typically not supported in the satellite domain.
- Until now, satellite operators have not been well integrated into multi-cloud environments, which enterprises are adopting at an increasing pace.
- Geographical reach is difficult to achieve through a single partner.

Here are four qualities to look for in a strong partner:

1. A hybrid multi-cloud ecosystem

There are many Cloud Solution Providers (CSP's) in the market now—from Microsoft to IBM to Amazon to Google. A CSP generally provides three kinds of services: self-service computation and storage (IaaS), app deployment and management environments (PaaS), and hosting of cloud software applications (SaaS).

Each CSP comes with its own ecosystem of tools, cloud computational capabilities, storage capacities, and data centre availability zones. Some cloud service providers will be ideally suited for specific applications because of the tools used. Microsoft Azure, for instance, easily integrates with applications that use Windows servers, Office applications, and Microsoft development tools. Other CSPs have different partnerships and offerings optimised for their users' needs.

You should be able to connect an end user to the CSP of their choice. You will also need to service customers who employ a multi-cloud strategy and distribute workloads across multiple CSPs. Therefore, it is crucial that your connectivity provider is an active player across multi-cloud service providers, giving you access to an ecosystem that connects users seamlessly to cloud applications and services.

2. Operational today

Many connectivity providers have future-facing solutions, but very few of them have future-facing solutions that are operational right now.

There are a number of advantages to getting on board with a cloud-ready partner:

- You are able to jump ahead of the competition by being one of the early adopters of new technology.
- You have the opportunity to experience the solution as it scales and be able to scale your own operation's growth to match.
- The solution provider has visibility into increasing demand and can ramp up their timeline if required.
- You have access to agile, flexible networking that operates as an extension of the cloud with service portals and on-demand features.

Your partner should be cloud-ready today, so they can keep you operational now while helping you scale for future growth.

3. A future-poof solution

Time is precious, and your telecommunications organisation shouldn't spend it simply matching current needs. The market is expanding and evolving very rapidly. The result is that demand can outpace efforts long before an upgrade is finished. Technology debt accrues rapidly if you're not already thinking ahead. You will get a much bigger and longer-term return on your investment by scaling to future demand, projected years or even decades beyond current requirements.

Look for a partner that has the ability to deliver low-latency, commercially proven technology that is optimised for the cloud with a plan for future scaling needs. With a partner whose infrastructure is ready for today and built for tomorrow, you'll reap long-term benefits without long-term budget implications.

4. The right standardisation and certifications

Powerful cloud connectivity will not help if it cannot link to your existing network. Reworking existing networks to match new connectivity protocols is time-consuming, error-prone, and increases the cost and risk of adoption.

Instead, look for a cloud connectivity partner who uses existing standards and has MEF certifications so that it can link seamlessly with your current network. That way, you won't have to worry about connectivity problems as the cloud partner scales up its capabilities over time.

If you're building your own cloud service platform, then these certifications become even more important. You will want a connectivity partner who connects with your own infrastructure with no complications or modifications. You'll also experience integration that's seamless, predictable and efficient.

GET STARTED

You don't need to be held back in this age of speed by basics like building infrastructure, computing and storage.

Get your competitive advantage and innovate faster by making use of a common infrastructure.

SES is the first satellite network solutions provider to adopt ONAP, an open software platform designed for orchestrating the creation and delivery of cloud-ready services in an automated operational environment.

LEARN MORE ABOUT
how SES Cloud Signature Solution can get your business ready for global cloudification now.

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