



The Data Center customer is undergoing a massive digital transformation as their workforces and data processing are moving toward the edge. Data centers require a transformation of their own to ensure that they continue to serve their customers' workflows, both within the four walls of the data center, and beyond them. Aligning with enterprises' ambitious objectives requires a network up to the task.

#### Data Centers offer a unique value to Enterprises

Data centers are transforming to support their customers' evolving workload placement, creating networking solutions within the data center:

- Building a future-proof network fabric to support the vast volumes of complex data their customers store and access, addressing users' insatiable cloud demand.
- Offering the complete ecosystem of computing, networking, and partner reach.
- Supporting bandwidth-intensive, latency-sensitive processing for video streaming, virtual reality and the Internet of Things (IoT) with Colo at the Edge.
- Leading in environmental sustainability, driving the right stewardship practices.
- Providing the peering centers that interconnect the world's largest IP networks.

#### Zayo offers unique value to Data Centers

Since edge computing requires edge networking, data centers need a strong networking partner. Zayo's owned global fiber network and diverse product portfolio are available to enterprises within a data center – all just a cross-connect away.

- Zayo has built 13M miles of metro and long haul fiber; we connect data centers, whether they're located in a city center or on the edge of a cell tower.
- Zayo offers scalable and agile designs, built for enterprises' explosive growth.
- With Zayo, data centers can offer a hybrid cloud environment for their customers.

By 2025, 85% of all networks will integrate on-premises, colocation, cloud and edge delivery options, compared with 20% in 2020<sup>1</sup>

14 of the top 15 largest data center companies in the world trust Zayo as a network provider<sup>2</sup>

Annual cloud IT infrastructure spend has increased 13% since 2019 and is expected to grow another 46% by 2024.<sup>3</sup>

<sup>1</sup> David Cappuccio, Distinguished VP Analyst; Henrique Cecci, Senior Director, Gartner Research Report – "Your Data Center May Not Be Dead, but It's Morphing," September 17, 2020

<sup>2</sup> <https://www.yahoo.com/now/15-largest-data-center-companies-174706935.html>

<sup>3</sup> <https://www.statista.com/statistics/503686/worldwide-cloud-it-infrastructure-market-spending/>

## BENEFITS

### A diverse, high performing network

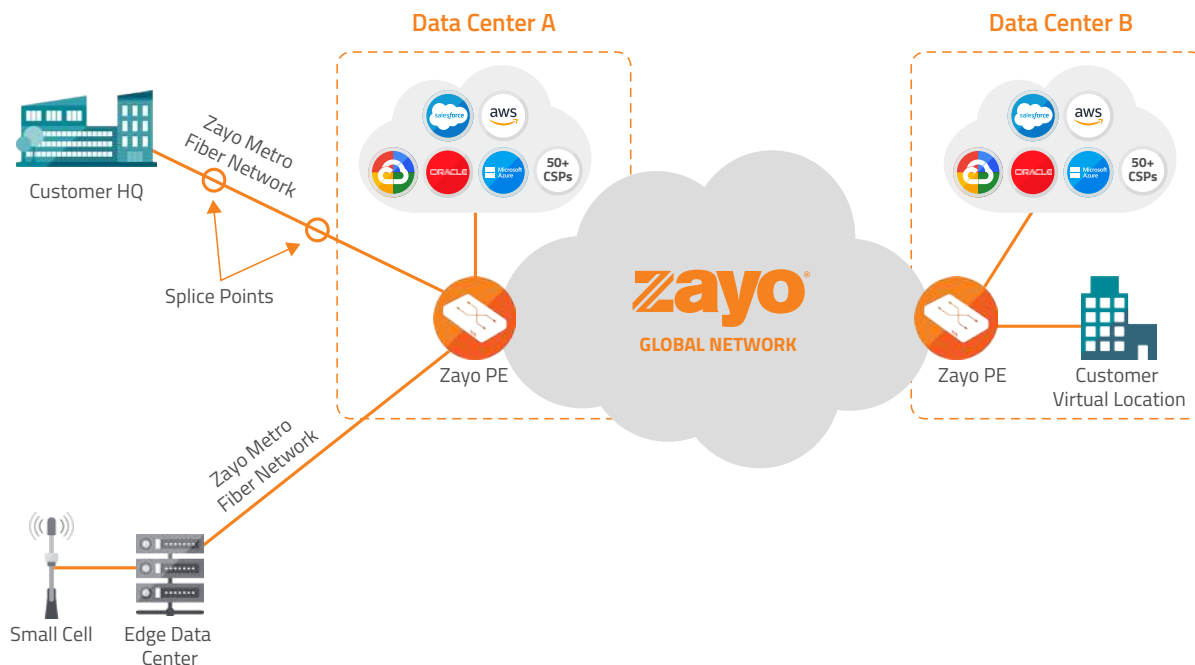
- Global scale with Zayo’s secure Tier-1 network
- Flexible, high-performance, low-latency solutions with up to 400G connections
- Rapid deployment and scalability
- Customized network solutions for temporary migrations

### Direct private connections to the cloud

- Zayo provides a secure private connection to all major Cloud Service Providers (CSPs)
- Rapid provisioning and API-enabled connections to major CSPs
- Lower latency, higher throughput and faster downloads
- Decreased costs for customers – direct connections lower data egress fees
- Access to 370+ global cloud provider on-ramps with NNI connections to Zayo

### A strategic networking partner

- A sound go-to-market strategy with lead generation, paid referrals, and co-branded marketing
- Online visualization using Tranzact to see your proximity to Zayo fiber
- Zayo is an EPA Green Power Partner supporting your environmental initiatives
- Benefit from Zayo’s ecosystem of customers and partners – they need data center services



## ZAYO AT A GLANCE

~13M	~40K	~1,300	TOP 10	370+
FIBER MILES	ON-NET BUILDINGS	ON-NET DATA CENTERS	GLOBAL ISP RANKED BY CAIDA	GLOBAL CLOUD ON-RAMPS