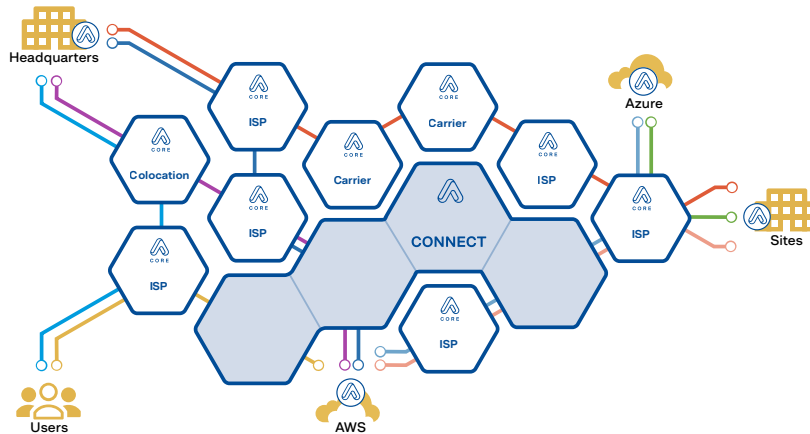


The role of Carriers in the next-generation network for B2B WAN communications

Anapaya builds the technology that powers a **next-generation B2B network** and **brings it to the market through an ecosystem of partners** (ISP, carriers, data center and cloud service providers) and a global backbone. **Our technology helps businesses** to meet the requirements for **reliability, security, performance and compliance** caused by the **exponential growth of interconnection of humans, devices and machines**.

The solution is based on two components. The first is a **global next-generation network** based on the SCiON protocol, developed over the past decade at the world-renowned Swiss Federal Institute of Technology (ETH Zurich). The second component is **Anapaya EDGE**, the software gateway installed on end-customers' premises.



End-customers' growing demand for security, reliability, and control

Businesses and organisations of all types move their data, along with their workload, to various data centres and multiple cloud platforms. Therefore, they require open, flexible, as well as secure and reliable networks. MPLS revenues are slightly decreasing (Gartner 2017-2022 CAGR: -6.8%), and are replaced by modern connectivity options (Gartner 2017-2022 CAGR SD-WAN connectivity: +75.1%). The Anapaya Network is the fitting solution for **multinational companies, regulated industries** (such as financial services and healthcare) and **operators of critical infrastructures** (such as the public sector, defence, utilities, and transportation) because it directly addresses their demands for flexible, reliable, and secure WAN networks.

Vertical	Multinational companies	Regulated industries	Critical infrastructure
Use case	Replace private lines for their global network	Regulated data stays within a preselected jurisdiction (compliance)	Use 2+ SPs to guarantee the network availability
Competitive advantage	Multi SP sourcing and business continuity	Control and geofencing	Business continuity and security

Why should you become a SCiON-transit provider?

To better serve end-customers, Anapaya is recruiting domestic and regional ISPs to build an ecosystem of partners. Carriers are a crucial part of any global internetworking architecture. Together with Anapaya, we can:

Generate new revenues from your clients' ISPs:

- **Offer a premium transit service**, qualitative and secured:
 - **Increased QoS**: convergence time in ms versus minutes with BGP: aggressive SLA is possible.
 - **Increased security**: total immunity to route hijacking and full verifiability of network information, thus protecting against fraud.
- **Offer premium data path by highlighting your unique asset**:
 - For example, transit from Frankfurt and Hong Kong via the low latency silk road route(s) could be reserved for your premium ISP clients and sold at a higher price compared to transit via SEA-ME-WE, or even via the US routes.

Gain proximity to your ISP clients and be recognised by the end-customers by offering:

- **A unique competitive advantage for your ISP clients:** with SCiON-based connectivity services, ISPs can guarantee the highest level of network security and reliability to their end-customers.
- **Data sovereignty:** with the decentralised trust model, you and the ISPs in an area can combine capabilities and create a sovereign jurisdiction. Moreover, as a carrier, you can legitimately expand this jurisdiction on a broader, international scale.
- **Preferred network:** with Anapaya's technology, end-customers control the path they use and can decide to go through your backbone rather than another carrier. The jurisdiction you participate in, the awareness of your brand and the trust in it serve more directly your business.

Reduce your costs:

- **Increase the usage of your existing capacity:** with our technology, all the possible paths can be used simultaneously. It means no more unused standby ports or cross-connections that ISPs are reluctant to pay for.
- **Inexpensive hardware for high-performance routing:** run a 100Gbps SCiON-router at wire speed on a CoTS 32-core x86 server. No need for specialised hardware or memory (TCAM).

Our technology is being evaluated for future proof use cases:

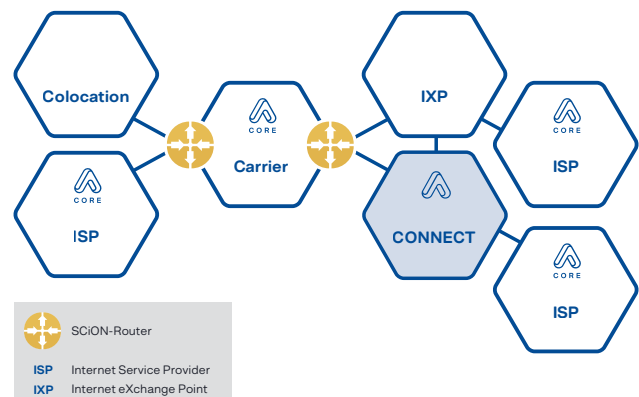
- **Cloud ramps:** build geo-fenced cloud ramps to support data sovereignty
- **IoT use cases:** protect IoT devices by hiding them from the network except their operator
- **5G:** secure and reliable inter-domain routing for seamless roaming

A simple software-based implementation

We provide carriers with Anapaya CORE, an industrial-grade high-performance software implementation of the SCiON-router, installed at the interconnection points with enabled-ISPs, IXPs or colocation providers. SCiON-native (BGP-free) peerings are then established over the existing infrastructure:

- **No impact on your core network:** Anapaya CORE reuses your actual inter-POP infrastructure and routing.
- **Software only:** routers can be instantiated on NFVi or bare-metal, at your choice.
- **Simple ISP onboarding:** your customers simply need to establish SCiON-peering to benefit from your service.

Anapaya EDGE is the software end-point gateway to the SCiON-internet, installed on end-customer premises.



Adaptive commercial model

Anapaya offers different commercial models to fit a progressive deployment or go-to-market strategy:

- **Resell Anapaya's capacities**, white-labelled
- Or, **participate in a shared infrastructure**, also white-labelled
- Or, get a **fully managed service**, including the software subscription and all the operational duties
- Or, procure the **software licenses**, and **operate the infrastructure** on your own as usual

Our dedicated ecosystem partners team will guide you in this choice and support your stakeholders on the key steps: business case, support to service creation and go-to-market strategy.

Anapaya is delivering the next generation of the internet, today.

If you need to connect mission-critical information, through a trusted and secure network, visit www.anapaya.net to contact us or [book an introductory meeting now](#).

