

Flexential Interconnection Battlecard

Flexential Interconnection delivers industry-leading interconnection options through the combination of a scalable 100 Gbps+ private network backbone, hundreds of carriers, subsea cables, and low-latency connections to cloud providers to create an ecosystem that offers secure and reliable connectivity options.

When to lead with interconnection

Position Flexential when customers:

- Complain about latency, jitter, or inconsistent app performance
- Are multi cloud or hybrid (AWS, Azure, GCP, OCI)
- Need to connect multiple sites or regions
- Are getting hit with unexpected cloud egress fees
- Lack in-house network/cloud connectivity expertise

Positive responses = strong fit for Flexential Interconnection solutions.

Flexential wins with enterprises running hybrid or multi cloud environments where low latency, highly reliable connectivity is mission critical to the business.

Core Offerings			
 Flexential Fabric Software-defined interconnection through a single port	 Cloud Fabric Private L2 connectivity to CSPs and carrier destinations	 Network Hubs Regional interconnection closer to users	 DCI Point to point between Flexential data centers
 Interconnection Mesh Any to any L2/L3 connectivity	 IP Bandwidth Redundant internet plus DDoS protection	 Cross Connects Direct access to carriers, CSPs, and IT partners	 Marketplace Curated IT and connectivity ecosystem platform



30 second positioning statement

Use early in the conversation

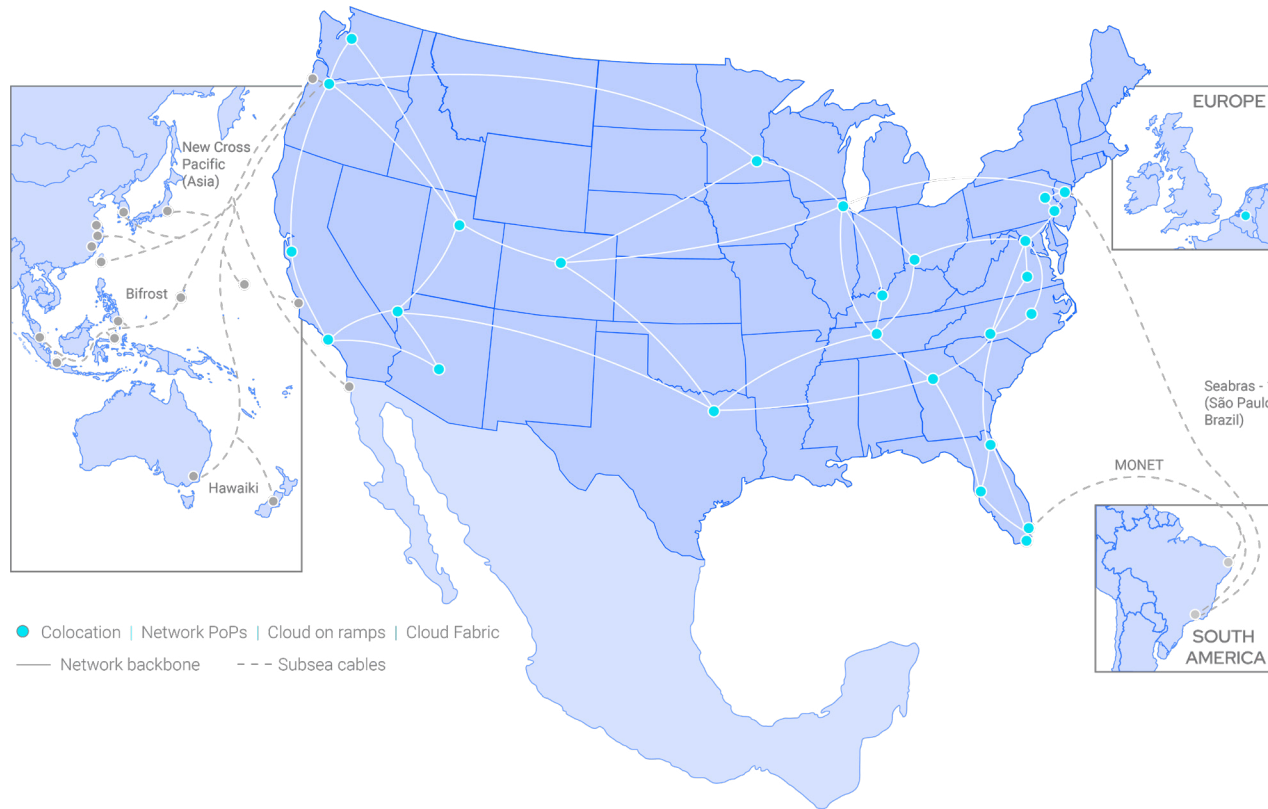
Flexential combines private connectivity to data centers and leading cloud and network service providers, allowing customers to bypass the public internet for higher performance, more control, and lower cloud networking costs.

Qualifying questions

- How are you connecting to AWS/Azure/GCP/OCI today?
- Are latency or app performance complaints coming from users?
- Do cloud networking or egress costs surprise you each month?
- How many locations, clouds, or regions need to talk to each other?
- Who manages cloud connectivity internally—and is it working?

Driving the connected world

Best in class, sustainable data centers, clouds, and POPs



Getting started

1. Leverage the marketing tools found on the [Partner Portal](#).
2. [Register the lead](#).
3. Engage your [Regional Partner Manager](#).

40+

Data centers

18

High growth domestic markets

3 M+

Sq. ft. footprint

330 MW

Critical load UPS Capacity

100 Gbps+

Scalable network backbone

370+

On-net carriers

32

Cloud service on-ramps

100%

Uptime commitment