UnitedLayer Solution Brief

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Businesses across varied sectors have revised their operational methodologies to stay competitive in these turbulent times. There is no one-size-fits-all solution for a given company. With disparate solutions, such as data centers, private and public clouds, and SaaS, involved in creating IT infrastructure across departments, various complexities must be considered and addressed when meeting the demands of a specific business. Furthermore, managing this infrastructure is complex, and getting departments to work together is burdensome. UNITEDLAYER, which started as a data center company 22 years ago in San Francisco, has evolved to become the frontrunner in offering best-in-class hybrid cloud solutions, private cloud infrastructure services, and distributed cloud management SaaS platforms to drive enterprise business growth. Today, UNITEDLAYER caters to global clients, including large enterprises, governmental institutions, and SMEs.

Over the last 22 years, we have developed and refined our products to adapt to the evolving IT space. Understanding the diverse requirements and pain points of hundreds of clients, we have developed solutions to become one of the leading hybrid cloud, software-defined private cloud, and distributed cloud management companies today. Our hybrid cloud solution can deliver next-generation colocation offerings, highly connected software-defined private clouds, and a sophisticated cloud management platform for seamless management, monitoring, and governance of the hybrid cloud environment.

Our Leadership

B V Jagadeesh
Board Member

Abhijit Phanse
CEO

Dan Peterson
Board Member

UNITEDLAYER®

Why UnitedLayer ?

We provide worlds best Private/Hybrid Cloud IaaS and Data Center management services, with robust performance, extreme flexibility and scalability using software defined architecture across the globe.

Our Expertise

Business Mix

Vertical Business Units

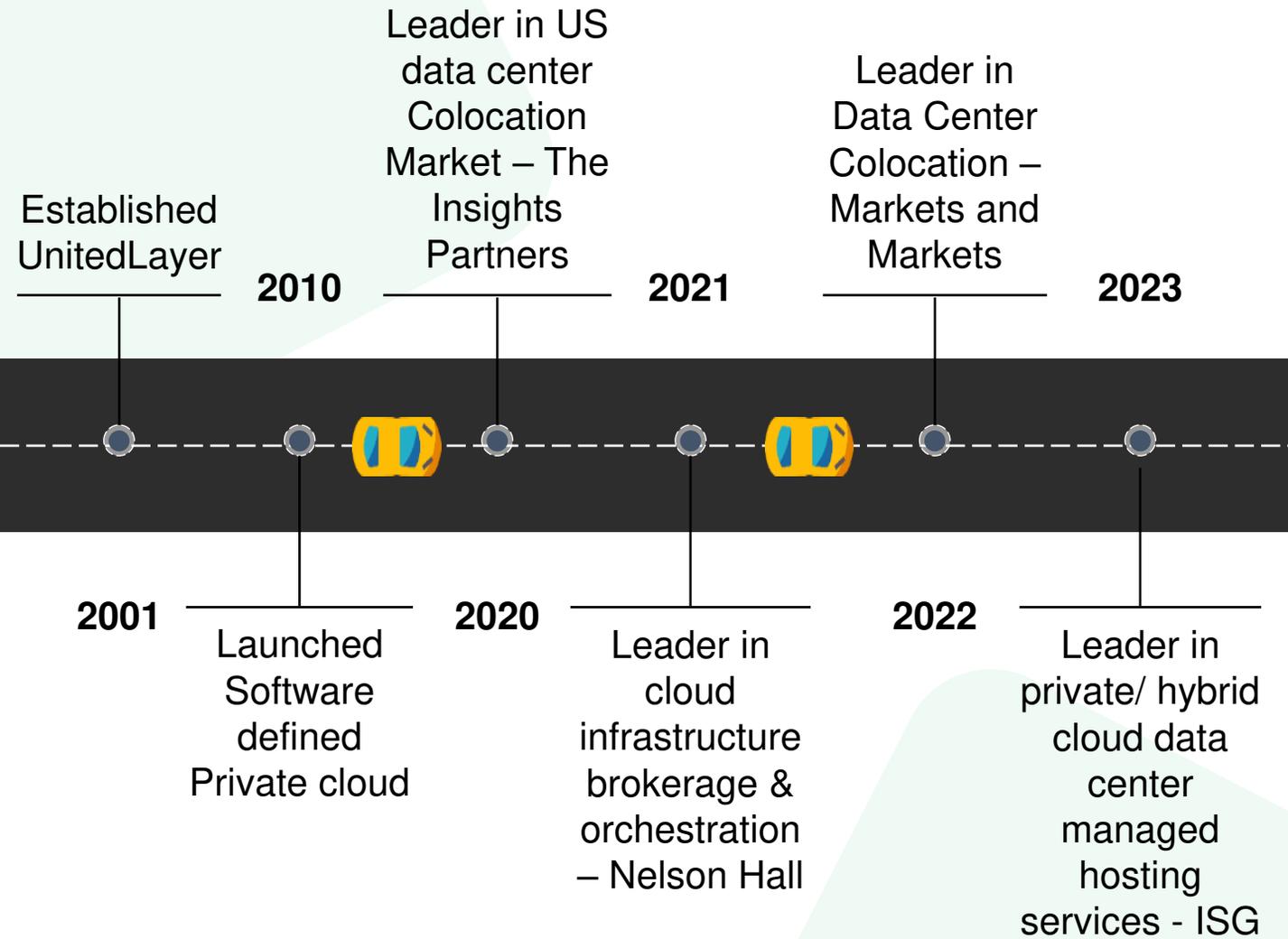- Banking, Financial Services and insurance

- Telecommunications

Service Lines

- Cloud and Infrastructure Services

- Multi-cloud platform operations and Management

UNITEDLAYER®

Our Journey

Established UnitedLayer

2010

Leader in US data center Colocation Market – The Insights Partners

2021

Leader in Data Center Colocation – Markets and Markets

2023

2001

Launched Software defined Private cloud

2020

Leader in cloud infrastructure brokerage & orchestration – Nelson Hall

2022

Leader in private/ hybrid cloud data center managed hosting services - ISG

Vision

- Solutions with partnership mindset
- Transforming business operations
- Helping our customers drive their core business values

Mission

- Next generation technologies
- Integrated service experience

Our Global Presence

Available Across The Globe

Private Cloud
(VMware, Hyper-V)

Managed
Colocation

Connectivity Links

Unified
Management

Europe
- London
- Amsterdam
- Frankfurt
- Helsinki
- Paris
- Zurich
- Cambridge
- Northampton
- Copenhagen

North America
- San Francisco (HQ)
- Los Angeles
- Las Vegas
- Austin
- Dallas
- Denver
- Atlanta
- Ashburn
- New York
- Toronto
- Barrie

APAC
- Singapore
- Hong Kong
- Sydney
- Melbourne

ME
- Dubai
- Abu Dhabi

South America
- Sao Paulo

25+ Data Centers

150+ Edge Locations

Awards and Recognition

UNITEDLAYER®
Experience The Best Colocation Facilities Built For Cloud
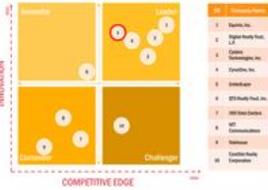
UNITED PRIVATE CLOUD™
High-Performance Software-Defined Enterprise-Grade Private Clouds IaaS
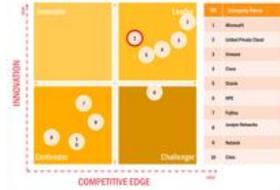
UNITYONECLOUD™
A Multicloud Management SaaS Platform

INSIGHT Partners

MARKETSANDMARKETS™

More...

ISG Provider Lens™   2023 Quadrant
Private/Hybrid Cloud - Data Center Services
Managed Hosting
Leader, U.S.

NelsonHall
UnitedLayer Recognized As A 'Leader' in Cloud Infrastructure Brokerage & Orchestration Services By Global Analyst Firm NelsonHall
UnitedLayer, an American leading colocation services provider, announced that its Cloud Infrastructure Brokerage & Orchestration Services have been named as a 'Leader' in the latest NelsonHall NEAT analysis on the Cloud Orchestration Services market segment.

UNITYONECLOUD™
UnityOneCloud Becomes GOLD GLOBEE Winner As The Best Multicloud Management Platform

UNITEDLAYER is focusing on two business dimensions:

Firstly, we have the best-in-class hybrid and private cloud solutions. We have developed a lot of innovations to make the hybrid cloud a robust solution that is agile and can be used to deliver critical business needs. Our G3 Private Cloud is the world's leading software-defined private cloud solution, and it comes connected with over 100 high-value services. All the ancillary services that customers need to make cloud infrastructure support their businesses are readily available as hardened, engineered services, enabling customers to deploy their applications and run their businesses speedily and efficiently. UNITEDLAYER is expanding globally, helping our customers grow to a global scale on our platform.

Secondly, UNITEDLAYER has the leading Software as-a-Service solution for managing hybrid clouds. Our UNITYONECLOUD SaaS solution has five major platforms--data center infrastructure management, artificial intelligence operations, cloud management, cost management, and sustainability; Cumulatively, these platform solutions deliver unified cloud intelligence. Over the coming years, we will continue investing in enriching those solutions to make hybrid cloud management easy and robust and a key enabler to seamless hybrid cloud deployment.

We invest in people, processes, partnerships, and technologies to drive innovation through our products like G3 Private Cloud and UNITYONECLOUD SaaS. Our core mission remains to deliver high performing hybrid cloud and software management solutions to enable our customers to build successful businesses

Sustainability Strategy

Vision
Unlocking Net Zero Transformation

Mission
We will accelerate achievement of an inclusive Transform to Net Zero IT Infrastructure 50 % by 2026, 75 % by 2029

The sustainability responsibility matrix

	Planning and Reviewing	Execution/ Implementation	Internal Evangelizing	External Advocacy
Board of Directors	✅			
Business Leadership	✅		✅	✅
Facilities Management Group	✅	✅		
Infrastructure Creation Group	✅	✅		
Ecoeye-Sustainability Group	✅		✅	✅
Finance	✅			
Corporate affairs, Brand and Communication			✅	✅
Risk Office	❌		❌	

To accomplish this, we need to do the following:

First, we will achieve **business transformation** by reshaping key business functions, models, products and services to achieve net zero targets; demonstrate and advance these achievements through executive leadership: and enable other companies to accelerate their transformation to net zero with available resources.

Second. we will take **collective action** and develop tools and resources to achieve net zero compatible emissions reductions across value chains; redirect capital flows towards Investment In net zero business models, products and services: and define and Implement steps to ensure a Just and Inclusive net zero economy.

Finally, we will **drive systemic change** by working with partners to support and promote enabling other collaborative platforms that enable the achievement of Inclusive net zero goals.

G3 Cloud Key Offerings

UnityOne: Experience The Best Distributed Cloud Management SaaS Platform

United Connect: Business Connectivity Beyond Borders

G3 Private Cloud
Enterprise Grade, High Performance Software Defined Private Cloud

- 25+ data centers
- 99.999% availability
- 30% - 50% cost effective than major public cloud offerings

G3 NaaS
Experience the best Software Defined NaaS

- 99.99% Availability
- Cost Effective
- Unified Monitoring & Management
- Delivered across the globe.
- Agile delivery Model

G3 Edge Cloud
United Edge available across the globe where customers requires

- UnitedEdge Platform
- UnitedEdge Appliance
- Mobile Edge Appliance
- 150+ Edge Locations
- 30% - 50% cost effective than other Edge offerings

G3 Hybrid Cloud
Experience The Best Hybrid Cloud and Integrated Colocation

- Colocation services integrated with private cloud solutions across the globe
- Extreme Connectivity
- Extreme Connectivity
- Unified Management
- On Demand Scalability

Public Cloud Management
Highly skilled and certified resources for Public Cloud services

- Migration, management and governance services available for
- AWS
- Azure
- GCP

G3 Managed Services

Partnerships and Engagements

Public cloud

aws · Google Cloud · ORACLE · Azure

Technology Partners

f5 · Lenovo · JUNIPER NETWORKS · DELL · CISCO · paloalto NETWORKS

GSI MSP partners

wipro · Infosys Navigate your next · HCLTech · Tech Mahindra · birlasoft · LTIMindtree · Deloitte. · CGI · Capgemini · kyndryl · cognizant · Coforge · accenture · tcs BANCS™ · EY · hi HEXAWARE · Infosys Finacle · DXC TECHNOLOGY

Customer Engagements

CHRO **CIO** **CMO** **Key Stakeholders** **CFO** **CTO** **CDO**

Trusted By…

WestEd · Paradigm Precision · facebook · FANDANGO · at&t · NORTH EAST MEDICAL SERVICES (NEMS)

zayo GROUP · YBCA Yerba Buena Center for the Arts · GRANICUS · CISCO · DigitalOcean · DIAMOND

EQUINIX · de Young / Legion of Honor fine arts museums of san francisco · XO A Verizon Company · Burning Man · hostanalytics · ALLMED MEDICAL CORP · wipro

exploratorium · ALLEN LUND COMPANY TRANSPORTATION BROKERS · TIRE'S WAREHOUSE INCORPORATED · iHerb · EA · beats · SONIC.

BLACKSTONE technology group · verticalresponse Marketing. Just Like That. · MINDSHARE · NEC · GLOBAL CLOUD XCHANGE · denic · WIKIMEDIA FOUNDATION

ThousandEyes · Infosys Navigate your next · HCL · STARK GROUP · Lindström · The City and County of San Francisco

Dyn · CONSUMERAFFAIRS · terarecon · Level(3) COMMUNICATIONS · Wikipedia · America's Cup

Our Market Segmentation

Enterprise Focus

- Small
- Medium
- Large

Deploy Private/Hybrid/ Edge hosting services in their own way for Modern Business Needs

- More choice
- More Agility
- More Flexibility
- Pay as Use

Industry

- BFSI
- IT & Telecom
- Government
- Education
- Retail and E-Commerce
- HealthCare

Regions

- North America
- Europe
- APAC
- LATAM
- Middle East & Africa

Service

- Security
- Networking
- Storage
- Compute
- Data services

Application Hosting Infrastructure

- SAP
- Oracle
- DaaS

UNITEDLAYER®

G3 Private Cloud Overview

The World's Best Software-Defined Private Cloud IaaS

G3 Private Cloud IaaS

Highly Available Software-Defined 100G Networking

Switches	Firewalls	Load Balancers	Security
f5	CISCO	JUNIPER NETWORKS	paloalto NETWORKS

Highly Available Performance Compute

VM's   Bare Metal   Containers

ORACLE   DELL   Hewlett Packard Enterprise   kubernetes   docker

Highly Available Software-Defined Storage with 100K+ IOPs

Performance Storage	Capacity Storage	Backup Storage	Archival Storage

Data Center	Public Clouds
	aws Azure Google ORACLE CLOUD

G3 Featured Products

G3 Computer	G3 HiMem Computer	G3 Metal	G3 K8S	G3 Storage
G3 Bucket	G3 Files	Firewall	Load Balancer	WAF
G3 CDN	G3 VLAN	Hybrid Connectivity	VPN	G3 DNS
G3 Vault	G3 AD	Host Antivirus Protection	Vulnerability Scanning	Penetration Test
SIEM	Security Log Management	PKI Management	IDS / IPS	IAM
Multi-factor Authentication	DDoS	G3 SOC	G3 RDS	G3 NoSQL
G3 Redis Cache	G3 Backup	G3 DR	G3 API Gateway	G3 Service Bus
G3 App Service	G3 Functions	G3 Managed Grafana	Unity Monitoring	Unity DevOps

API & DevOps	API & DevOps
CHEF ANSIBLE Terraform puppet labs	AIOps AI/ML CMP Cost Sustainability
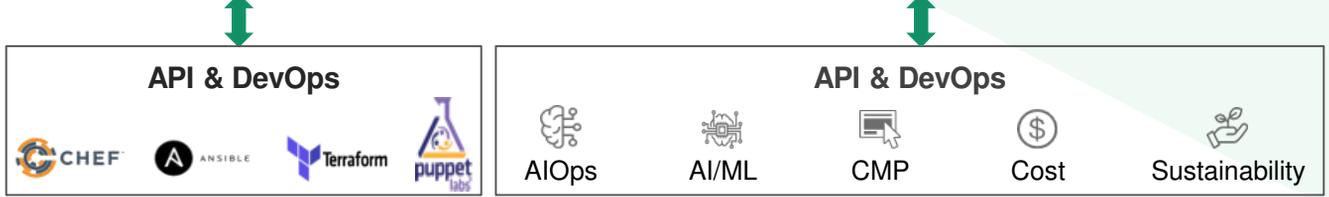
G3 Private Cloud Key Features

Best In Class Performance
- 100g networking.
- Performance compute
- Enterprise storage with 100K+ IOPS

High Availability
- Software-defined network, compute, storage.
- 99.999% with high-availability N+M clusters.

Cost Optimized
- 30% to 70% lower cost compared to AWS, Azure, GCP, data centers, and other private clouds

Multicloud Connectivity
- On-demand connectivity to AWS, Azure, GCP
- On-demand connectivity to 300+ carriers

Flexible VM size
- Flexible vCPU and RAM and sizes
- No lock in on VM types
- Adaptive resizing and optimization

Support
- 24/7 fully managed enterprise support
- 15 min response time
- Expert escalation

On-Demand Scalability
- Term discounts
- On-demand scaling of cloud resources

Disaster Recovery
- Integrated DR with <1min RPO and 15min RTO.
- Integrated backup

Security
- Private cloud with locked down network security, restricted IP access (ACL) and locked down ports

Multicloud Management, AIOps
- Hybrid cloud management with unified cloud intelligence
- AIOps event management

Security and Compliance
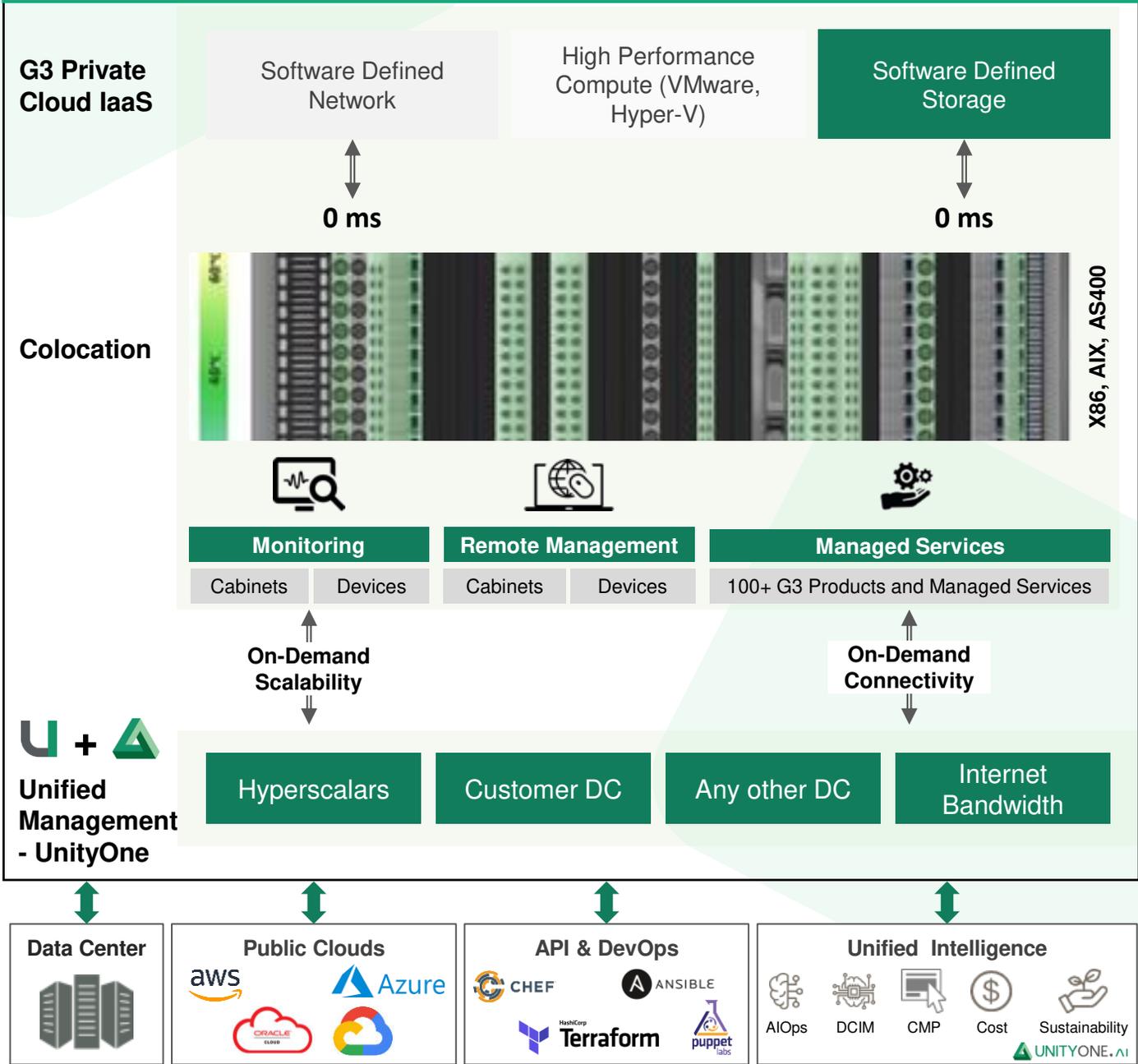
UNITEDLAYER®

G3 Hybrid Cloud

Experience The Best Hybrid Cloud IaaS

UnitedLayer provides tightly integrated Managed Colocation, Private Cloud, connectivity to all major Public Clouds, and Managed Services as part of Enterprise Hybrid Cloud solution

Seamless Integration with G3
Private Cloud for X86 (VMware or Hyper-V)

G3 Private Cloud IaaS

| Software Defined Network | High Performance Compute (VMware, Hyper-V) | Software Defined Storage |

0 ms   **0 ms**

Colocation

X86, AIX, AS400

| **Monitoring** | **Remote Management** | **Managed Services** |
| Cabinets | Devices | Cabinets | Devices | 100+ G3 Products and Managed Services |

On-Demand Scalability

On-Demand Connectivity

U + ▲

Unified Management - UnityOne

| Hyperscalars | Customer DC | Any other DC | Internet Bandwidth |

| **Data Center** | **Public Clouds** | **API & DevOps** | **Unified Intelligence** |
| | aws Azure ORACLE CLOUD ☁ | CHEF ANSIBLE Terraform puppet labs | AIOps DCIM CMP Cost Sustainability ▲ UNITYONE.AI |

G3 Cloud Use Cases

Public Cloud Repatriation

- Cost Effective Solution
- Highly secured Infrastructure
- Data Localization
- Dedicated IaaS
- Integrated Services
- Agile & Scalable Solution

Cloud Migration

- Assessment & Migration Strategy
- Infra-Apps Dependency Mapping
- Technology Choices & Standardized Sizing
- Seamless Migration through UnityOne
- Cloud Operation & Support Services

Asset Monetization & Modernization

- Existing Asset Baseline & Standardization
- New Infrastructure Creation
- Monitoring, Tracking of Utilization & Excess capacity
- Power Consumption Efficiency

DC Exit Strategy

- Vendor Lock-in
- Cost Optimization
- Eliminate Operational Challenges
- Buy Specific Type of Service
- Multicloud strategies
- Data Governance, Compliance & Regulations

Hybrid Cloud Transformation

- Hybrid Cloud Journey
- Seamless Migration
- Highly Scalable Architecture
- Enterprise Grade Security
- Optimization of Cloud Services

Edge Cloud

- High-Performance IaaS Deployment with 99.99% availability
- Customized & Unified Management For Global Network integrated with UnityOne
- Low Latency Network
- Highly Secured

Sovereign Pvt Cloud

- Access Control
- Meeting Data Residency
- Operational Autonomy
- Regulatory Requirements
- US Cloud Act and Foreign Intelligence Surveillance Act (FISA 702)
- General Data Protection Regulation (GDPR)
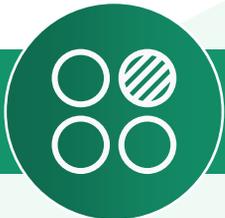
Key Differentiators…

The Time for Enterprises to move UnitedLayer G3 Private Cloud Model is Here…

From Cost Centric to Value Centric	Deployment Optimization	Centralized and distributed cloud
Technology to Business Innovation	Green Data Centers	Perfectly fits into Market Needs
Multicloud Management and Operation	Extremely Well-designed Software Defined Infrastructure	Cloud Security Posture Management
Faster Time To Market	100 + Cloud Associated Services	Delivering Intelligent Orchestrated Platform