

# HEAVY READING Service Provider IT insider

## The Cloud Enabler Model: The Carrier Perspective

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### Report Highlights

**Cloud enablement or connectivity strategies** to reach the "multi-cloud" are increasingly becoming dominant elements in overall carrier cloud strategies

**Private access to cloud is** rapidly spreading among enterprise customers due to latency and security concerns with public, Internet-based cloud access

**The multi-cloud is rapidly** becoming the market norm for business/organizational customers, with early adopters often using 5 to 10 different clouds

**Partnerships between** cloud providers and carriers will increase radically over the next few years, involving the market's large dominant cloud providers and its many niche vertical participants

**Direct carrier wholesaling** of cloud services will also become more widespread in the coming years

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