

Network Hub partner battlecard

Sell more. Connect more. Keep it simple.

Utilize Flexential's private network to help your clients reduce latency and achieve better application performance.

What is Network Hub?

Network Hub is a purpose-built, edge deployment that gives your customers a fast, secure, and private connection to the cloud, network, and SaaS providers—without the delays and complexity of traditional network expansion. Deployed in Flexential data centers, it extends access to the FlexAnywhere® platform and helps organizations connect their HQ and branch offices directly to digital ecosystems in Tier 2 markets—closer to end users for better performance and lower latency.

Key customer benefits:

- **Faster performance** – Localized access = reduced latency
- **Connect privately and securely** to network, cloud, and digital partners in Tier 2 markets adjacent to users
- **Enhanced security** – Keep traffic off the public internet
- **Scalable & flexible** – Add locations or user easily
- **Cloud-ready** – Connect to AWS, Azure, Google, etc.

Partner benefits:

If you sell UCaaS, SD-WAN, CCaaS, or SASE — this is a way to:

- Expand your services without being an infrastructure expert
- Boost your commissions with new, high-margin services
- Keep customers sticky by solving network headaches
- Own more of the stack — even if you don't provide the network

FLEXENTIAL®



Network Hub is perfect for customers who:

- Are struggling with latency, lag, or poor app performance
- Need to connect multiple locations, clouds, or providers
- Want to scale network access quickly without major capex
- Are deploying SASE, SD-WAN, UCaaS, or hybrid cloud solutions

Discovery Questions

- How are you connecting users to the cloud today?
- Are any locations struggling with app performance?
- Do you need private connectivity between sites or clouds?
- Do you sell UCaaS, SD-WAN, or security services today?

Partner value props: _____

- **Bundle more** – Pair with UCaaS, SD-WAN, security
- **Add wallet share** – Expand into networking conversations
- **Quick setup** – Cabinet-based = simple deployment
- **Lead the strategy** – Be the guide for digital transformation

Real-world use cases: _____

- Remote office connects to HQ and cloud via Network Hub
- UCaaS provider rides the Flexential backbone for low-latency calls
- SD-WAN traffic aggregates in one place for optimization
- Hybrid cloud apps need fast, secure interconnects

Anatomy of a Network Hub _____

This architecture illustrates how modern enterprise infrastructure can be distributed across digital core, network hub, and virtual hub environments to bring users, data, and applications closer together. By interconnecting compute, storage, and network functions across edge and core locations, organizations can eliminate performance bottlenecks, improve user experience, and unlock scalable, cloud-adjacent business models.

