orange™ Business Services

Mastermind your multi-cloud future with Orange Business Services, Aviatrix and AWS

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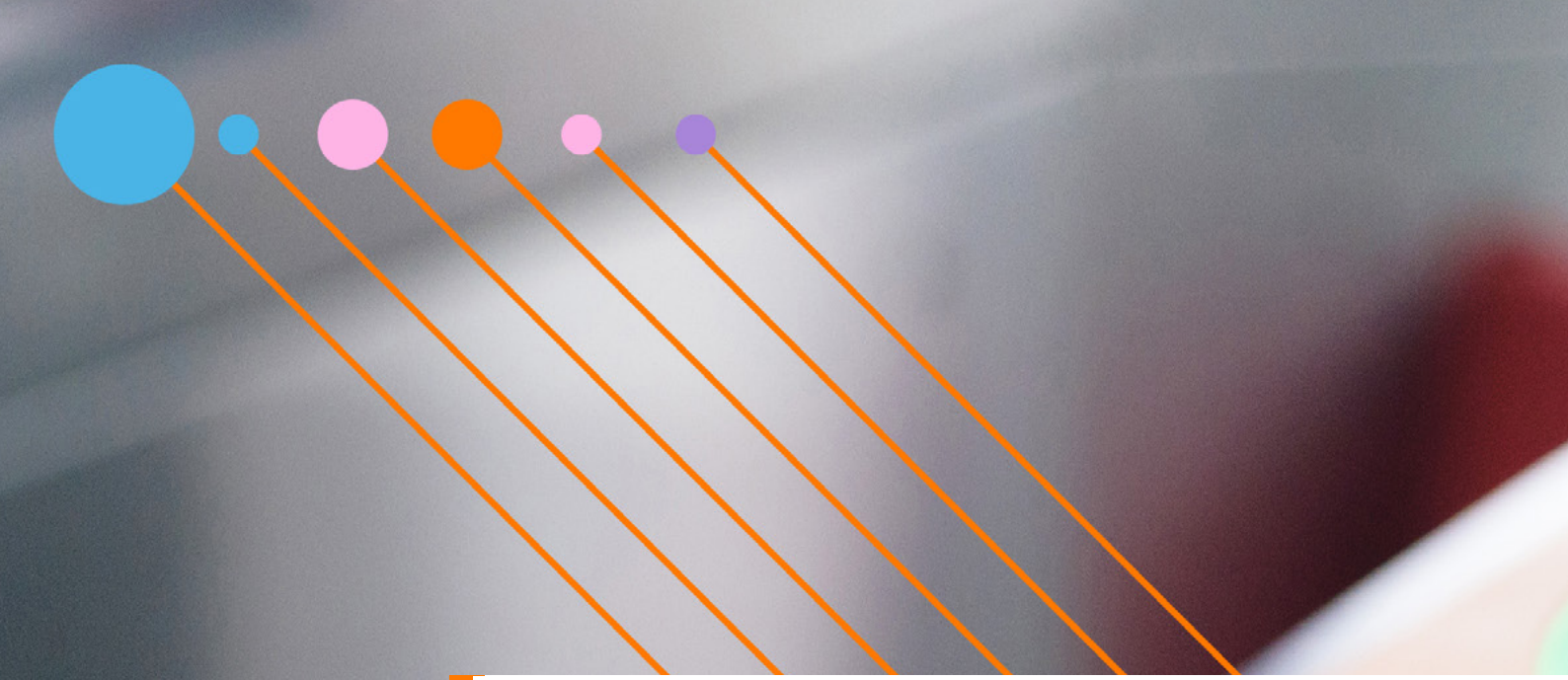


Foreword

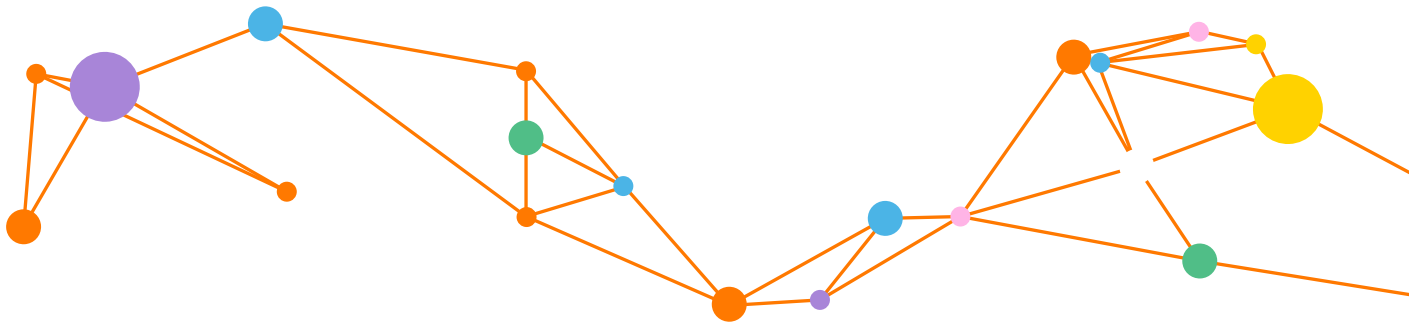
Multi-cloud infrastructures are set to play a pivotal role in the long-term profitability and sustainability of enterprises for years to come. But without a well-defined strategy, organizations risk missing out on the potential benefits a multi-cloud infrastructure can deliver, and instead face mounting costs, security issues and maddening networking complexity. Orange Business Services has partnered with Aviatrix to help enterprises overcome the challenges of multi-cloud networking strategy and architecture. Together, Orange and Aviatrix work to protect your cloud investment, accelerate returns and maximize efficiencies across your multi-cloud environment.

The multi-cloud momentum shift

Enterprises across every industry have embraced the cloud and the unparalleled new business development, flexibility, scalability and cost elasticity it provides. The enterprise transformation to cloud continues to accelerate, as more and more organizations are making use of not just one, but multiple cloud platforms, in order to drive new value creation and stay competitive attractive in many different arenas.

Today, the modern enterprise makes use of 2.6 public clouds on average[1], yet the decision to make use of multiple cloud platforms isn't always intentional. The need for multi-cloud infrastructure might arise unexpectedly, driven by customer requirements, a merger or acquisition or simply because an new application works better in one cloud versus another.

What's certain however, is that the multi-cloud momentum shift is showing no signs of slowing down—and with good reason.



The case for multi-cloud at-a-glance

- Enable and accelerate new value creation by having access to the latest innovations continuously emerging in the cloud
- Avoid vendor lock-in with access to best-of-breed services from multiple providers as they become available
- Ensure regulatory compliance and overcome platform-specific regional availability limitations
- Ability to meet the agility and speed expectations the business has on cloud, no matter what cloud the business decides it requires to meet business requirements
- Increase your operational efficiency to maximize end-user experience and stay competitive in your development

Put simply, the cornerstone of multi-cloud is greater choice for the modern enterprise. But, that choice comes at the cost of complexity. To truly capitalize on the potential of multi-cloud, enterprises need to develop a vision, combined with an executable strategy and architecture that takes advantage of a purpose-built multi-cloud network platform.

At present, 47% of enterprises are following an ad hoc approach to multi-cloud deployment that is likely to result in uncontrolled cloud sprawl and proliferation of services, mounting costs, lack of visibility and weakened security[2].

Recent Gartner research would suggest that the tide is changing, with 75% of enterprises using cloud Infrastructure-as-a-Service (IaaS) predicted to adopt a deliberate multi-cloud strategy by 2022[3].

However, few enterprises possess the necessary cloud management competency in-house to develop an effective multi-cloud strategy, safeguard multi-cloud investment, and avoid overspending.

That is where an experienced, proven integrator like Orange Business Services can help.

Orange Business Services—a leader in connectivity, cybersecurity and cloud services.

While every cloud journey is unique, success is almost always dependent on intelligent planning. Orange has helped over 3,500 customers achieve their multi-cloud objectives with well-defined, resilient and future-proof strategies coupled with expertise spanning every major cloud provider.

By working with Orange and developing a personalized multi-cloud strategy, you can overcome common challenges like:

Skills gaps

A migration and development skills shortage is currently affecting the entire enterprise landscape, made worse by the continual acceleration of cloud transformation. Gartner predicts that through 2022, insufficient cloud IaaS skills will delay half of enterprise IT organizations' migration plans by two years or more[4].

Lack of visibility

You can't manage what you can't see and maintaining visibility and control across multiple clouds to any teams which need it can be a major challenge. Security, compliance, resource planning and budgeting all suffer without unified visibility across multiple cloud environments and on-premise infrastructures.

Cost control

As discussed earlier, becoming more cost efficient is one of the main drivers behind multi-cloud adoption. However, without proper management and planning, many enterprises can start to accumulate more costs as an unforeseen consequence of unchecked cloud sprawl, overprovisioning of services and the rapid increase of data.

Orange helps enterprises tackle these challenges through a **four stage** multi-cloud methodology.

Create your multi-cloud strategy

A clear action plan is an indispensable prerequisite for a successful multi-cloud strategy. Orange experts will make sure you have one in place as quickly as possible.

Get started with multi-cloud

Once the strategy has been established, the quality of its execution is a fundamental requirement. This includes technology, organization and implementation.

Manage your multi-cloud environment

This step covers daily infrastructure management, including both technical and human requirements, as well as support in developing multi-cloud skills in-house.

Optimize your multi-cloud strategy

As with all agile methodologies, a multi-cloud strategy must be carried out on a long-term basis, testing and learning as you go. Orange will support you at every stage of this journey.

What you can expect from Orange Business Services

Orange experts work with you to develop and deploy your multi-cloud strategy, leveraging trusted managed services from IaaS to SaaS and into the era of AI/ML

You will have access to round-the-clock support from 2,400 cloud experts at all times and no matter how complex your requirements or cloud maturity, Orange can help you leverage AIOps to anticipate issues and meet strict SLAs.

Orange expertise encompasses a wide array of technologies, including what you will find within AWS, Azure, GCP, but also Infrastructure-As-Code, PaaS/SaaS, cloud native security, AI/ML and many more which can be brought to bear as needed throughout your multi-cloud journey.

What's more, you can enjoy peace of mind in the knowledge that your cloud security is safeguarded by 17 Orange SoCs, 11 CyberSOCs and 4 CERTs worldwide.

When it comes to data sovereignty, Orange can help you navigate data privacy regulations and also enforce best practices in terms of industry (including financial institutions) and region (within and outside the European Union).

And it doesn't stop there.

In addition to best-in-class partnerships with market-leading cloud vendors like AWS, Orange has also partnered with Aviatrix to deliver comprehensive connectivity, visibility, security and more to multi-cloud enterprises.

Combat multi-cloud chaos with Aviatrix

One critical, and often overlooked challenge of multi-cloud strategy is multi-cloud networking. As you begin shaping your multi-cloud strategy, you will undoubtedly encounter hurdles when it comes to networking limitations and consistency across multiple cloud environments. While cloud service providers offer basic cloud network connectivity that works for simple application connectivity, native service fall short of enterprise networking and security requirements and none offer consistency across multi-cloud environments.

The Aviatrix cloud network platform bridges the gap between disparate networks, affording greater control with enterprise-class networking, security and operational functionality. Aviatrix customers gain access to a superset of enterprise-grade networking capabilities and operational visibility that operate 'Above the Clouds' to deliver greater optionality, reduced operational overhead, reduced time-to-resolution and compressed time-to-market that all have direct impact on the business.

A recent Forrester Total Economic Impact™ Study found that Aviatrix customers receive 222% ROI over three years[5].

With Aviatrix at the center of your multi-cloud network you can:

Simplify Enterprise Cloud Networking

The Aviatrix Cloud Network Platform delivers the advanced networking, security, and operational visibility services required by enterprises, while maintaining the simplicity and automation of the cloud.

Enable Advanced Multi-Cloud Network Transit

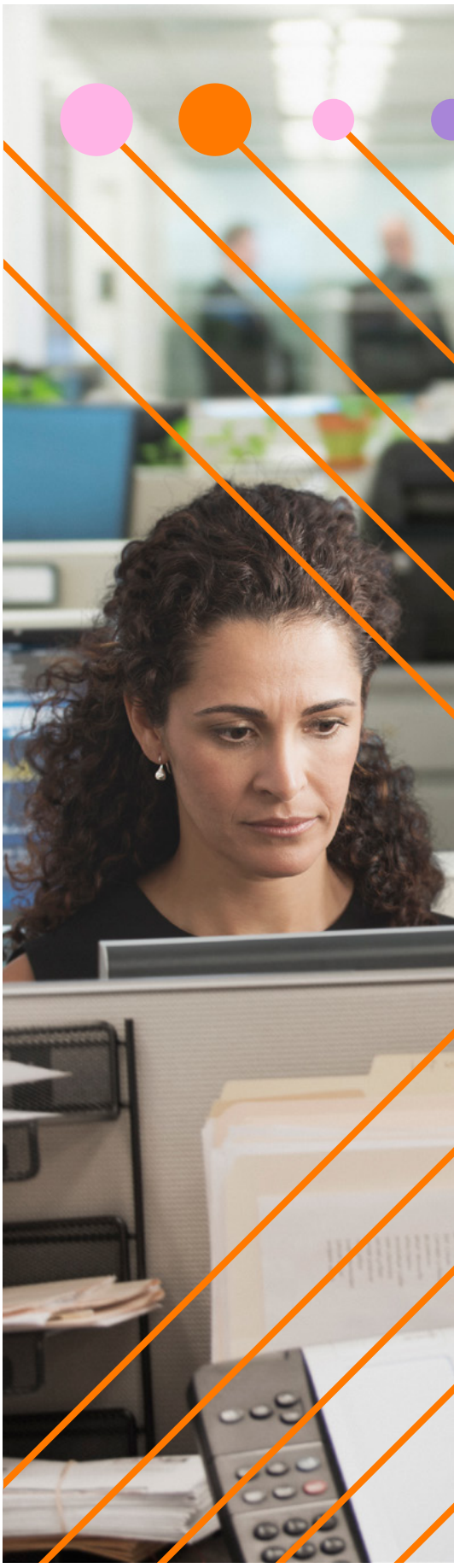
Aviatrix software enables enterprise IT to easily deploy a high-availability, multi-cloud network data plane with end-to-end and high-performance encryption, multi-cloud security domains, and the operational data IT teams need. Aviatrix Transit provides the intelligence to ensure network correctness, deliver self-healing capabilities, and deliver traffic engineering controls—functions that network architects lack when relying on basic transit constructs delivered by the CSPs.

Facilitate Enterprise-Class Operational Visibility

The Aviatrix platform brings day-two operational visibility not available from any cloud provider. This helps pinpoint traffic anomalies and suspicious behavior, resolve connectivity problems faster, and share network health metrics and dynamic network topology maps with staff and management.

Access Multi-Cloud Network Training

Aviatrix offers hands-on Aviatrix Certified Engineer (ACE) training and certifications to quickly bring your whole team up to speed on native multi-cloud reference architectures, and the Aviatrix cloud network platform.



A closer look at the Aviatrix cloud network platform

The Aviatrix cloud network platform delivers value through a set of innovative features that enable businesses to enjoy the simplicity and agility of cloud without sacrificing the operations and security enterprises rely on for both single and multi-cloud environments.

Centralized Controller

The Aviatrix Controller is the brain of the cloud network platform. The platform leverages the centralized intelligence and knowledge of the controller to dynamically program both native cloud network constructs and Aviatrix's own advanced services. The Aviatrix multi-cloud Terraform provider enables network and security Infrastructure as Code automation across your multi-cloud environment. A single Terraform module works across all your cloud platforms and is easily integrated into an enterprise CI/CD pipeline.

Gateways

Aviatrix gateways deliver advanced cloud networking and security services. Gateways are primarily deployed to deliver transit network and security services such as intelligent dynamic routing, active-active network high-availability, end-to-end and high-performance encryption and collect operational visibility data, but also for secure network ingress and egress filtering and external service insertion.

Native Cloud Constructs

The Aviatrix Controller leverages and controls native cloud constructs through public APIs, allowing the platform to be part of the cloud network, while adding critical network, security and operational visibility enterprises require.

Aviatrix CoPilot

Enterprise network operations teams must have deep visibility into network activity. CoPilot leverages the intelligence of the Aviatrix Controller and network flow analytics from Aviatrix Gateways to deliver multi-cloud visibility that is simply not available from any cloud provider.

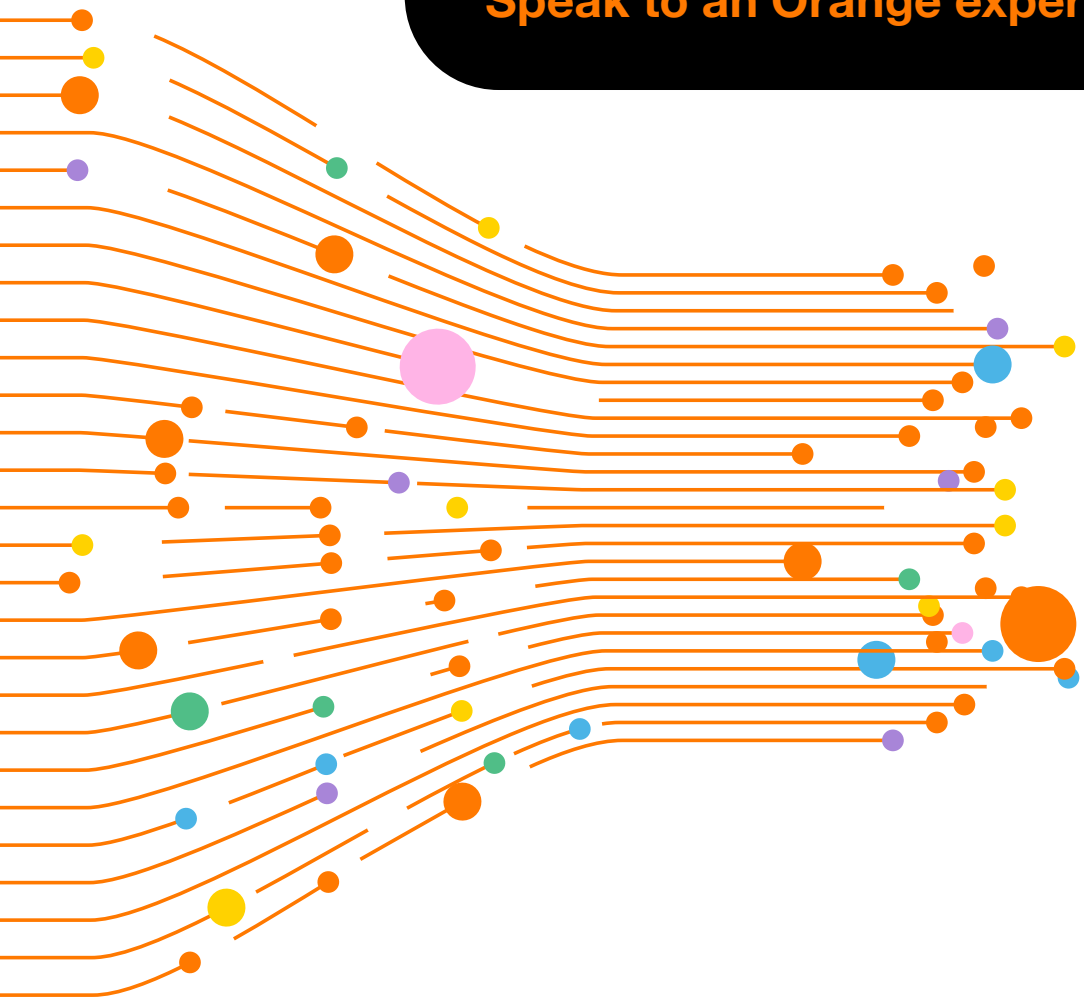
Build your multi-cloud strategy today

Whether you're planning to expand your single-cloud network and leverage services from multiple cloud providers in the future, or are already doing so without a clear strategy in palce, Orange and Aviatrix are here to help.

From strategic network planning, architecture and day-two operations, Orange Business Services and Aviatrix will help you navigate the complexities of managing your multiple cloud environment, regain control of your network and start capitalizing on the value a multi-cloud infrastructure can deliver for your business

Ready to get started?

Speak to an Orange expert



About Orange Business Services

Orange is an experienced, proven integrator committed to helping businesses navigate the complexities of cloud transformation. With a global team of cloud, security and network experts, Orange pair a customer-centric approach with world-class delivery and solutions. No matter your cloud maturity, Orange can help you reach your transformation goals with speed, security and cost efficiency.

About Aviatrix

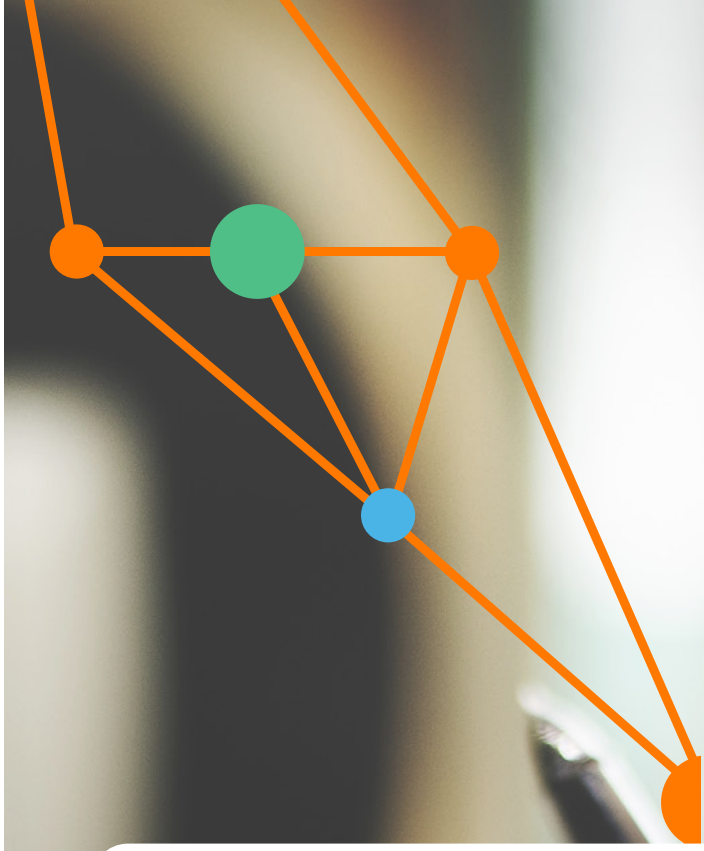
The Aviatrix cloud network platform delivers the advanced cloud networking, security and operational visibility. Nearly 600 customers worldwide, including over 40 of the Global Fortune 500 leverage Aviatrix to design and operate their enterprise cloud network and security consistently in and across all their public clouds.

Bring the benefits of the leading cloud platform to your multi-cloud network

Amazon Web Services (AWS) is the world's most comprehensive and broadly adopted cloud platform. From the largest global enterprises to the fastest growing startups, AWS customers can access over 200 fully featured services encompassing everything from storage and compute to AI and IoT.

What's more, AWS has 81 Availability Zones across 25 geographic regions around the world, with plans for a further 21 already announced. Millions of businesses are using the AWS Cloud to lower costs, become more agile and clear the way for continual innovation.
Businesses looking to bring these benefits to their existing multi-cloud network can enlist the support of a qualified AWS Partner Network (APN) Partner.

The AWS Partner Network (APN) is an ecosystem of specialist systems integrators and independent software vendors (ISVs) dedicated to helping AWS customers get the most out of the platform. As a qualified AWS Advanced Consulting Partner, Orange Business Services helps businesses navigate the complexities of migration to AWS, as well as integration of the platform into multi-cloud networks.



AWS has been recently recognized in the Leader's quadrant of Gartner's 2021 Magic Quadrant for Cloud Infrastructure & Platform Services (CIPS).

Sources

[1.] State of the Cloud Report. Flexera, 2021. https://info.flexera.com/CM-REPORT-State-of-the-Cloud?lead_source=PPC&utm_source=google&utm_medium=cpc&utm_campaign=&campaignid=11676161465&adgroupid=125385947691&utm_term=state%20of%20the%20cloud%20report&https://info.flexera.com/CM-REPORT-State-of-the-Cloud%3Flead_source%3DPPC&_bt=507839023863&_bk=state%20of%20the%20cloud%20report&_bm=p&_bn=g&_bg=125385947691&gclid=CjwKCAjwmeiIBhA6EiwA-uaeFX--CRTdlYWf37gf3BnYynqm39Z0or8X1lWH01daC00ybgU5rPUriBoCpmoQAvD_BwE

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[3.] Comparing Multi-cloud Management and Governance Approaches. Gartner, 2019. https://www.gartner.com/en/doc/375973-comparing-multicloud-management-and-governance-approaches

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[5.] Total Economic Impact™ Study of the Aviatrix Cloud Network Platform. Forrester Consulting, 2021. https://aviatrix.com/forresterteistudy/

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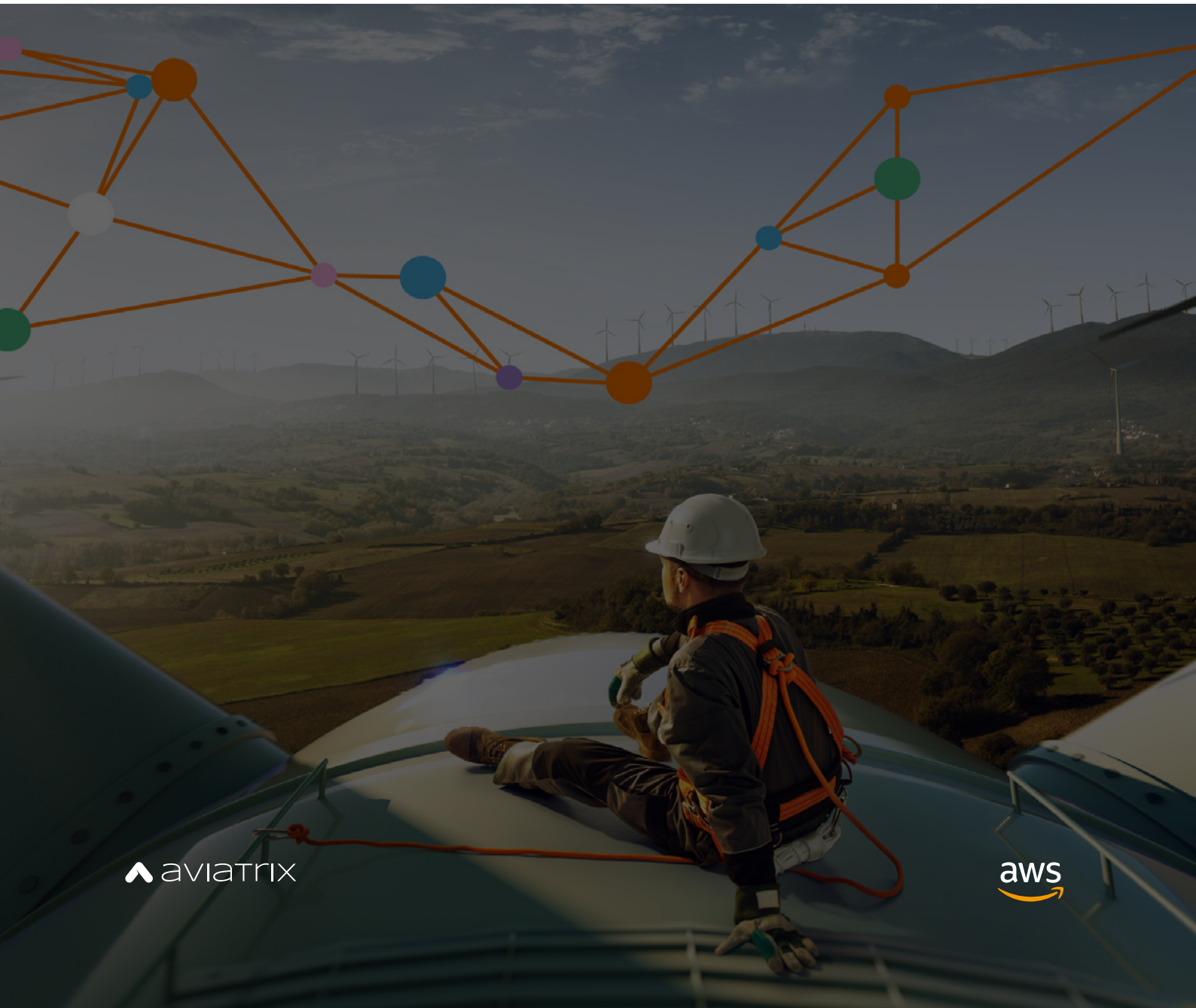
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