

# Migrate from a CapEx to OpEx Infrastructure with Segra Cloud Services and Solutions

As businesses look forward to a new year and begin planning next year's IT budget, the impacts of 2020 are likely to focus discussions on the need for more flexible and cost-effective approaches to technology infrastructure. That's because traditional data center models based on capital-intensive, on-premise computing investments no longer address the new reality of sharply fluctuating economic conditions, reduced IT budgets and a more distributed workforce.

Not so long ago, organizations had no other alternative but to own and operate their own private data centers as a purely capital expense (CapEx) investment. The company was responsible for everything from data center design; purchasing servers, software and networking equipment; to hiring and retaining IT admins to maintain and operate the infrastructure full time. The company had to take responsibility for meeting changing security and compliance requirements, as well as paying ongoing expenses for power, HVAC and maintenance. The company also had to plan and budget to replace hardware and expand capacity as long as business was growing. However, scaling down in times of economic slowdown is not a simple process with a CapEx-based infrastructure.

In short, the CapEx hardware investment approach to data center infrastructure is costly and labor intensive, and often siphoning away budget and resources from an organization's core purpose without adding significant corporate value.

Segra's cloud-based services allow your business to replace costly hardware investments with a robust suite of services and solutions, providing a one-stop-shop for all your virtual infrastructure needs.

## Benefits of an OpEx Approach to IT Infrastructure

Segra offers an alternative approach to technology infrastructure. Segra's cloud-based services allow your business to replace costly hardware investments with a robust suite of services and solutions delivered on our best-in-class fiber network, providing a one-stop-shop for all your virtual infrastructure needs. In addition, our experienced teams of IT experts can help your company navigate through this process to ensure cost and resource efficiency.

Rather than investing in physical hardware infrastructure that must be managed and maintained into the future, Segra's virtual infrastructure is offered as a set of pay-as-you-go cloud services that are considered operating expenses (OpEx), which a company incurs for running their day-to-day operations. Since OpEx spending uses a metered, consumption-based approach, similar to utility billing, there are no long-term asset investments involved. This means that OpEx costs are fully deductible for the tax year in which they are incurred. This also frees up capital for investments and other initiatives that drive revenue and growth.

Segra's cloud-based infrastructure also has the advantage of being easily scalable. If your business forecasts predict the need to expand computing capabilities or increase network bandwidth, you can simply upgrade your existing plan for almost immediate access to more technical resources. Equally as important, if your business experiences an unforeseen negative impact, your virtual infrastructure can be turned down to match your needs and/or financial realities.



Shifting data center costs from CapEx to OpEx also gives companies much greater flexibility, allowing businesses to adapt to seasonal business flows or infrequent needs for greater infrastructure resources, all without the need to invest in costly hardware. Computer and broadband infrastructure delivered from the cloud via a fiber network also enable a variety of flexible remote working scenarios that allow employees working at home or from other remote locations to access all the computing and networking resources of their usual office environment.

## Trusted Cloud Services and Solutions from Segra

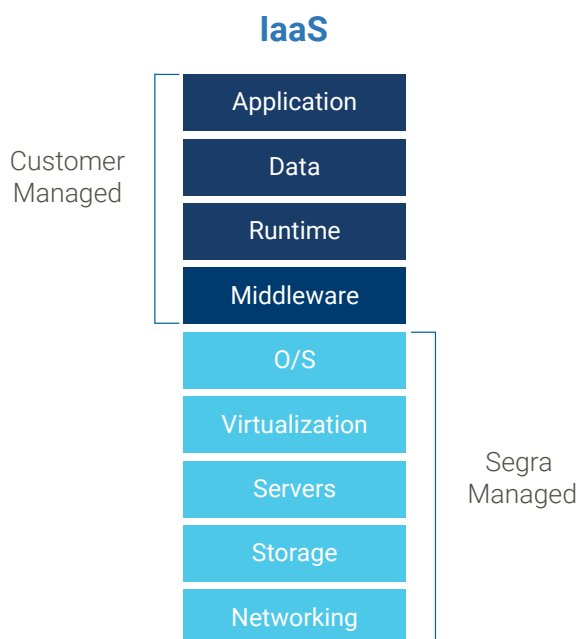
Segra's proven cloud-based infrastructure offerings ease the transition from costly and restrictive CapEx data solutions to more flexible OpEx approaches to IT infrastructure. By migrating your resources to the Segra cloud, we bring your network infrastructure into our Segra-owned data centers and deliver a robust and trusted suite of services and solutions on the enterprise-class Segra-owned fiber network. We understand that migrating applications and infrastructure to the cloud is not an all-or-nothing exercise, and work with our customers to develop a plan, based on careful, detailed strategy and planning, to make the transition to cloud services on your own terms, and with minimal downtime and interruption to business operations.

Segra offers the following cloud-based resources to help customers move from the CapEx infrastructure investment model to a more flexible and scalable OpEx computing environment.

## Infrastructure as a Service (IaaS)

An increasing number of organizations want to free themselves from maintaining at least some portion of their IT infrastructure. Owning and maintaining a local data center has physical and security requirements that are becoming increasingly complex to manage.

The Segra Infrastructure as a Service (IaaS) platform takes the data center headache out of customer-managed server environments, allowing IT teams to focus on the deployment and functionality of business applications and services, while Segra secures and maintains the underlying infrastructure and operating systems. Segra's IaaS allows customers to connect via our private fiber network into our 24/7/365 staffed, highly available data centers to leverage all the compute and storage resources needed to run your organization's most critical applications. In essence, our customers' IT Infrastructures are replaced by the Segra cloud equivalent.



Our IaaS offering comes in two forms, a multi-tenant cloud offering for our clients requiring minimal resources, and a private cloud offering for customers requiring more dedicated resources. Segra IaaS experts will work with you to understand your requirements and design a solution that meets your specific business needs. Segra's team will work with you to understand your current compute, storage, and software requirements and align them with the best Segra cloud solution.

## Benefits of the Segra IaaS

- No need to manage and replace aging hardware; computing infrastructure becomes a predictable, pay-as-you-go OpEx cost
- Enable diverse set of enterprise applications
- Increased application availability, with the ability to scale performance and capacity without disruption
- Access to Segra's SSAE 16 SOC 1- and SOC 2-certified, PCI DSS and HIPAA-compliant data center
- Segra's IaaS offers virtualization, hardware, storage and networking in our cloud - always on and always available
- Secure and controlled environment, delivered on Segra's private fiber network

For more information, [download our IaaS data sheet](#).

## Disaster Recovery as a Service (DRaaS)

Protecting your business data as part of a well-designed business continuity plan has never been more complex or important. Market segments including government, financial services and healthcare have created specific business continuity requirements to promote standards and assure compliance, including Continuity of Government (COG), Resiliency Maturity Model and HIPAA's "Security Guidelines." In response to these market needs, Segra has worked with best-of-breed partners to develop a robust Disaster Recovery as a Service (DRaaS) solution.

An expansion of Segra's managed services platform, Segra's DRaaS solution recognizes and addresses the problems caused by unplanned and planned disruptions. DRaaS is a differentiated private cloud solution, housed in our enterprise grade data center, and supported by our dedicated development and support team. DRaaS provides a robust feature set, long-

term retention and continuous replication at the virtualization/hypervisor layer, resulting in a high-performance disaster recovery and archival solution. In combination with Segra's expansive on-net fiber network, the DRaaS solution provides end-to-end security and reliability. In addition, the solution is storage agnostic; supporting mixed hypervisors and ensuring replication of any data center or site including private cloud, public cloud, service provider or branch office.

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## Benefits of the Segra DRaaS

- Active replication for mission critical VMs and Continuous Data Protection
- Aggressive standard service levels with recovery point objectives (RPO) of seconds and recovery time objectives (RTO) of minutes
- Granular protection and point-in-time recovery of files, applications, and virtual machines (via hypervisor integration)
- 99.99% availability SLA for hardware and software
- Redundancy with secondary site protection
- Monitoring (24x7x365)
- Application consistency grouping
- Expansive on-net fiber infrastructure

For more information, [download our DRaaS data sheet](#).



# Backup as a Service (BaaS)

Segra's Backup as a Service (BaaS) is a differentiated private cloud solution, housed in our enterprise-grade data centers, and supported by our dedicated solution architects and support teams. In combination with our on-net fiber network, Segra's BaaS solution provides end-to-end security and reliability.

Data created and managed by today's organizations is a critical corporate asset requiring protection against system failures and external threats. Further complicating the task is the growing complexity of the data, systems involved and amount of data requiring protection. Segra's BaaS application is part of our managed services platform supporting both physical and virtual servers with a flexible protection plan that allows our clients to create a protection plan that aligns with the business value of their data. The application provides capabilities such as data retention, data protection, monitoring and reporting, and centralized management.

## Benefits of the Segra BaaS

- Data storage, backup, and replication solutions that exactly matches the needs of individual organizations
- Enhance current backups
- Database-aware backups
- Quarterly test
- Offsite backups
- Multiplatform support for both physical and virtual servers
- A single platform to ensure consistent data protection

For more information, [download our BaaS data sheet](#).

# Segra Dedicated Internet Access (DIA)

Dedicated Internet Access (DIA) is critical for businesses that depend on fast, secure, and reliable internet access. Segra's DIA ensures your business has the extra edge in today's communication-intensive environment.

By providing our cloud services and solutions across a Segra-owned fiber network, we provide cost reductions by keeping our service and solutions on-net. In addition, Segra's DIA private internet access is not shared across multitudes of users and is less likely to be congested, unpredictable and unsecure as the common Internet. Our private fiber network also reduces concerns about connectivity, as we provide a fully redundant network that is monitored through our dedicated Network

Operations Center. Because we don't rely on other providers for connectivity, we also don't pass on extra costs due to added fees for accessing business locations just to provide last-mile connectivity.

Segra DIA provides a dedicated, secure, reliable connection to the Internet that has guaranteed bandwidth to help ensure that your business is always online, at the speed you need.

Specifications
<b>Speeds:</b> 20 Mbps to 10 Gbps
<b>Ports:</b> 10/100 Mbps, 1 Gbps, 10 Gbps
<b>Access:</b> Type 1/on-net or Type 2/off-net access
<b>Availability:</b> Across the entire Segra network

## Benefits of Segra's DIA

- Dedicated Internet connection with guaranteed, scalable bandwidth
- Synchronous upload and download speeds
- Multiple resiliency mechanisms (Active Optical Network and ring topology)
- Automatic, real-time DDoS protection
- Multi-service support for network convergence
- Separation of interoffice traffic from Internet traffic for security purposes
- Carrier-Class SLAs

For more information, [download our Dedicated Internet Access data sheet](#).

For more information about Segra's cloud services and solutions, contact us at <https://www.segra.com> or call 833.GO.SEGRA.

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