EQUINIX® DELL Technologies ARROW

Dell Technologies essential infrastructure, optimally deployed in Equinix data centers

Help ensure your customers' data is close to vital clouds, networks and partners for optimal performance, security and cost efficiency

Data Sheet

Flexible architecture, optimized performance

Combining private and public cloud resources, hybrid multicloud architectures enable organizations to flexibly manage workloads using the best of both worlds—the elasticity of public clouds with the security, control and predictable cost of private cloud.

Together, Equinix and Dell offer a flexible, cloud adjacent architecture that allows your customers to deploy private IT infrastructure in locations where users, clouds, networks and digital ecosystems converge. This approach minimizes unnecessary networking costs, alleviates bandwidth constraints and addresses performance and latency issues.

Dell infrastructure

Powering innovation and performance.

The world's broadest AI infrastructure portfolio

From PCs and workstations to data center to cloud, all in one place.[1]

Unleash the power of multicloud

Dell has the industry's most comprehensive portfolio of multicloud-capable storage from a single vendor for the modern data center.[2]

Comprehensive infrastructure solutions

Complete range of infrastructure solutions including servers, storage, networking, hyperconverged infrastructure and data protection.

Sustainability for the future

2030 goal to source 75% of electricity from renewable sources across all Dell Technologies facilities—and 100% by 2040.[3]

Equinix data centers

Shorten the path to boundless connectivity and choice.

Unmatched global footprint

Over 260 high-performance data centers in 35 countries, equipping business worldwide to meet infrastructure demands and harness the power of AI and innovation.

Robust global ecosystem

Gain access to ~3,000 cloud and IT service providers, ~2,000 networks and 4,800+ enterprises.

Leading share of cloud on-ramps

#1 worldwide provider of native on-ramp access to major cloud providers.

Digital infrastructure committed to sustainability

Help customers achieve zero market-based emissions in 235+ Equinix data centers worldwide covered by 100% renewable energy.

Why location matters

Distributing Dell infrastructure in Equinix data centers and next to cloud on-ramps lowers latency by significantly shortening the distance between a customer's private data and the various clouds that are part of its IT environment. This design allows you to scale and modify your customer's networks far more quickly using interconnection offerings such as Equinix Fabric®, a private, software-defined interconnectivity solution, to improve performance for mission-critical applications and workloads.

"While this network connection can be made over the open internet, a private, high-speed, low-latency and more reliable connection is optimal."

IDC Perspective, 2024[4]

Legacy architecture: Centralized infrastructure in customer-owned data center
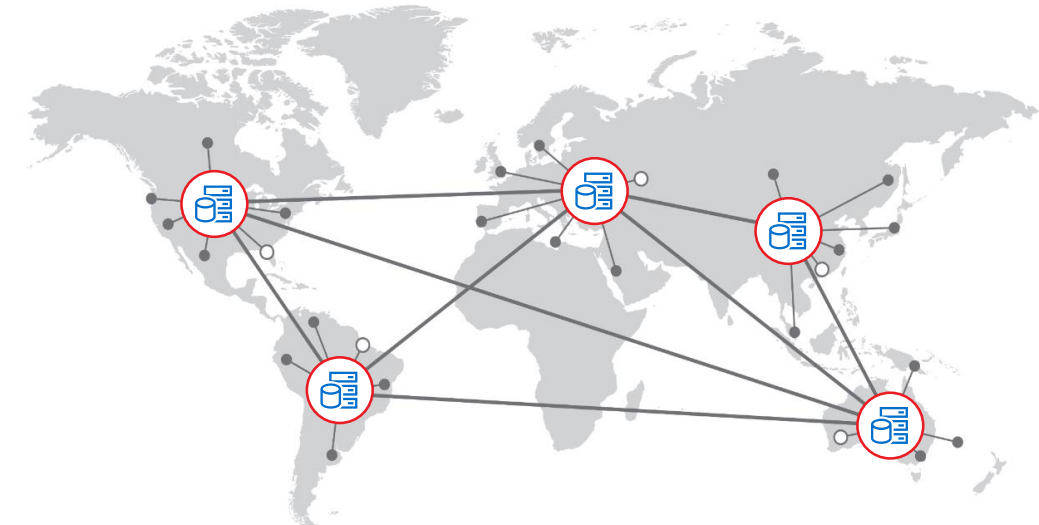
- Increased latency
- Lacks flexibility, leading to cloud vendor lock-in
- Compliance and data sovereignty challenges
- Cost overruns

Centralized IT infrastructure with constrained, point-to-point connectivity, backhauling user traffic to a central data center.

Modern architecture: Distributed Dell infrastructure with Equinix

- Reduced latency
- Integration across private and public cloud providers
- Data kept within specific geographic boundaries
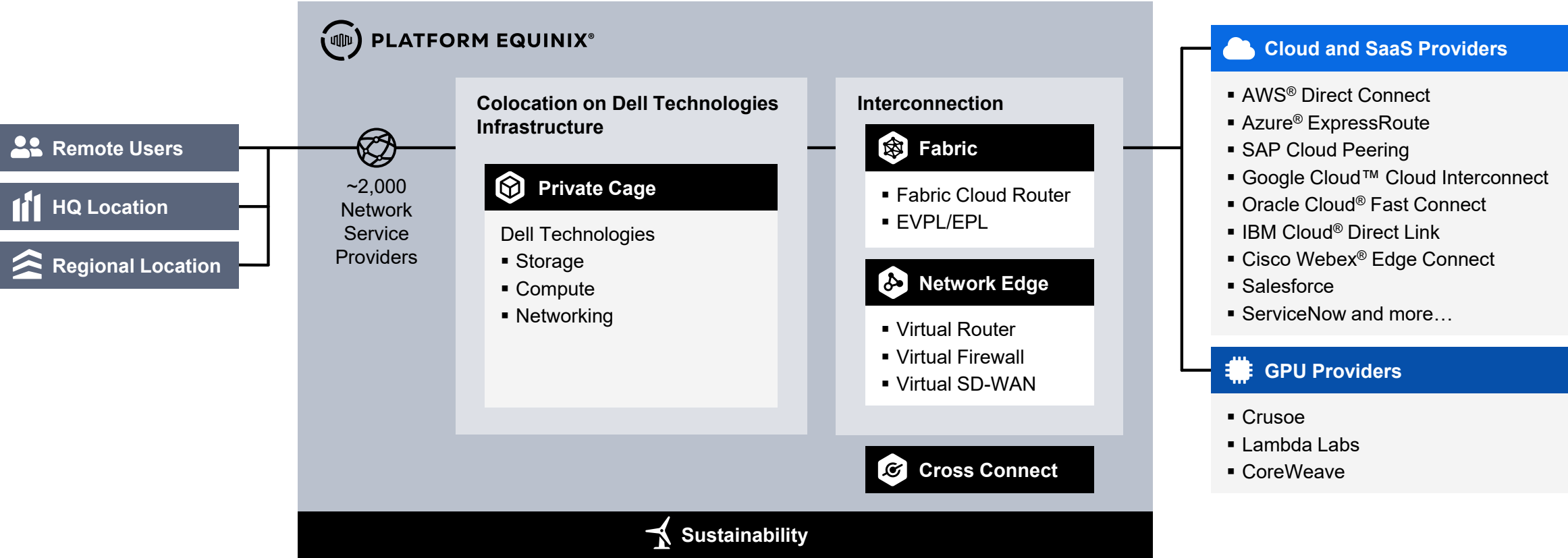- Lower networking costs and egress fees

Dell Technologies infrastructure placed inside Equinix data centers interconnected to clouds, service providers and partners.

Dell

Equinix

Unlock the full potential of hybrid multicloud IT architectures

Deploy Dell infrastructure at Equinix to boost performance, meet compliance needs and enable secure connections between private infrastructure, public clouds and colocation.

PLATFORM EQUINIX®

Remote Users

HQ Location

Regional Location

~2,000 Network Service Providers

Colocation on Dell Technologies Infrastructure

Private Cage

Dell Technologies
- Storage
- Compute
- Networking

Interconnection

Fabric
- Fabric Cloud Router
- EVPL/EPL

Network Edge
- Virtual Router
- Virtual Firewall
- Virtual SD-WAN

Cross Connect

Sustainability

Cloud and SaaS Providers
- AWS® Direct Connect
- Azure® ExpressRoute
- SAP Cloud Peering
- Google Cloud™ Cloud Interconnect
- Oracle Cloud® Fast Connect
- IBM Cloud® Direct Link
- Cisco Webex® Edge Connect
- Salesforce
- ServiceNow and more…

GPU Providers
- Crusoe
- Lambda Labs
- CoreWeave

Achieve more with Dell and Equinix through Arrow

Increase revenue

Deliver comprehensive solutions that incorporate Dell infrastructure, public cloud capabilities, networks and Equinix colocation and interconnectivity offerings—all enhanced by your service and solutions.

Flexibility and choice

Enable customers to easily connect Dell infrastructure to their choice of networks, clouds and partners within the Equinix ecosystem with agility and scale.

Expedite time-to-value

Streamline provisioning to facilitate faster deal closures, and reduce setup and configuration times compared to customer-owned data centers.

Expand global capabilities

Grow your reach into new regions with Equinix's global data center footprint, enhancing your offerings through installation, remote management, troubleshooting and visibility into data center operations.

Create differentiated value

Enhance your AI outcomes with seamless, high-performance infrastructure from Dell and Equinix, designed to support power-intensive workloads and enhance your partner capabilities.

Elevated partner experience with Arrow

Arrow couples Dell and Equinix solution offerings with an exceptional purchasing experience. Partnering with Arrow allows you the flexibility to highlight your unique value through consulting, professional service offerings and tailored Day 2 support as needed.

Ready to take the next step?

Discover how you can develop cloud adjacent architectures for your clients by leveraging Dell infrastructure deployed in Equinix data centers.

Reach out to your Arrow expert at equinix@arrow.com.

Learn more

1. Based on Dell analysis, December 2024. Dell Technologies offers hardware solutions engineered with AI-powered features and solutions to support AI workloads, from AI PCs and Workstations to Servers for High-performance Computing, Data Storage, Cloud Native Software-Defined Infrastructure, Networking Switches, Data Protection, HCI and Services.
2. Based on Dell analysis, Sept. 2024
3. "Our Social Impact Goals," Dell Technologies.
4. "The Role of Dedicated Cloud Infrastructure in Hybrid and Multicloud Architectures," Doc #US52556924, IDC, Nov. 4, 2024.