



Eliminate Infrastructure Delays without Compromising Performance

Bypass hardware delays and stabilize your network spend.

Ongoing memory shortages and supply chain disruptions are forcing IT teams to wait months for critical network infrastructure refreshes. If your modernization initiatives cannot afford to wait half a year for hardware to arrive, Network as a Service provides a faster, more predictable path forward.

Network as a Service

(NaaS) provides immediate access to enterprise-grade networking and cellular in a simple, cost-effective manner. Unlike traditional network procurement, teams can scale efficiently to networks of any size or number of locations without a prohibitive cost structure or having to hire additional staff.

Simplifying the Path Forward

Our Channel Partner Services team can help you with various elements of NaaS and workload optimization. We support our customers by focusing on enterprise networks that can be deployed quickly and deliver immediate value, including SD-WAN, Mobility, Switching, Security IDS/IPS, DNS Filtering, Public 5G, LTE Backup, and Client VPN.

Modernize without Waiting on Hardware

Modern infrastructure decisions are being shaped by supply constraints, cost volatility, and rising availability expectations. NaaS removes these barriers, delivering enterprise-grade networking as a fully managed solution so you can move forward without waiting on hardware, staffing, or refresh cycles.

- **Immediate Execution:** Run memory-intensive and performance-sensitive workloads without procurement delays, staging, or facility upgrades.
- **Predictable Economics:** Shift from volatile CapEx to a bundled OpEx covering networking equipment, patch cables, GBICs, racking, and installation services.
- **High Availability by Design:** Support mission-critical workloads with redundancy, failover, and scalable architecture.
- **Operational Simplicity:** Eliminate break-fix maintenance and lifecycle management so teams focus on outcome, not infrastructure.
- **Flexible Growth and Spend:** Scale resources capacity on demand with consistent pricing. Costs adjust only as your environment grows, enabling predictable expansion across locations and services.

Traditional Hardware	Our Channel Partner Services NaaS
Months of delays	Go live on a new network in just a few weeks
CapEx expenditures for every refresh cycle	Hardware refreshes included within a predictable OpEx
Quotes expire before approval	Locked-in pricing for greater cost stability
Redundancy not included and can be 20-30% more expensive to achieve	Built-in redundancy with a 99.9% SLA-focused service
Single-purpose investment	Flexible spend across NaaS, IaaS, DRaaS, BaaS, and Colo

Beyond NaaS: Availability, Recovery, and Continuity

A modern enterprise networking strategy extends beyond compute and storage. Availability, recovery, and continuity are critical to sustaining performance and minimizing risk.

Colocation and Hybrid Architectures	Disaster Recovery as a Service (DRaaS)	Backup as a Service (BaaS)
Integrate NaaS with colocation or on-premises environments to meet latency, regulatory, or workload-specific requirements.	Rapid failover and recovery capabilities reduce downtime and operational risk.	Policy-driven data protection supports recovery objectives, compliance requirements, and ransomware readiness.

Contact your Connection Account Team today to learn more about our Channel Partner Services offerings.

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