

## Hydro One Telecom Can Help You Seamlessly Adopt Cloud Services

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We know that Virtual Data Centres (VDCs) are increasingly popular because of their ease of deployment, cost effectiveness, security, scalability and reliability. That's why Hydro One Telecom (HOT) offers a secure multi-tenant public cloud as part of its Infrastructure as a Service (IaaS) suite of services. Our VDC leverages VMware Cloud Technology enabling HOT to provide an agile, robust and flexible cloud platform that is truly enterprise ready.

In a virtual data center environment, the software application is decoupled from the hardware, allowing the flexibility to operate multiple IT workloads on a shared pool of infrastructure resources. Hot's VDC provides clients with cost effective virtual computing services that incorporate workload scalability and both scale-out and scale-up tuning.

## Why Does it Matter?

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With the proliferation of applications and data, physical data centre resources and capital budgets have been stretched thin. In fact, one of the biggest problems facing data centres today is exponential growth. So it's no wonder that virtualization is increasing in popularity. After all, the consolidation of running more workloads on less hardware presents an attractive option for efficiency and cost-reduction.

*“By 2025, 80% of enterprises will have shut down their traditional data center, versus 10% today.”*

Gartner – The Data Center is Dead, and Digital Infrastructures Emerge, David Cappuccio, April 2018

HOT's VMware-powered multi-tenant VDC provides the easiest and most seamless way for enterprises to adopt cloud services. Our clients can leverage our VDC together with one of our backup or replication services for a holistic solution, all from one provider.

As interconnect services, cloud providers, the Internet of Things (IoT), edge services and SaaS offerings continue to proliferate, the rationale to stay in a traditional physical data center topology will have limited advantages. HOT can help you determine what is best for your business now, and going forward, and work with you to evolve to where you want to be.

## How it Works

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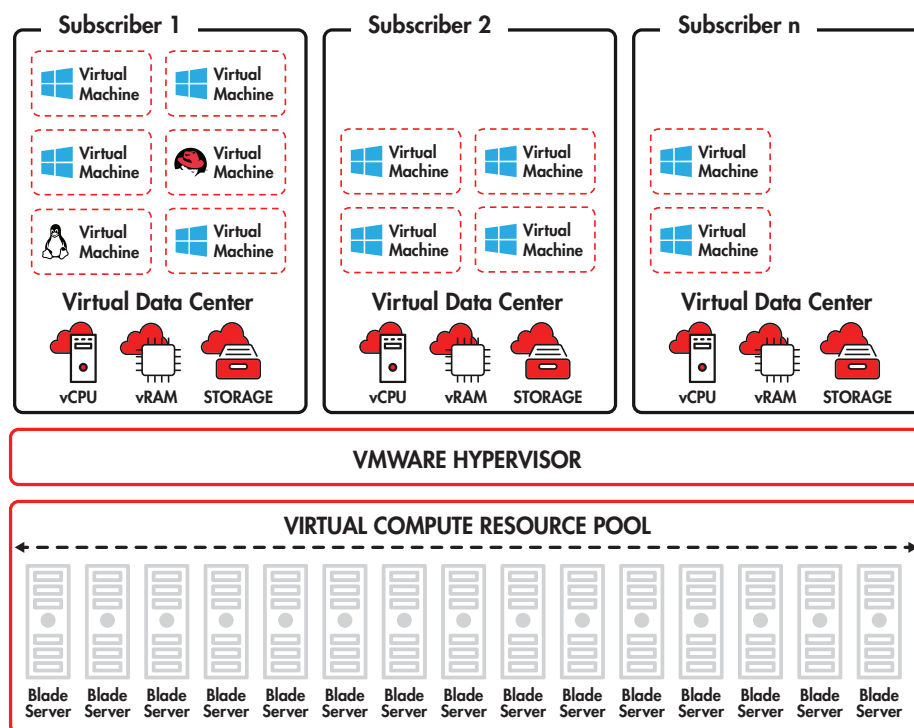
The VMware based multi-tenant VDC provided by HOT offers effective segmentation and isolation of your assets and resources within a multi-tenant environment which allows you to securely separate workloads at the application level while effectively managing costs. Our solution is resource-based, with no over-subscription or arbitrary virtual machine host-sizing. You can allocate resources as needed into a completely isolated VDC with contracted amounts of compute and storage resources allowing you to build virtual servers of different sizes based on your specific requirements. In fact, we offer three different levels of storage within these VDCs: Tier 0: SSD/flash, Tier 1: High Performance HDD, and Tier 2: Write-Optimized Archive HD.

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To learn more about HOT's Infrastructure as a Service – Virtual Data Centres and other offerings, please contact us at [HOTSales@HydroOne.com](mailto:HOTSales@HydroOne.com) or (866) 345-6820 to speak with a Sales representative or visit us at

[www.HydroOneTelecom.com](http://www.HydroOneTelecom.com)

## Features of HOT's Virtual Data Centre



Hydro One Telecom's VDC solution delivers powerful and reliable features and functionality including:

- **Fully Certified VMware Stack:** The HOT delivery infrastructure is VMware certified and offers enterprise-ready cloud infrastructure. It is easy to deploy and manage using your native VMware tools
- **Scalable High Performance Storage:** HOT's delivery infrastructure incorporates redundant network infrastructure, and N+2 redundancy for storage infrastructure & compute – ensuring high availability
- **Fixed & Predictable Pricing:** No hidden fees – you get full visibility to costs before using the service
- **Support for all Carrier Connectivity:** Although we can provide your network connectivity directly, we also work with all national and many regional carriers. As your needs increase, we can help you scale up
- **Integrate your Own Assets:** Our flexible service delivery infrastructure allows you to incorporate your legacy devices (servers or firewalls) which can then be connected to your public cloud infrastructure
- **Comprehensive Data Sovereignty:** We are 100% Canadian owned and operated. As such your data remains in Canada and is governed by Canadian privacy laws which inhibit foreign access

## Top Reasons to Choose HOT's VDC

- **Accelerated & Simplified Migration**
- **Increased Security Means Less Risk**
- **Less Downtime and No Disruption**
- **Automation and Governance**
- **Improved ROI**
- **100% Data Sovereignty**
- **Predictable Pricing**
- **HOT's Exceptional Customer Service**

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