GTT Greater Technology Together

Playbook

THE SIMPLIFICATION PLAYBOOK: ONE PLATFORM FOR NETWORK, SECURITY & CLOUD



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THE COMPLEXITY YOU INHERITED

Sprawl accumulated one reasonable decision at a time. Nobody planned to run this many tools across this many environments and nobody signed off on the current state of the environment as a deliberate design choice made with the benefit of hindsight. It happened the way most enterprise complexity happens; one step at a time, through individually justified choices which never got reconciled against the others as the environment grew.

There are three fronts where this complexity typically lives, often managed by entirely separate teams with unique budgets and priorities.

Networking expanded as new locations and new performance requirements accumulated, each addressed with whatever solution best fits the immediate need at the time. There wasn't as much consideration for how it would interact with decisions made five years earlier or five years later.

Security expanded in parallel, often entirely independently of networking decisions. New threats and new compliance requirements each generated their own dedicated tool, Each tool acquired to close a specific gap rather than to fit into a broader architecture.

Cloud expanded fastest of all as teams across the business adopted various environments on their own timelines, usually without a shared framework connecting the choices back to networking or security decisions made elsewhere in the organization.

The hardware tells the same story at the site level. It's often the most visible indication of the pattern because it's physically sitting in a rack somewhere. Every location collected its own stack of appliances over time: routers, firewalls, WAN optimization boxes and whatever else solved the problem of the moment. Each box is an added cost and maintenance burden, another point of failure to be patched and eventually replaced, usually right around the time everyone has forgotten why it was originally installed.

This reflects the predictable result of solving problems in isolation, without a system in place to hold the decisions together across teams and time. Fortunately, that also means the complexity can be unwound in a structured way, rather than requiring an admission of failure before anyone is willing to address it. It followed a pattern, and patterns, unlike random accumulations, can be reversed one phase at a time.

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WHY CONSOLIDATION FAILS WITHOUT A FRAMEWORK

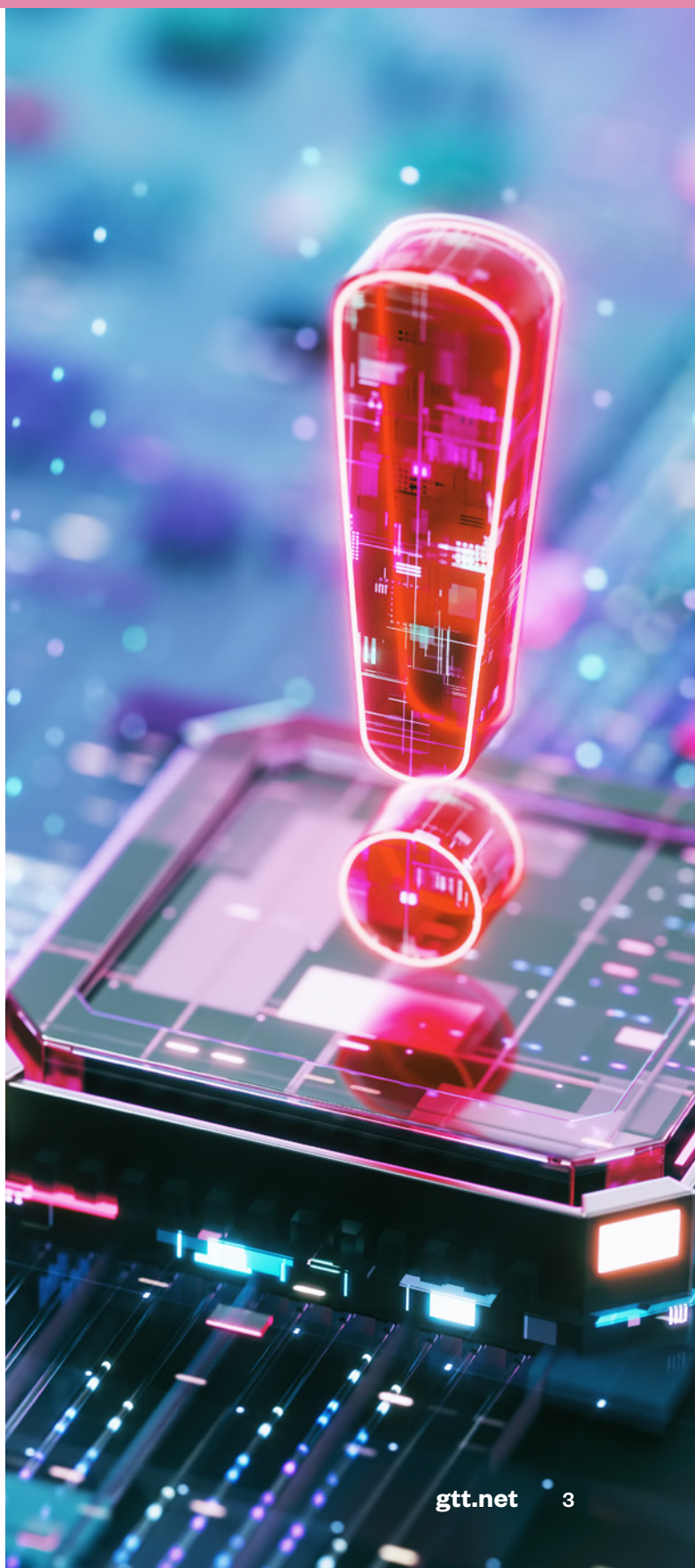
Most organizations at the consideration stage already accept the value of consolidation. Almost nobody needs to be convinced that running fewer disconnected tools would be better for the business, for the budget and for the team managing it all. Where they stall, consistently is execution.

Two operational instincts compete with each other, both feeling entirely reasonable in the moment. Rip-and-replace feels too risky, because it means touching production systems all at once and betting the business on a clean cutover that has to work perfectly the first time, with no room for the kind of iterative correction that most successful technology initiatives need. Or doing nothing, which feels safer, because the current environment, however inefficient and expensive to maintain, is at least known in its failure modes. Known problems, even expensive ones, feel more manageable than unknown risks.

Both instincts lead to the same outcome: nothing changes. The complexity tax keeps compounding while the cost grows.

What actually works? A phased approach that reduces risk at each individual step rather than asking the organization to absorb all the risk at once. This approach produces visible wins early enough in the process to build momentum and credibility with skeptical stakeholders and gives those stakeholders concrete proof before asking them to commit further budget and further organizational change.

Consolidation only tends to fail because organizations try to solve it in a single leap instead of a structured sequence that respects both the real risk and the organizational patience required to see it through.



THE SIMPLIFICATION FRAMEWORK, BUILT ON CONNECT, SECURE, SIMPLIFY

Every phase in this playbook maps back to three principles: Connect, Secure and Simplify. Understanding the principles thoroughly, upfront makes the roadmap that follows considerably easier to apply to your specific environment, whatever combination of networks, tools and environments that turns out to be.



CONNECT

where it matters

CONNECT is the foundation that lets workloads run where they perform best, linking people, applications and data across every environment on one coherent network. Compare this to a collection of point-to-point connections stitched together over time by whichever team needed connectivity most urgently at the time. The result is consistent, high-performance connectivity between locations, clouds and edge sites built on infrastructure the provider actually controls rather than a patchwork of third-party links with inconsistent performance characteristics.



SECURE

performance as you scale

SECURE applies zero-trust architecture and proactive observability consistently across the entire estate, so governance holds no matter where a given workload happens to live. Secure means no longer depending on which environment's native tools happen to be in place at that particular location. This includes identity-based access control and threat detection that operates across the network itself rather than being limited to whatever end points or applications happen to have monitoring agents installed.



SIMPLIFY

how your network operates

SIMPLIFY orchestrates secure networking and cloud through one AI-enabled, software-defined system, so your team operates the entire estate as a single coordinated environment. Ditch the separate stacks that require their own dedicated expertise, or tools, much less their own budget to manage.

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THE 5-STEP CLOUD MODERNIZATION ROADMAP

01 Assess and Map Your Estate

First, start with a full inventory of every network, security, and cloud environment you operate. Include the hardware sitting at each individual site, down to the device level. Map each workload against what it requires: performance, cost, sovereignty and latency. Don't rely on assumptions about what each workload needs. Those assumptions may have been accurate years ago but may not have been revisited since. Identify the specific places where governance policies are unevenly applied across environments, those gaps are often where the actual risk concentrates, even if they haven't caused a visible problem yet.

The output of this phase is a clear and thoroughly documented picture of what you actually have and precisely where the friction lives. This is the foundation everything else in this roadmap builds on. Skipping or rushing this phase is the single most common reason consolidation efforts stall laters.

02 Consolidate the Edge and Reduce Hardware

Replace the accumulated stack of single-function appliances at each site with a consolidated edge device that combines all functions into one footprint.

GTT EnvisionEDGE serves as the mechanism here, bringing compute and control to the sites where latency-sensitive workloads live, without the cost and complexity of maintaining a separate box for every individual function that needs to run at that location. The output is service-chained capabilities running through a single footprint. With fewer devices to buy, patch and maintain and meaningfully lower cost and risk at the site level, often visible within the first sites converted.

03 Unify Security and Governance

Apply consistent zero-trust policy and proactive observability across every environment your organization operates, rather than maintaining separate security postures for ones that evolved independently based on whichever tools were first available. Consolidate networking and security functions instead of continuing to manage them as entirely separate disciplines with separate teams, tools and reporting lines that rarely compare notes with each other.

This results in a baseline for consistent governance that holds up under a compliance audit.

04 Orchestrate Cloud Workloads Across Environments

Place each workload in an environment based on what it requires, using the assessment from Phase 1. Avoid basing these workloads on habit or whatever environment happened to be easiest to provision at the time the workload was first deployed.

GTT EnvisionCORE, a globally distributed virtualized network environment embedded in the GTT global Tier 1 backbone, gives you a place to run functions close to the workloads that need them, with real control over where the underlying data actually lives. GTT Cloud Connect provides direct, private connectivity to major cloud providers where it's the right fit for a given workload, avoiding the latency and unpredictable cost of routing traffic across the public internet. Workload placement gets optimized for performance and cost.

05 Operate and Optimize as One System

Manage the full estate through GTT EnvisionDX, the digital experience layer of the platform GTT EnvisionDX gives your team consistent visibility and on-demand control across the network from a single interface. Establish an ongoing rhythm of measuring outcomes and adjusting placement over time, rather than treating modernization as a project with a defined end date after which the environment is assumed to stay optimized indefinitely.

All of this together delivers an operating model your team can run with genuine confidence It's built to keep working as the environment continues to change, as new workloads are added, as new regulations take effect, and as new technologies like AI change what "optimal placement" actually means.

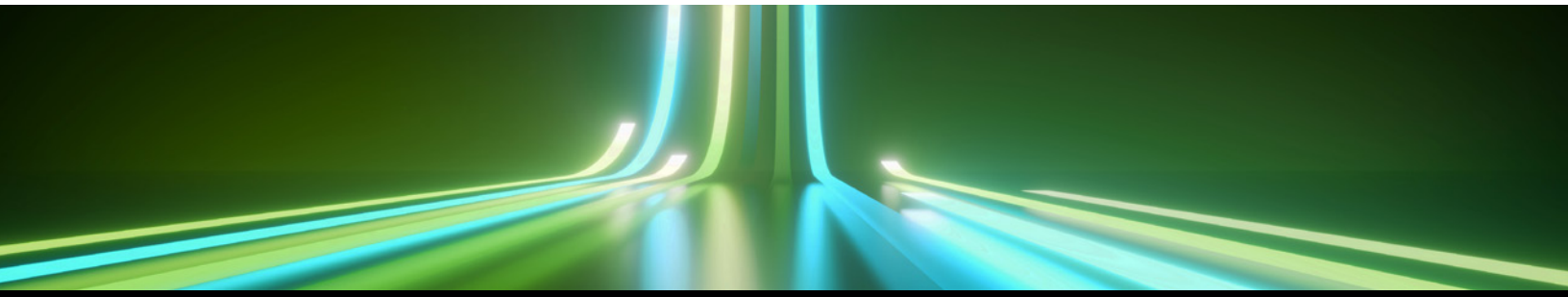
YOUR FIRST 90 DAYS

Turning this framework into action doesn't require solving the entire estate at once. Remember, trying to do so is one of the more common ways consolidation initiatives lose momentum before they've had a chance to prove their value.

Start with the Phase 1 assessment and pick a single high-friction site or environment to prove the model before expanding further. Ideally, this is one where the pain is visible enough that success will be noticed by the stakeholders whose support you'll need for later phases. Identify quick wins early in the process: hardware consolidation at one site, onto one device, often delivers fast and visible savings, both in direct cost and in reduced maintenance burden, that build the stakeholder support needed for the next phase of the roadmap. Set outcome metrics up front so progress is measurable. Cost per megabit, incident volume, provisioning time and governance coverage are all concrete figures that tell you, and tell your stakeholders, whether the framework is actually working as intended.

Throughout the process, GTT as an extension of your own team, working alongside your existing staff through professional, managed and technical services. GTT is unlike another supplier added to a list you already have to coordinate and manage separately. GTT operates as a partner.

The goal of the first 90 days isn't to finish the transformation; it's to prove the model works in your specific environment and with your particular workloads and constraints. Once you have established success, the rest of the roadmap becomes a matter of disciplined execution rather than ongoing internal persuasion.



GTT is a managed network and security services provider to global organizations. We design and deliver solutions that leverage advanced cloud, networking and security technologies.

We complement our solutions with a suite of professional services and exceptional sales and support teams in local markets around the world. We serve thousands of national and multinational companies with a portfolio that includes SD-WAN, security, internet, voice and other connectivity options. Our services are uniquely enabled by our top-ranked, global, Tier 1 IP backbone, which spans more than 260 cities on six continents.

The company culture is built on a customer-first service experience reinforced by our commitment to operational excellence and continuous improvement in our business, environmental, social and governance practices.

For more information, visit **gtt.net**

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