



## OVERVIEW

We believe in working with innovators to create solutions that deliver results. We do this by bringing experts to the table who can design solutions that simplify complex problems. At our core we are a global, managed connectivity solution provider focused on designing and delivering transformative WAN solutions using the leading SD-WAN platforms (Fortinet, Silver Peak, Viptela, Meraki, Cradlepoint, Peplink), terrestrial carrier networks, and 4G/5G cellular networks. We bring a boutique experience to our Partner and Customer relationships.



## KEY FEATURE AND DIFFERENTIATORS

We are different because we are a boutique managed provider who is engineering, process, and methodology based versus product based. We aren't trying to figure out a way to fit our network or SD-WAN product into the customer's use case. In the case of SD-WAN, we build custom solutions using one of several different industry leading platforms. In the case of connectivity, we utilize the optimal DIA, Broadband, Fixed Wireless, 4G/5G Wireless, Ethernet, and MPLS connectivity using hundreds of global carriers. In the case of Managed Services, we will provide co-managed and fully managed solutions that encompass not only what we've provided but third party and existing infrastructure as well. Enterprise networks rarely transform is one full swoop but rather evolve as the business and budget allows. We accommodate this by being amazingly flexible, adaptive, and strategic in our solution development and delivery process.



## LOCATIONS

San Antonio, TX

San Antonio, TX  
Austin, TX  
Atlanta, GA

London, UK  
Paris, France  
Casablanca, Morocco



## SERVICE OFFERINGS

### TELECOM

Globalgig is a global provider of DIA, Broadband, Ethernet, Fixed Wireless, MPLS, VPLS, and 4G/5G Wireless. We engineer, integrate, and aggregate connectivity services across hundreds of incumbent global network providers to provide enterprises with cost effective, resilient, and reliable solutions.

### INTERNATIONAL

Globalgig is headquartered in San Antonio with offices in Austin, Atlanta, London, Paris, and Morocco. We are staffed globally and specialize in serving the global needs of our customers. We do this a core competency with every aspect of our business.

### SDWAN

Globalgig's SDWAN Practice is about enabling independence, transformation,



## IDEAL CUSTOMER PROFILE

Our target customer is an enterprise who is seeking a boutique engagement that will transform their domestic and global network using a proven methodology, delivered by experienced engineers, and built using industry leading SD-WAN technology and aggregated carrier networks. The more complex the application stack and requirements the better. An enterprise wanting to incorporate 4G/5G wireless solutions hits the bullseye. Finally, one that is looking for somebody to manage or co-manage their SD-WAN and connectivity. Oh yeah, did we say one that has global needs?



## INDUSTRY RANKINGS

Our custom SD-WAN solutions are built using Fortinet, Viptela, Meraki, Silver Peak, Cradlepoint, and Peplink. All of which are featured by Gartner in their SD-WAN Magic Quadrant report. Our 4G/5G wireless solutions are delivered using our MVNO model and utilize the most highly rated incumbent cellular networks on the planet. Finally, our DIA, Broadband, MPLS, and Ethernet solutions are provided using the highest rated networks operators on the globe.

resiliency, security, and scalability. We utilize a methodology in which we develop the story for the customer's current and desired WAN state and then build and manage custom solutions using the Fortinet, Viptela, Silver Peak, Meraki, Cradlepoint, or Peplink SD-WAN platforms.

### IOT

Globalgig is a global Mobile Virtual Network Operator providing 3G/4G/5G data connectivity in over 200 countries utilizing 500+ incumbent mobile networks. This practice, coupled with our powerful Orchestra SIM Management Portal, is built for connecting M2M devices globally.

### MANAGED SERVICES

Globalgig provides managed services for global networks. We will fully manage or co-manage customers' network elements from SD-WAN, routers, and firewalls to all types of connectivity. This includes devices and circuits we sell the customer as well as customer owned infrastructure and circuits.



## QUALIFYING QUESTIONS

- 1) Why would you implement SD-WAN?
- 2) What improved or new capabilities do you envision SD-WAN providing?
- 3) How would your users describe their experience using the network? What changes are they seeking?
- 4) What is your plan for security and threat management and how do you see that integrating with your SD-WAN solution?
- 5) Can you describe your application stack and how those applications flow across your network and the cloud?
- 6) What network, device, and application flow monitoring visibility do you have now?
- 7) How do you identify and address network capacity or utilization issues now?
- 8) How do you monitor, diagnose, and remediate network issues today and how

do you see that changing with SD-WAN?

9) How are you utilizing 4G/5G wireless in your network now?

10) What is your plan for scaling your network as your business grows or shrinks?