

# Instant Cloud Access

*Simplify cloud connectivity and deliver it as a branded, high-margin service*

## Solution Overview

MaiaEdge enables telecommunications providers to deliver private cloud connectivity to their customers without traditional routing complexity. With a Path Border Controller (PBC) and a connection to Equinix or Megaport, service providers can deliver customers instant, private connectivity to multiple clouds.

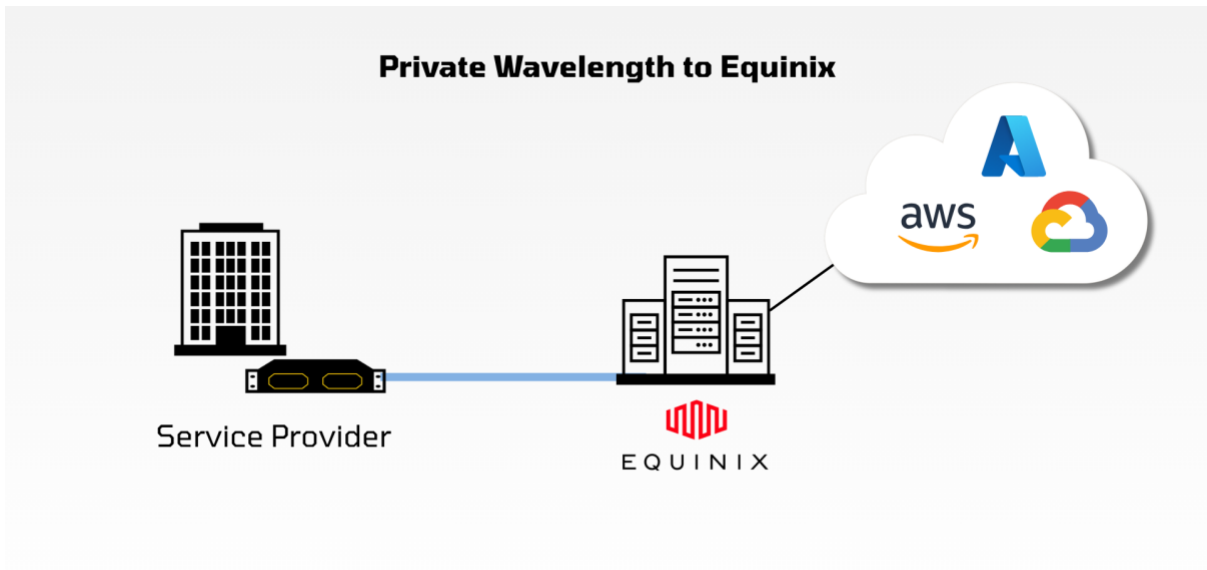
## How it Works

The MaiaEdge Path Border Controller is a compact, dual 100G device designed for plug-and-play connectivity. The Path Computation Engine (PCE) is a cloud-native orchestrator that computes optimal, deterministic routes across PBCs, automating private path provisioning over fiber or Dedicated Internet Access (DIA). Native API integrations with Equinix and Megaport enable instant provisioning to AWS Direct Connect, Azure ExpressRoute, and Google Cloud Interconnect.

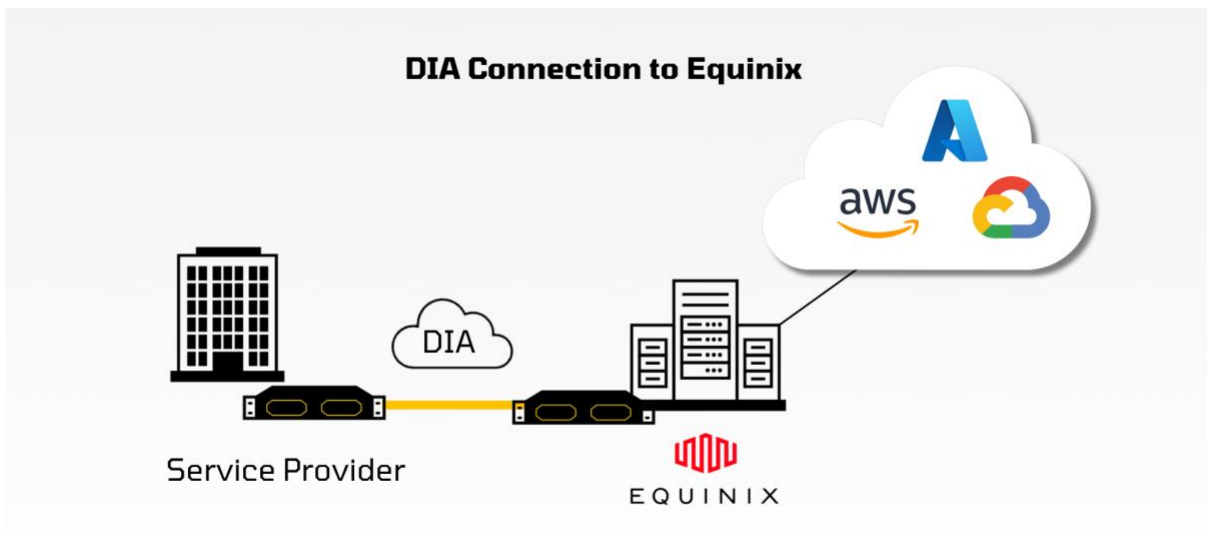
MaiaEdge offers a low-friction way for service providers to simplify or start providing cloud connectivity services to their customers. With a PBC and connection to Equinix, providers can instantly onboard customers to multiple clouds.

## Three easy routes to market:

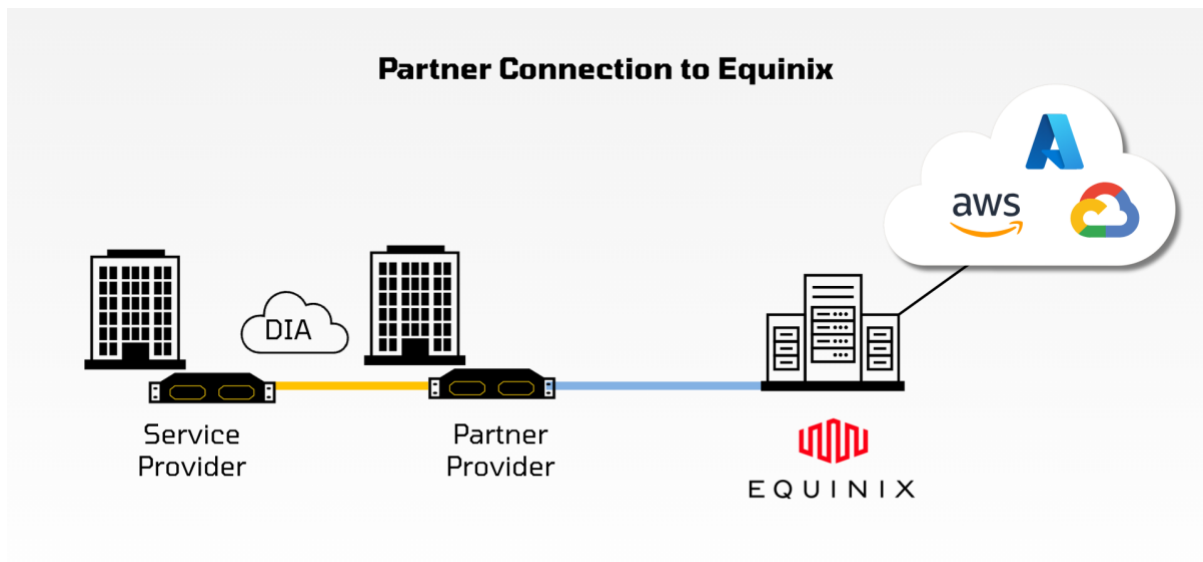
1. Deploy a PBC at your network edge, purchase a private wavelength to Equinix, and start delivering cloud access in minutes.
2. Where fiber is not available, deploy a PBC at your network edge and at the nearest Equinix PoP to connect instantly over DIA.
3. If not enough demand exists to justify a direct connection to Equinix, federate with a partner provider who already has one.



**Figure 1:** Path Border Controller at service provider's edge and a wave to Equinix for instant cloud connectivity.



**Figure 2:** Path Border Controller at service provider's edge and Equinix PoP for instant cloud connectivity over DIA.



**Figure 3:** *Federate with a partner provider with an existing Equinix connection to deliver cloud access from your brand.*

## Business Outcomes

### Simplify Operations and Improve Margins

Traditional cloud on-ramp architectures require a virtual router for every customer connecting to multiple clouds. This adds both licensing cost and complexity for each new customer, making it difficult and expensive to scale cloud services. MaiaEdge eliminates the virtual router entirely, enabling providers to connect multiple customers to multiple clouds over the same infrastructure without manual configurations. Every new customer added means more revenue on the same connection.

For providers with their own backbone networks, MaiaEdge also eliminates costly Equinix long-haul transport fees by automatically routing traffic across the provider's own backbone to the nearest Equinix on-ramp.

### Gain End-to-End Visibility and SLA Enforcement

MaiaEdge automates provisioning of deterministic paths and provides full visibility across network hops. This enables providers to set and enforce SLAs across multiple networks and gain performance insights across partner networks, through network fabrics, and into the cloud.

## **Maintain Brand and Pricing Control**

Providers can deliver a fully branded, managed cloud on-ramp service, so their customers get a seamless experience under one invoice.

## **Expand Beyond Cloud Access**

With an Equinix or Megaport connection established, providers can expand their service offerings to customers beyond cloud access to any service in the fabric portal. For example, providers can also connect their customers to SaaS applications, data storage, and AI clouds on the same infrastructure they use to deliver cloud connectivity.

## **Monetize Spare Capacity**

Providers can further monetize their fabric connection by making it discoverable to partners in the MaiaEdge Marketplace. Create instant partnerships with other providers and sell underutilized capacity as an additional revenue stream.

## **Cloud Connectivity Simplified**

Let's discuss your business case.

[Book A Meeting](#)