

## **Introduction To Cloudflare**



## Cloudflare is the only composable, Internet-native platform...

...that delivers local capabilities with global scale.



330

cities in 120+ countries, including mainland China

150+

Al inference locations powered by GPUs

12,500+

networks directly connect to Cloudflare, including every major ISP, cloud provider, and enterprise

## **296 Tbps**

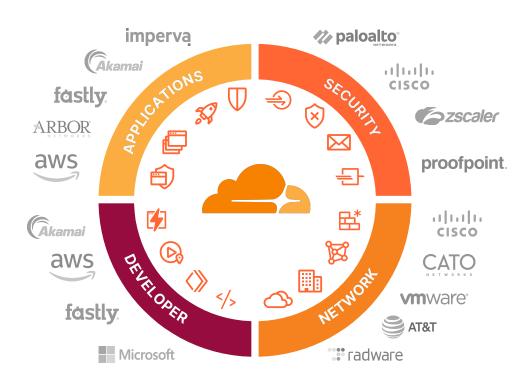
global network edge capacity, consisting of transit connections, peering and private network interconnects

~50 ms

from 95% of the world's Internet-connected population

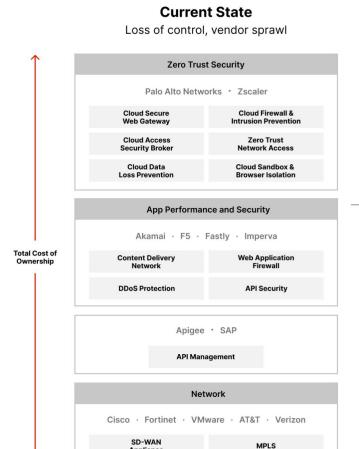


## Our platform consolidates critical functions via a single, easy-to-use UI





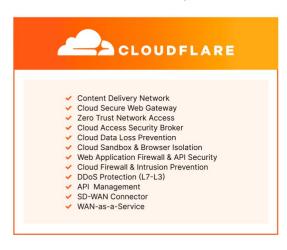
# Customer perspective: simplify and consolidate



**Appliance** 

#### **Future State**

Cloudflare's connectivity cloud



TCO Reduction



## **Plans & Pricing**

## **Free**

For personal or hobby projects that aren't business-critical.

## Pro

For professionals, not mission critical.

## **Business**

For small businesses operating online.

## **Enterprise**

For mission-critical applications that are core to your business.

## \$0/month

Add-ons billed monthly

## \$20/month

When billed annually or \$25/mo billed monthly

**Get Started** 

## \$200/month

When billed annually or \$250/mo billed monthly

**Get Started** 

#### Custom

Billed annually

Talk to an Expert

Add a Website

Plans Breakdown

Free

For personal or hobby

Pro

For professionals, not

**Business** 

For small businesses

**Enterprise** 

For mission-critical

pr	ojects that aren't siness-critical.		mission critical.	operating online.	applications that are core to your business.
Fast, Easy-to-use DNS	1	~	~	~	<b>~</b>
Unmetered DDoS Protection	1	~	~	~	~
CDN	(1)	~	~	~	~
Universal SSL Certificate	(1)	~	~	<b>~</b>	~
Free Managed Ruleset	1	~	~	~	~
Web Application Firewall (WAF)	(1)	~	~	~	V
Lossless Image Optimization	(1)	×	~	~	~
Accelerated Mobile Pages (AMP)	(1)	×	~	~	<b>~</b>
PCI DSS 4.0 compliance	(1)	×	×	<b>v</b>	<b>~</b>
Uptime SLA		×	×	100%	100%
Uptime Service Credits	<b>⑤</b>	×	×	1x	10x (Standard) ; 25x (Premium)

### Plans Breakdown (Cont.)

Free

For personal or hobby

Pro

For professionals, not

**Business** 

For small businesses

**Enterprise** 

For mission-critical

		ets that aren't	mission critical.	operating online.	applications that are
	busine	ess-critical.			core to your busines
Single-Sign-On (SSO) Support	1	×	×	×	~
Network Prioritization		×	×	×	~
Role-based Account Control	1	~	~	~	<b>✓</b>
Support Options		Community forums an documentation	d Tickets + Community Forums	Tickets + Chat + Community Forums	24x7x365 Tickets + Chat + Phone + Community Forums
Cloudflare Rules	1	Up to 65 rules	Up to 155 rules	Up to 310 rules	Up to 760 rules
Bot Mitigation	(1)	Simple bots	More advanced bots	Sophisticated bots and basic bot analytics	All bots, anomaly detection, custom CAPTCHAs & threat response, advanced bot analytics, and more
Layer-3 Network DDoS protection with Magic Transit*		×	×	×	Custom Pricing
China Network Access	(1)	×	×	×	Custom Pricing
Cloudflare for SaaS	1	<100 hostnames free, \$.10 per additional	<100 hostnames free, \$.10 per additional	<100 hostnames free, \$.10 per additional	Custom Pricing



## **Developer Overview**



## Why developer velocity is important

~50%

Amount of time developers spend writing code



Increase speed to market



**Increase innovation** 



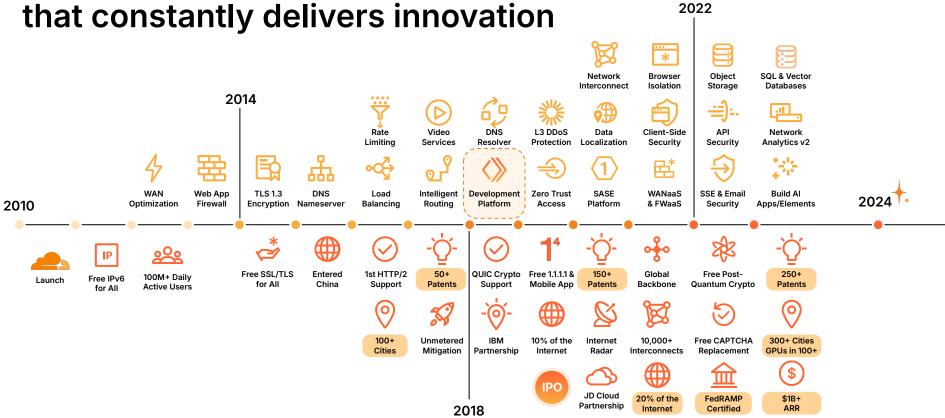
Improve software quality



Attract and retain talent



Move faster with a platform that constantly delivers innovation





Deploy applications to region: Earth

One unified platform for building full-stack and Al applications uniquely powered by an intelligent, programmable global cloud network.

This enables organizations to ...

- regain control,
- ✓ lower costs, and
- ✓ reduce the risks

... of a complex and disjointed IT environment.





PORSCHE

## **Developers who know trust Cloudflare**

100+

of hours saved in development and testing time with Cloudflare Workers.



\$1000+

in monthly savings when switching to R2 for object storage.



40%

improvement in performance with a globally distributed asset cache and Workers powering the application





Workers and Cloudflare Image Optimization allow us to do much of our processing right at the edge, without roundtrips to origin servers. That reduces costs and improves the end-user experience by speeding up frequent requests, authentications, and image processing and delivery tasks."

- Ben Shapiro, CEO, Dataweavers



## Agency Program Overview (currently in open beta)



## What are the benefits of the Agency Program?

Discounted Products	Our Agency Partners receive a 20% discount on all self-serve plans and products (excluding Registrar).
No Commitments	Unlike our Enterprise program, our agency path requires no upfront commitments.
Central Billing	Partner-managed billing allows all of your accounts to flow up to a single billing profile.
Multi-tenant account support	Create accounts for each of your customers to provide discrete access controls.
CNAME/Partial Name Setup	Program participants can activate CNAME or Partial setups on Free and Pro zones.



## **Important Notes**



#### 1) SUPPORT

Support for Billing related issues should be submitted through the support portal on your dashboard. We can help address questions specifically related to your Agency Account.

Email <u>agency@cloudflare.com</u> with Agency Account related questions.

#### 2) OPEN BETA PROGRAM

We appreciate your patience as we identify areas of improvement. Please continue to share your feedback with us as a valued member of this beta program.

#### 3) ACCOUNT MIGRATION

Accounts will only receive the benefits of the Agency Program when migrated under your tenant account. Any existing zones should be manually re-created in your tenant account.



## Cloudflare Registrar For Agency Partners



## Purchasing New Domains under Cloudflare Registrar



#### **IMPORTANT NOTES ON THIS PROCESS**

#### 1) BILLING

Billing is rolled up to your parent account billing details (reminder: only one payment can be used for all child accounts at this time).

If payment details exist on your child account for some reason, checkout may show thost payment details from the child account, but only the parent account details will be used.

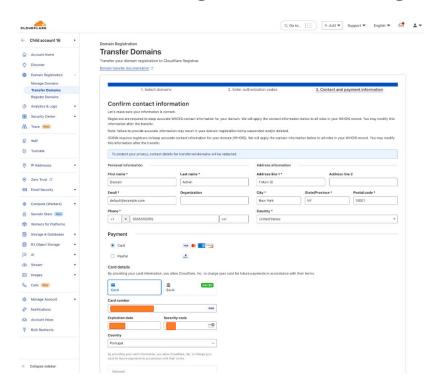
#### 2) INVOICING

Invoices will appear at the parent account level (the account with your billing details)

Reminder: the 20% discount for Agency Partners <u>does not apply</u> to Registrar purchases.



## Transferring Existing Domains under Cloudflare Registrar to an Agency Account



#### **IMPORTANT NOTES ON THIS PROCESS**

#### 1) CHECKOUT/BILLING

Upon checkout, you will be asked to add new billing details for the child account. Please add valid payment details in order to complete the transfer process.

**NOTE**: this is a bug. **ONLY** the payment details currently existing under your parent account will be used when necessary.

#### 2) INVOICING

Invoices will appear at the parent account level (the account with your billing details)



### **Questions & Feedback**



Please email agency@cloudflare.com with any questions or feedback.



## Appendix (Agency & Tenant API)

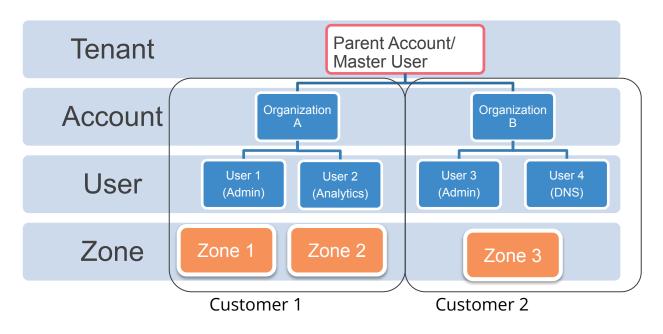


#### **Tenant API Introduction**

- Partner API provides capability to Partner to provision and manage Cloudflare accounts and services for customers.
- It is an extension of our Client v4 API library to make a streamlined onboarding and setup experience.
- In short, Partner API that enables Partner to:
  - Provisioning resources
  - User access
  - Enabling services
  - Service configuration
- Refer to: <a href="https://developers.cloudflare.com/tenant/">https://developers.cloudflare.com/tenant/</a>

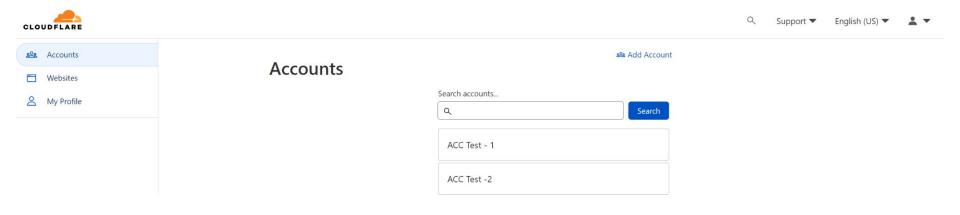


#### **Tenant Structure**





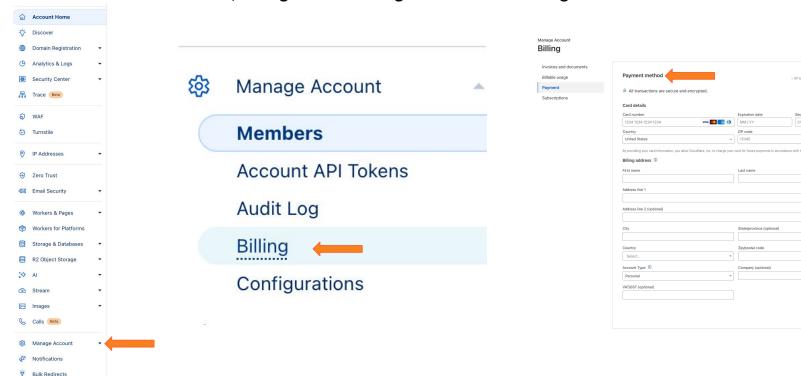
As a Tenant Admin, you will see an 'Add Account' button on the Accounts page.





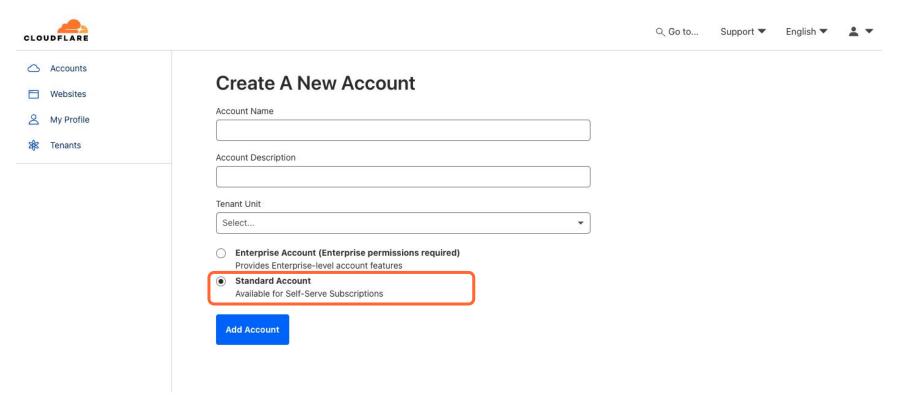
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You will need to make sure your Billing details are added by selecting your tenant account, then in the Account Home, navigate to Manage Account → Billing





You can then create a new "Standard" account for your customers.





Once you have created your Accounts, you may begin adding domains by following these steps through the Tenant API.

Click here for a step-by-step guide: <a href="https://developers.cloudflare.com/tenant/get-started/">https://developers.cloudflare.com/tenant/get-started/</a>

#### Need help with API Calls?

We recommend using Postman to make API calls:

https://www.postman.com

We recommend importing this Postman collection <a href="https://drive.google.com/file/d/1pevUE3bdyV2NkRvfblqQa\_toSlKqpQRp/view">https://drive.google.com/file/d/1pevUE3bdyV2NkRvfblqQa\_toSlKqpQRp/view</a>



### **Available Subscriptions**

#### **Self-Serve Zone Subscriptions**

CF\_FREE CF\_PRO\_20\_20 CF\_BIZ

#### **Self-Serve Account Subscriptions**

ARGO ZONE BASIC WORKERS BASIC WORKERS PAID LOAD BALANCING BASIC PLUS STREAM BASIC **IMAGES BASIC** ACCESS BASIC ACCESS BASIC ACCESS PREMIUM RATE LIMITING BASIC IMAGE RESIZING BASIC WEB3 IPFS BASIC WEB3 IPFS PREMIUM WEB3 ETHEREUM BASIC WEB3 ETHEREUM PREMIUM SECURE WEB GATEWAY PRO SECURE WEB GATEWAY BIZ TEAMS FREE TEAMS STANDARD TEAMS\_ACCESS **TEAMS GATEWAY** WAITING ROOMS BASIC

 $\underline{https://developers.cloudflare.com/tenant/reference/subscriptions/}$ 



#### Additional documentation:

- Agency Program FAQ one pager:
   https://docs.google.com/presentation/d/1ZV OL2I-yReE--RHBYefHPD x1aTwwcnFZ
   Ws1YeP s/edit?usp=sharing
- How to create/add a new account:
   <a href="https://developers.cloudflare.com/tenant/how-to/manage-accounts/">https://developers.cloudflare.com/tenant/how-to/manage-accounts/</a>
- How to manually migrate zones to your tenant account:
   https://developers.cloudflare.com/fundamentals/setup/manage-domains/move-domain/
- Tenant documentation: <a href="https://developers.cloudflare.com/tenant/">https://developers.cloudflare.com/tenant/</a>



## Appendix (Developer)



## Storage for any use case

D1



Build serverless relational SQL databases for user, product, or other types of data with point in time recovery.

**Durable Objects** 



A globally distributed coordination API with strongly consistent storage for building collaborative applications.

Hyperdrive



Make your existing database feel globally distributed when you connect directly from Workers.

KV



Distributed, eventually consistent key-value store to serve read-heavy non-dynamic data like configurations and product information.

R2



S3 compatible, egress free, object storage to store images, media, logs, LLMs, and more



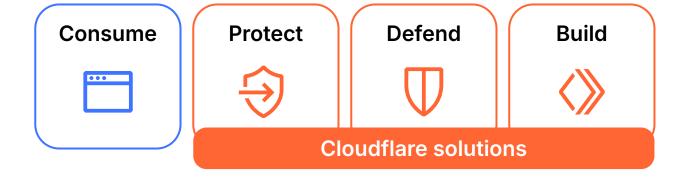
## Create immersive multi-media experiences



- Deliver live and on-demand video
- Create an all-in-one image pipeline
- Build real-time video & audio applications



## Al impact on your business

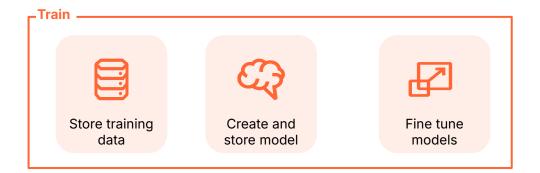


## Where are you using Al today:

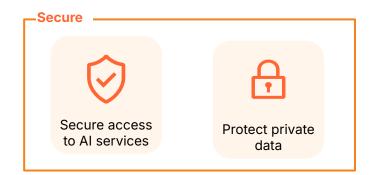
Engineering
Infrastructure
Security services
Sales & marketing



## **Elements of Al applications and infrastructure**



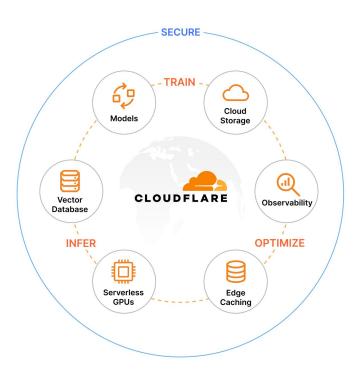








## A holistic, end-to-end Al solution



#### 1) TRAIN

Zero Egress Cloud Storage with **R2** 

#### 2) INFER

Generate, store, and search embeddings with **Workers Al** and **Vectorize** 

#### 3) OPTIMIZE

Gain visibility and improve performance via **Al Gateway** 

#### 4) SECURE

Protect and Defend with **Zero Trust** and **API Security** 



## **Developer Pricing**



## **Images Paid**

When you purchase an Images Paid plan, you can choose your own storage or add storage in Images.

Metric	Pricing
Images Transformed	First 5,000 unique transformations included + \$0.50 / 1,000 unique transformations / month
Images Stored	\$5 / 100,000 images stored / month
Images Delivered	\$1 / 100,000 images delivered / month



## **Stream Pricing**

Cloudflare Stream lets you broadcast, store, and deliver video using a simple, unified API and simple pricing. Stream bills on two dimensions only:

- Minutes of video stored (\$5 per 1,000 minutes stored)
- Minutes of video delivered (\$1 per 1,000 minutes delivered)

On-demand and live video are billed the same way.

Ingress (sending your content to us) and encoding are always free. Bandwidth is already included in "video delivered" with no additional egress (traffic/bandwidth) fees.



## R2 pricing

	Standard storage	Infrequent Access storage Beta
Storage	\$0.015 / GB-month	\$0.01 / GB-month
Class A Operations	\$4.50 / million requests	\$9.00 / million requests
Class B Operations	\$0.36 / million requests	\$0.90 / million requests
Data Retrieval (processing)	None	\$0.01 / GB
Egress (data transfer to Internet)	Free <sup>1</sup>	Free <sup>1</sup>

<sup>&</sup>lt;sup>1</sup> Egressing directly from R2, including via the <u>Workers API</u>, <u>S3 API</u>, and <u>r2.dev</u> <u>domains</u> does not incur data transfer (egress) charges and is free. If you connect other metered services to an R2 bucket, you may be charged by those services.



## **Workers Al Pricing**

#### **Text Generation LLMs (incl Vision models)**

Model size is measured in parameters. Pricing is based on blended tokens (input + output). Vision models will convert the image input into tokens for billing. Depending on size an aspect ratio, images will be charged for between 1,601 and 6,404 tokens. Most images that are more that 224 pixels wide or tall will be charged as 6,404 tokens each.

Model Size	Pricing \$0.10 per Million Tokens		
<= 3B			
3.1B - 8B	\$0.15 per Million Tokens		
8.1B - 20B	\$0.20 per Million Tokens		
20.1B - 40B	\$0.50 per Million Tokens		
40.1B+	\$0.75 per Million Tokens		



## **Workers For Platform Pricing**

The Workers for Platforms Paid plan is **\$25 monthly**. Workers for Platforms can be purchased through the <u>Cloudflare dashboard</u> Z.

Workers for Platforms comes with the following usage allotments and overage pricing.

Requests <sup>1 2</sup>	Duration	CPU time <sup>2</sup>	Scripts
20 million requests	No charge or	60 million CPU milliseconds	1000 scripts
included per	limit for	included per month	
month	duration		+\$0.02 per
		+\$0.02 per additional million	additional
+\$0.30 per		CPU milliseconds	script
additional million			
		Max of 30 seconds of CPU time	
		per invocation	
		Max of 15 minutes of CPU time	
		per Cron Trigger or Queue	
		<b>Consumer</b> invocation	

<sup>&</sup>lt;sup>1</sup> Inbound requests to your Worker. Cloudflare does not bill for <u>subrequests</u> you make from your Worker.

<sup>&</sup>lt;sup>2</sup> Workers for Platforms only charges for 1 request across the chain of <u>dispatch Worker</u> -> <u>user</u> <u>Worker</u> -> <u>outbound Worker</u>. CPU time is charged across these Workers.



## **Workers KV Pricing**

Workers KV is included in both the Free and Paid Workers plans.

	Free plan <sup>1</sup>	Paid plan
Read requests	100,000 / day	10 million/month, + \$0.50/million
Write requests	1,000 / day	1 million/month, + \$5.00/million
Delete requests	1,000 / day	1 million/month, + \$5.00/million
List requests	1,000 / day	1 million/month, + \$5.00/million
Stored data	1 GB	1 GB, + \$0.50/ GB-month

<sup>&</sup>lt;sup>1</sup> The Workers Free plan includes limited Workers KV usage. All limits reset daily at 00:00 UTC. If you exceed any one of these limits, further operations of that type will fail with an error.



## **Durable Objects Pricing**

#### Paid plan

Requests	1 million, + \$0.15/million
	Includes HTTP requests, RPC sessions $^{1}$ , WebSocket messages $^{2}$ , and alarm invocations
Duration <sup>3</sup>	400,000 GB-s, + \$12.50/million GB-s <sup>4,5</sup>

<sup>&</sup>lt;sup>1</sup> Each <u>RPC session</u> is billed as one request to your Durable Object. Every <u>RPC method call</u> on a <u>Durable Objects stub</u> is its own RPC session and therefore a single billed request.

<sup>&</sup>lt;sup>2</sup> A request is needed to create a WebSocket connection. There is no charge for outgoing WebSocket messages, nor for incoming WebSocket protocol pings ≥. For compute requests billing-only, a 20:1 ratio is applied to incoming WebSocket messages to factor in smaller messages for real-time communication. For example, 100 WebSocket incoming messages would be charged as 5 requests for billing purposes. The 20:1 ratio does not affect Durable Object metrics and analytics, which reflect actual usage.

<sup>&</sup>lt;sup>3</sup> Application level auto-response messages handled by <a href="state.setWebSocketAutoResponse">state.setWebSocketAutoResponse()</a> will not incur additional wall-clock time, and so they will not be charged.

<sup>&</sup>lt;sup>4</sup> Duration is billed in wall-clock time as long as the Object is active, but is shared across all requests active on an Object at once. Once your Object finishes responding to all requests, it will stop incurring duration charges. Calling accept() on a WebSocket in an Object will incur duration charges for the entire time the WebSocket is connected. If you prefer, use <a href="state.acceptWebSocket">state.acceptWebSocket()</a> instead, which will stop incurring duration charges once all event handlers finish running.

<sup>&</sup>lt;sup>5</sup> Duration billing charges for the 128 MB of memory your Durable Object is allocated, regardless of actual usage. If your account creates many instances of a single Durable Object class, Durable Objects may run in the same isolate on the same physical machine and share the 128 MB of memory. These Durable Objects are still billed as if they are allocated a full 128 MB of memory.



## **D1 SQL Database Pricing**

	Workers Free	Workers Paid
Rows read	5 million / day	First 25 billion / month included + \$0.001 / million rows
Rows written	100,000 / day	First 50 million / month included + \$1.00 / million rows
Storage (per GB stored)	5 GB (total)	First 5 GB included + \$0.75 / GB-mo



## **Hyperdrive Pricing**

Hyperdrive is free and included in every Workers Paid plan.

Hyperdrive is automatically enabled when subscribed to a Workers Paid plan, and does not require you to pay any additional fees to use. Hyperdrive's <u>connection pooling and query caching</u> do not incur any additional charges, and there are no hidden limits other than those <u>published</u>.



## **Pages Pricing**

#### **Free**

\$0

- 1 build at a time
- ∮ 500 builds per month
- 100 custom domains per project
- ♣ Unlimited sites
- ◆ Unlimited static requests
- Unlimited bandwidth

Sign Up

#### Pro

\$20/mo billed annually

\$25/mo billed monthly

- **5** concurrent builds
- 5,000 builds per month
- ♦ 250 custom domains per project
- ♣ Unlimited sites
- ♣ Unlimited static requests
- Unlimited bandwidth

Sign Up

### **Business**

\$200/mo billed annually

\$250/mo billed monthly

- ◆ 20 concurrent builds
- 4 20,000 builds per month
- **★** 500 custom domains per project
- Unlimited sites
- Unlimited static requests
- Unlimited bandwidth

Sign Up