

Acing hybrid and multi-cloud connectivity with Lightstorm's true NaaS platform.



Supercharge your enterprise with **Polarin - India's first true NaaS platform** for data center and cloud connectivity, that can help you optimise network interconnections for peak performance and agility.



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Navigating Enterprise Connectivity in the AI Era

In the ever-evolving landscape of enterprise networking, certain use cases are undergoing a profound transformation. These transformations are reshaping how enterprises manage their connectivity challenges, leading to significant improvements.



Acing Hybrid and Multi-Cloud Connectivity

Enterprises today are navigating the challenges of multi-cloud and hybrid cloud environments. Lightstorm's NaaS platform Polarin offers a fresh perspective on addressing these challenges.



Driving Efficiency in Connectivity

Achieve 52% reduction in costs for Data Center to Cloud (metro) connectivity with Polarin. This shift signifies a major improvement in network efficiency.



Exploring Flexible Pay-as-You-Go Models

Polarin's innovative PAYG model for multi-cloud connectivity enables a substantial decrease of up to 70% in network expenses.

This brings a ground-breaking shift in operating and managing multi-cloud environments.

Let's explore a few use cases, enabled by Polarin's advanced technology, and discover how they can transform your enterprise.



Use Case:

Multi-Cloud Connectivity

Multi-Cloud Connectivity (Connect AWS & Azure with On-Premise DC)

Assumptions: On-Prem DC in Noida, AWS region is Mumbai, Azure region is Chennai; Added link is Oracle Mumbai



Scenario

The user wants to connect two different clouds.



Challenges

- Provisioning of secured network and control over the network connectivity owing to application performance management.
- High Egress cost while transferring the data from one cloud to another.
- Ratelimit on demand to meet the ever-changing business needs.



Needs

- Control over the network deployment and network visibility to manage the cloud.
- Reduction in the egress charges to keep cost in check.
- Adaptable ratelimit that can be quickly scaled up or down to match the dynamic business requirements and ensure optimal performance.

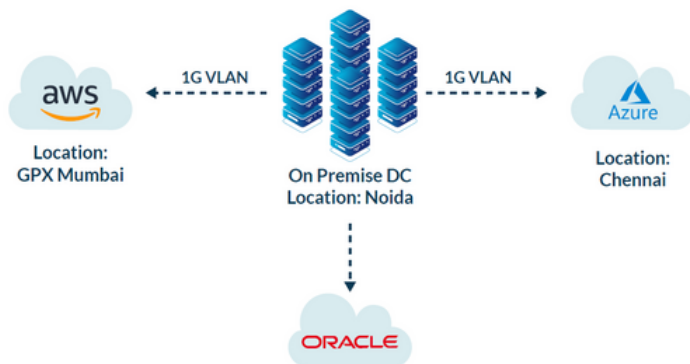


Our Offerings

- Lightstorm offers overall network solution via Polarin that minimises the network and IT cost.
- With Polarin's private connectivity clients can save on egress costs.
- Polarin's user-friendly interface allows users to upgrade or lower the ratelimit as per the business requirements.

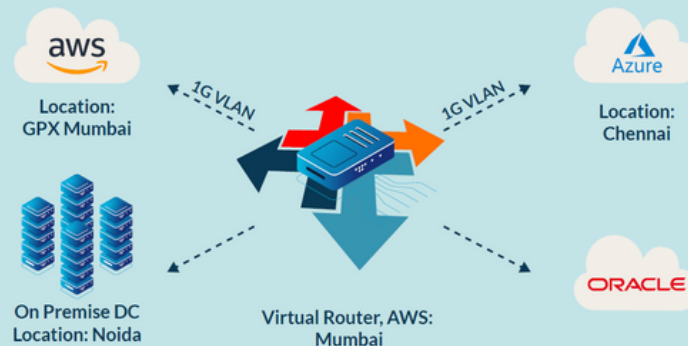


Traditional connectivity



Costings	ARC	OTC	Add Oracle Cloud
10G Port for both cloud connections	₹ 4,03,200		₹ 2,01,600
X-connects at Noida DC - 1	₹ 2,00,000	₹ 2,00,000	₹ 1,00,000
1G NLD Link between Noida and AWS Mumbai	₹ 14,82,744		
1G NLD Link between Noida and Azure Chennai	₹ 14,82,744		
1G NLD Link between Noida and Oracle Mumbai			₹ 14,82,744
Total	₹ 35,68,688	₹ 2,00,000	₹ 17,84,344
Total Cost: ₹ 35,68,688	Additional cost on connecting another cloud: ₹ 17,84,344		

Connectivity with Polarin Virtual Router



Costings	ARC	OTC	Add Oracle Cloud
Port Price	₹ 0	₹ 0	₹ 0
Cross Connects	₹ 0	₹ 0	₹ 0
Virtual Router at GPX Mumbai	₹ 60,000	₹ 0	₹ 0
1G BW between VR and AWS Mumbai	₹ 6,74,405	₹ 0	₹ 0
1G BW between VR and Azure-NLD	₹ 10,49,982	₹ 0	₹ 0
1G BW between VR and Oracle -Mumbai	₹ 0	₹ 0	₹ 6,74,405
Total	₹ 17,84,387	₹ 0	₹ 6,74,405
Total Cost: ₹ 17,84,387	Additional Cost on connecting another Cloud: ₹ 6,74,405		

Cost Benefit Analysis

Traditional connectivity setup

Total Cost:
₹ 35,68,688

Extra Cost on adding Cloud:
₹ 17,84,344

Rigid architecture ●
Non-programable ●

High cost and structural complexity ●

Time consuming & annual costs ●

** Even if the customer DC is in Mumbai, Lightstorm offers savings of 3% over traditional setup.

Cost Benefit Analysis

Setup using Polarin Virtual Router

Total Cost:
₹ 17,84,387

Extra Cost on adding Cloud:
₹ 6,74,405

- The network is provisioned in minutes with a few clicks
- Offers PAYG subscription
- Flexible ratelimit on demand all
- Low latency and guaranteed 100% uptime

** Cost of adding more clouds is 68% lesser in VR setup

TCO in 1 year

Traditional Setup
₹ 35,68,688

Polarin based setup
₹ 17,84,387

Savings **50%**

Multi-Cloud Connectivity (Connect AWS & Azure) - PAYG vs Fixed Duration

Assumptions: AWS region is Mumbai, Azure region is Chennai

Cloud to Cloud Connectivity setup using Polarin Virtual Router



Cost Benefit Analysis

Costings	ARC (Reserved at 12 Months)	PAYG with 2 months commitment
VR at GPX, Mumbai	₹ 60,000	₹ 15,840
VC between VR and AWS On Ramp at GPX, Mumbai - 500 Mbps	₹ 3,69,173	₹ 75,907
VC between VR and Azure On ramp at STT, Chennai - 500 Mbps	₹ 7,10,826	₹ 1,49,932
Total	₹ 11,39,999	₹ 2,41,679

By using Polarin's PAYG model, customers can save up to **78%**



Use Case:

Flexible Ratelimit Connectivity between Data Center and Cloud

Flexible Ratelimit Connectivity between Data Center and Cloud (Metro)

Assumptions: An SME company is looking for DC to Cloud Connectivity (eg. AWS). Their demand peaks in the months of Oct, Nov, and Dec with a lower constant demand from Jan to Sep.



Scenario

The user wants to connect two distant data centers.



Challenges

- Deployment of highly resilient replication link between DC and DR.
- Low uptime deteriorates user experience and eventually leads to loss of business.
- High latency leads to synchronization issues resulting in inefficient back up and recovery.



Needs

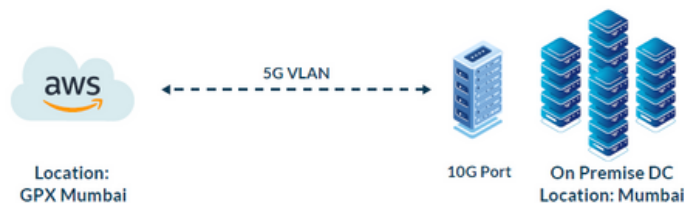
- On the go provisioning of network links.
- High uptime is a must for application performance.
- Low data inconsistencies and lags during synchronisation; lower recovery time in case of data loss.



Our Offerings

- Lightstorm's NaaS platform Polarin enables clients to self-provision a network link within minutes.
- Lightstorm offers 99.99% uptime for metro and 99.7% uptime for NLD.
- Lightstorm offers ~30% reduced latency and publishes the latency data on the website for complete transparency.

Traditional connectivity setup



Ratelimit Demand Pattern

1 ports at 1 DC	10G	
Ratelimit between DC and AWS - both in Mumbai	1 Gbps	Jan-Sep
	5 Gbps	Oct-Dec

Costings

ARC (12 months contract)

1 cross connect at ARC	₹ 1,00,000
Port Price 10G	₹ 2,01,600
BW 5 Gbps	₹ 20,25,825
AWS Port Hours for 5 Gbps hosted connection	₹ 15,76,800
DTO for 1 TB data/month	₹ 44,237
Total	₹ 39,48,462

Total Cost: ₹ 39,48,462

Polarin based NaaS setup



Ratelimit Demand Pattern

1 port at 1 DC	10G	
Ratelimit between DC and AWS - both in Mumbai	1 Gbps	Jan-Sep
	5 Gbps	Oct-Dec

Costings

ARC (12 months flexible contract)

1 cross connect at ARC	₹ 1,00,000
Port Price 10G	₹ 2,01,600
BW 1 Gbps: Jan-Sep	₹ 4,49,603
BW 5 Gbps: Oct-Dec	₹ 5,28,837
AWS Port Hours for 1 Gbps hosted connection: Jan-Sep	₹ 1,73,448
AWS Port Hours for 5 Gbps hosted connection: Oct-Dec	₹ 2,89,080
AWS DTO for 1 TB data/month	₹ 44,237
Total	₹ 17,86,805

Total Cost: ₹ 17,86,805

Cost Benefit Analysis

Traditional connectivity setup

Total Cost:
₹ 39,48,462

- Rigid 12 months contract
- Non-scalable ratelimit
- High cost and structural complexity
- Time consuming & annual costs

Even with a higher base ratelimit need, Polarín still offers cost savings of ~20% as compared to traditional setup.

Setup using Flexible NaaS Model via Polarín

Total Cost:
₹ 17,86,805

- The network is provisioned in minutes with a few clicks
- Offers PAYG subscription
- Flexible ratelimit on demand allows scaling up and down for a short period when required
- Low latency and guaranteed 100% uptime

Cost Benefit Analysis



Total Cost of Ownership in 1 year

Traditional Setup	₹ 39,48,462
Polarín Based Setup	₹ 17,86,805
Savings	54.7%



Use Case:

Connectivity from Data Center to Data Center - Flexible Bandwidth

Connectivity from Data Center to Data Center - Flexible Bandwidth

Assumptions: On-Prem DC in Noida, AWS region is Mumbai



Scenario

The user wants to connect their data centers to cloud.



Challenges

- Complex MPLS infrastructure to manage DC to Cloud connection.
- Connecting to major cloud locations across India takes time and effort.
- Fixed payment options force client to pay for the services they are not using.



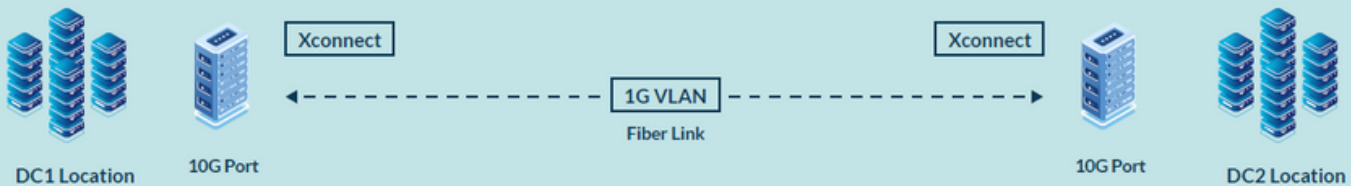
Needs

- Instantaneous connectivity between data center and cloud.
- Quick deployment with respect to workload migration.
- Flexible payment terms without rigid contractual payment obligations.
- Payment only for services availed to keep cost in check.



Our Offerings

- Lightstorm allows to set up multiple VPNs within minutes via Polarin.
- Polarin enables quicker provisioning and delivery of migration links from respective DCs.
- Flexible Pay-as-You-Go model allows client to match their network cost to business requirements.



An e-commerce company is looking for DC to DC connectivity. Let's assume that one of their DCs is in Mumbai and the other is in Bangalore. Their demand peaks during the months of Oct, Nov and Dec with a constant demand from Jan to Sep.

Company's Network Usage

2 ports at 2 DCs	2X10G	
Bandwidth between DC1 and DC2	5 Gbps	Jan- Sep
	10 Gbps	Oct - Dec

Traditional Connectivity Setup

Costings	ARC (12 months contract)
Port Price 2X10G	₹ 4,03,200
BW 5 Gbps - NLD	₹ 51,00,240
2 Cross Connects	₹ 2,00,000
Total	₹ 57,03,440

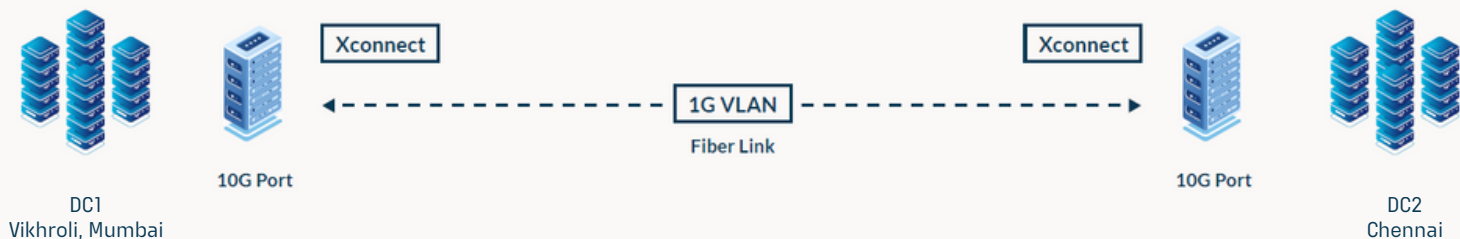
Polarin Based NaaS Setup

Costings	ARC (12 months flexible contract)
Port Price 2X10G	₹ 4,03,200
BW 1 Gbps: Jan-Sept	₹ 6,99,988
BW 5 Gbps: Oct-Dec	₹ 7,06,955
2 Cross Connects	₹ 2,00,000
Total	₹ 20,10,143

Savings with Lightstorm: 64.7%

PAYG Connectivity from Data Center to Data Center

Assumptions: DC in Mumbai, DC in Chennai



PAYG Cost Benefit Analysis

Costings	Traditional Model Reserved at 12 Months		Polarin PAYG Model for 2 Months	
	ARC	OTC	ARC	OTC
Port at Netmagic, Vikhroli - 10G	₹ 2,01,600		₹ 2,01,600	
Port at STT, Chennai - 10G	₹ 2,01,600		₹ 2,01,600	
VC between Netmagic and STT for 2 months - 1 Gbps NLD Link	₹ 13,20,000		₹ 2,22,796	
2 Cross Connect - Annual cost for both DCs	₹ 2,00,000	₹ 2,00,000	₹ 2,00,000	₹ 2,00,000
Total	₹ 19,23,200	₹ 2,00,000	₹ 8,25,996	₹ 2,00,000

Total savings: 57.1%

Polarin's PAYG model offers savings of up to 57% for a 2 months contract vs a rigid 12 months contract associated with a traditional setup.

Cost Benefit Analysis

Traditional connectivity setup

Total Cost
₹57,04,440

- Time consuming & annual contractual costs
- Lack of PAYG flexibility
- High cost and structural complexity
- Higher fixed cost than that of Polarin's for most of the use cases



Setup using Flexible NaaS Model via Polarin

Total Cost:
₹20,10,143

- Offers PAYG subscription for as low as 1 hour
- On the go provisioning of new network links
- Flexible bandwidth on demand for changing business needs
- Low latency and guaranteed 100% uptime

**With Polarin's PAYG flexibility,
cost savings can range from 30% - 60% depending upon the use case**



India's First True NaaS Platform for DC & Cloud Connectivity

Experience the full potential of Polarín - designed to deliver unmatched value to your network strategy.

One Platform. Simplified Global Connectivity.



Data Center Interconnect

High-capacity, low-latency wave & virtual connectivity between DCs globally



Cloud Connect

Seamless hybrid and multi cloud private connectivity



IX & CDN Connectivity

Peer to leading IXs and CDNs for an enhanced user experience



Virtual Network Edge

Virtualised edge networking and security without any hardware



On-Demand Provisioning



Real-Time Network Intelligence



Assured Security by Default



Pay-as-You-Go Flexibility

30%

Lower Latency

30,000+

Kms Terrestrial Fiber

21,000+

Kms Subsea Fiber

120+ DCs

Connected Globally

1500+ Tbps

Capacity Deployed

6

Countries Served

Ready to Step Up Your Game?

Scan the QR to Book a Free Demo Today!

