

WaTech's Cloud Highway Service Overview

Presented by: WaTech's Network
Services Division (NSD)



What is WaTech's Cloud Highway?

Secure, high-speed connectivity from the State's data centers to the Northwest's largest cloud exchange (Seattle)

- Enables connectivity to hundreds of cloud environments
- Enables customers to easily & securely access cloud resources & services

Leverages enterprise services & capabilities:

- Identity Management
- Managed Firewalls
- Support Services
- Cyber Security
- Network Core

Architecture Overview



“50,000-foot view”

“Leave the transport to WaTech”

**Customer's
Corporate
Network**

**WaTech's
Wide Area Network
(WAN)**

**Cloud
Highway**

Microsoft
Azure Government

ORACLE
CLOUD

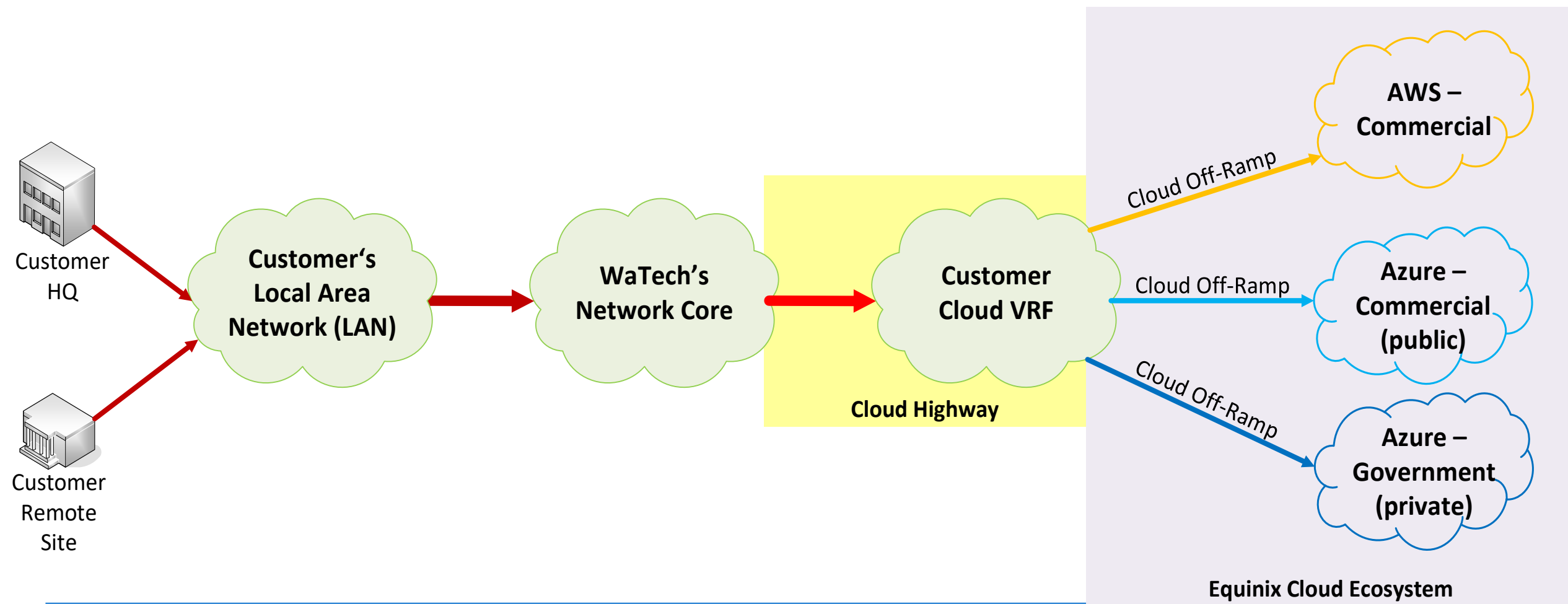
AWS

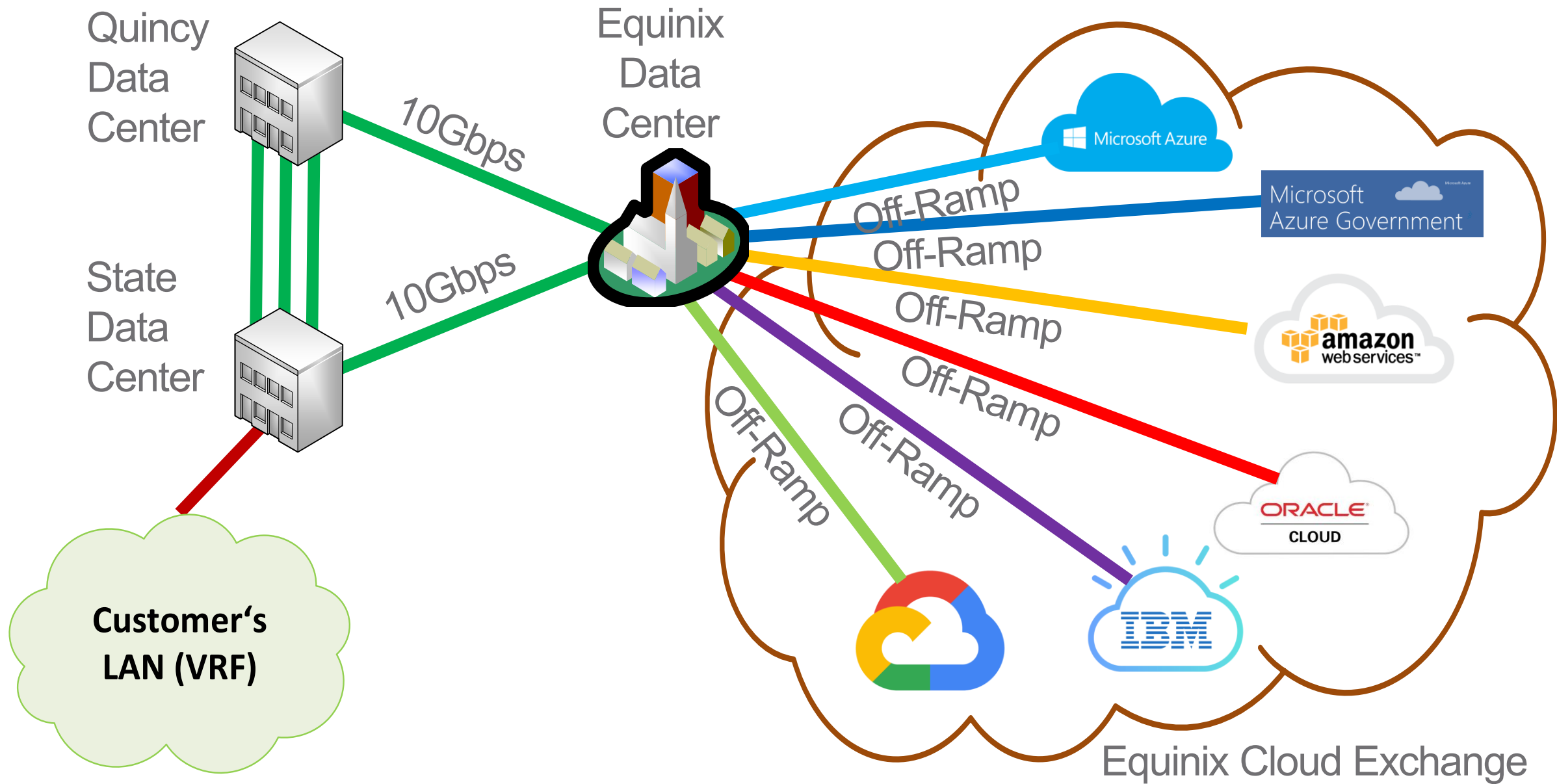
**Equinix
Cloud Ecosystem**



“High-Speed, Low-Drag”

“10,000-foot view”





Cloud Highway Features

- **Performance** – Take advantage of predictable traffic flows resulting in improved performance
- **Reliability** – Secure, dependable, & stable connectivity
- **Flexibility** – Freedom to choose on premise or cloud-based solutions
- **Cost Efficiency** – Leverages the State's Economies of Scale
- **"The Security of the SGN"** – OCS compliant (141.10)

Cloud Highway Benefits

- **Availability** – 99.90% (excluding planned maintenance)
- **Scalability** – Easily scales per demand
- **Supportability** – WaTech's Network Operations Center & Support Center available 24/7/365
- **Improved Performance** – Less impact to latency & jitter-sensitive applications like real-time video & VoIP
- **Accessibility** – Access to 120+ cloud providers, 175+ companies, 400+ IT service providers, & 900+ networks

Cost Model



Cloud Highway Rates by Capacity

Cloud Highway Capacity Tier	Monthly
50 Mbps	\$200
200 Mbps	\$775
500 Mbps	\$1,925
1 Gbps	\$3,925

Note: These tiers align with what is available from Microsoft and AWS. There are no One-Time Setup costs.

Cloud Highway Off-Ramp Rates

~Cloud Virtual Circuits

Cloud Virtual Circuits	Monthly	One-Time
50 Mbps	\$110	\$600
200 Mbps	\$175	\$600
500 Mbps	\$300	\$600
1 Gbps	\$475	\$600
10 Gbps	\$2,750	\$600

Note: Cloud Virtual Circuits are only applicable with the Equinix Cloud Exchange.

Cloud Highway Off-Ramp Rates

~Cloud Cross Connects

Cloud Cross Connects	Monthly	One-Time
Cross Connect	\$460 each	\$1,200 each

Note: Only if required.

Cloud Highway Architecture & Consulting Fee

Architecture & Consulting Fee	One-Time
Engineering, Design, & Implementation	\$8,100

Deliverables:

- High-Level Connectivity Diagram
- Low-Level Design (required for OCS security design review)
- Implementation Processes & Documentation

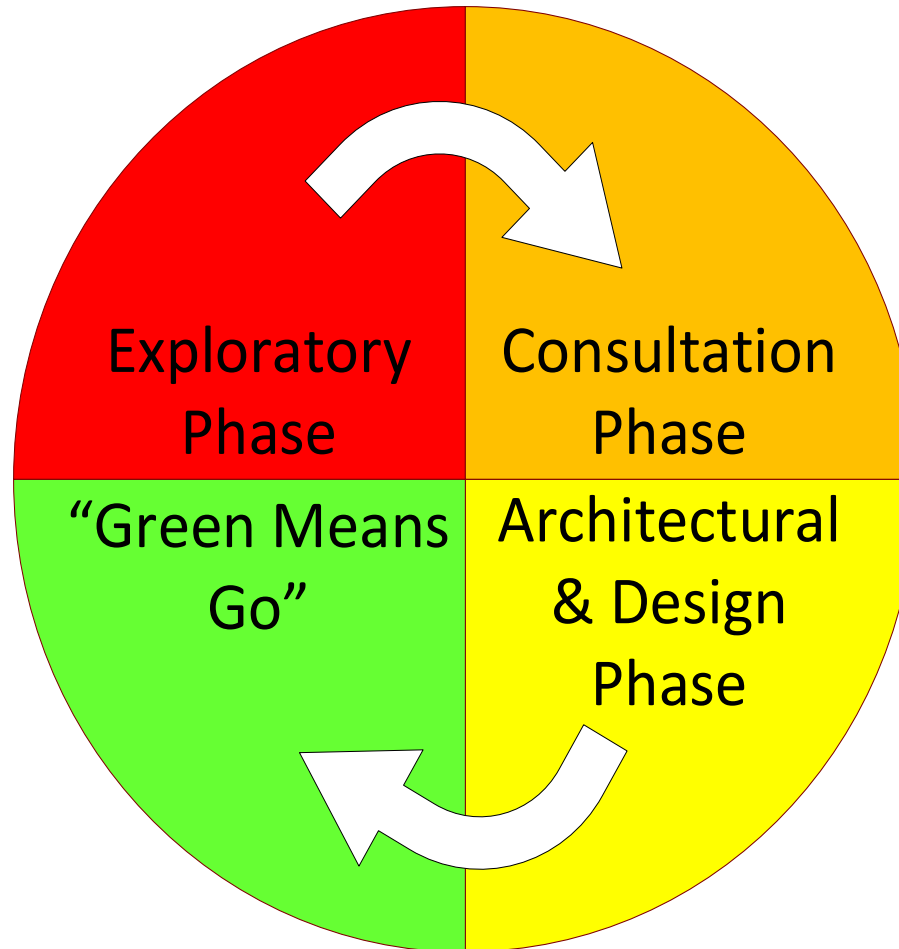
Customer Responsibilities

- Costs associated with Customer Cloud environment(s)
 - AWS & Microsoft costs
 - Direct Connects (AWS), Express Routes (MS)
 - Egress fees
 - Any Additional Provider Services
- Work with selected cloud service providers
- Determine if additional back-up services are needed via WaTech's Cloud VPN Service (additional cost)

Cloud Highway Onboarding Process

Phase 1 –
Informational
Consultation w/
WaTech

Phase 4 –
Start Taking
advantage of
Cloud Services



Phase 2 –
Architectural &
Design
Consultation

Phase 3 –
Partner w/
WaTech to
Design Cloud
Hwy Solution

How does a customer get started?

Contact WaTech's Support Center

A graphic for the WaTech Support Center. It features a purple header bar with the text "WaTech Support Center" in white. Below this is a dark blue bar with the phone number "855.WaTech1 or (360) 586-1000" in white. Underneath is a list of options: "Press 1 for Secure Access Washington (SAW)", "Press 2 for WebEx or Conference Bridge", "Press 3 for Applications and Desktop Support", and "Press 0 for All Other Requests". At the bottom of the graphic is a green bar with the email address "Support@WaTech.wa.gov" in white.

WaTech Support Center

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