



Equinix Partner Advantage Guide

Together, we can deliver the technology
infrastructure and global connectivity
solutions your customers need to succeed

Partner Resource



Contents

3	Cultivating a thriving partner ecosystem	7	High-performance data centers
4	Unlock unlimited possibilities	9	Hybrid multicloud networking
5	Global ecosystem and connectivity offerings	11	AI solutions
6	Our one-of-a-kind global digital ecosystem	13	Ready to get started?



Cultivating a thriving partner ecosystem

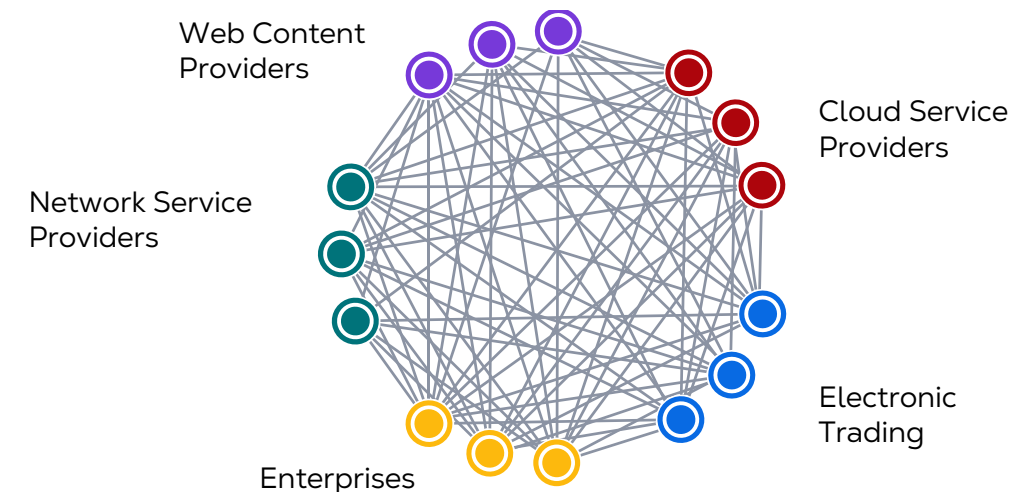
At Equinix, our partner ecosystem has been integral to our business right from the start.

Originally established as a neutral location for network service providers to exchange traffic, our first partner ecosystem quickly grew, enhancing internet availability and performance across the globe.

Today, we serve as a neutral point of presence for diverse partner ecosystems, including network service providers, hyperscalers, cloud and IT service providers, and industry-specific ecosystems.

Interconnect your customers with our global partner ecosystem

With strategic connectivity to over 10,000 ecosystem participants, we facilitate 482,000+ interconnections,¹ fostering secure and private interactions between our partners and customers.



¹ Total interconnections include both physical cross connections and virtual connections.



Let Equinix help you unlock unlimited possibilities

Use Equinix's interconnected data centers and multicloud platform to seamlessly enhance your unique offerings and services. When you partner with us, you position yourself as a trusted advisor, providing customers with scalable and flexible digital infrastructure committed to sustainability.

Seize the advantage of easy access to the world's largest digital ecosystem

~2,000	~3,000	4,800+	400+
Network service providers	Cloud and IT service providers	Enterprises	Content and digital media providers

Grow recurring revenue

Generate scalable and sustainable revenue streams by offering future-ready data center and network architecture components.

Accelerate time-to-cash

Spin up virtual interconnections rapidly without the need for additional hardware or dependency on third-party vendors, expediting revenue recognition.

Become a trusted advisor

Provide integrated solutions at the edge, becoming your customers' preferred go-to expert.

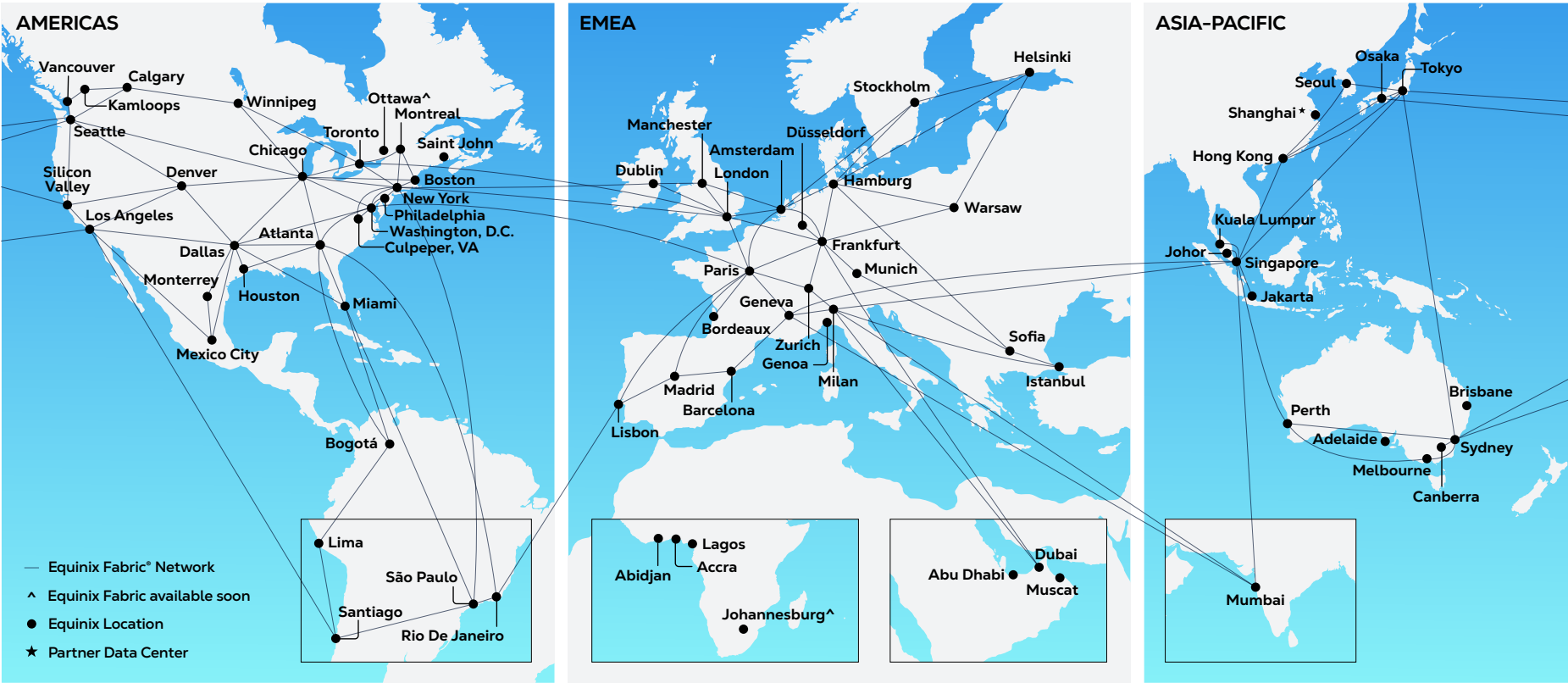
Expand market reach

Extend and resell your offerings quickly in new locations around the globe.



Take advantage of our vast global footprint and connectivity offerings

Today, Equinix Fabric® is available in 60+ markets around the world for your customers to interconnect.

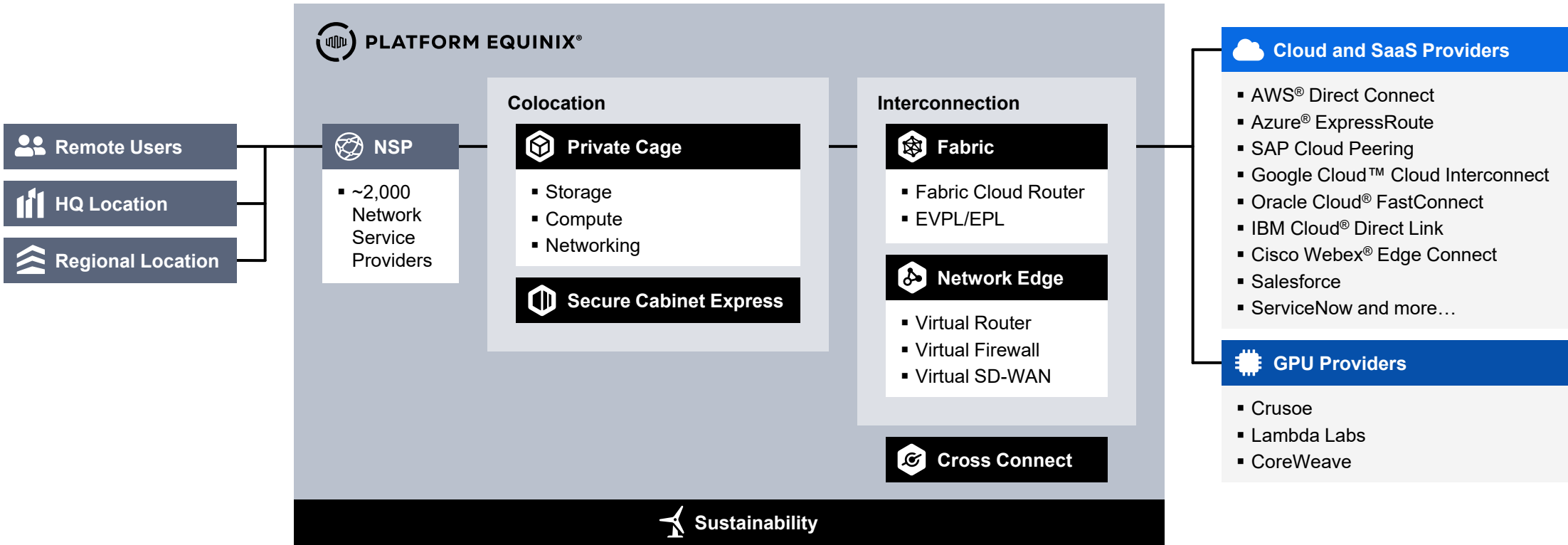


- 260+ Data centers
- 99.999%+ Uptime record²
- 96% Renewable energy coverage³
- 33M+ Global square feet

² As measured from January 1–December 31, 2024, for IBX Operations.
³ Achieved as of 2023. Unless otherwise noted, all metrics are as of the end of Q4 2024.

Our one-of-a-kind global digital ecosystem

Place customers close to the networks, clouds and service providers they need. Help them access the right places, partners and possibilities to transform business dreams into positive outcomes.



High-performance data centers

Dispense with the limitations of on-prem infrastructure

Help customers enhance capacity and performance with strategic migration to purpose-built data centers designed for secure interconnections, low latency and AI-ready scalability. Deliver superior application performance and exceptional digital experiences for their users, employees and partners, with customized infrastructure built for any clouds.



Secure, move-in-ready Equinix cabinet infrastructure.



HIGH-PERFORMANCE DATA CENTERS

Future-proof connectivity, agility and innovation

Solve customer data center needs

Data center scalability

Address data center space, power and cooling requirements for high-performance AI workloads.

Control costs

Reduce infrastructure CAPEX and repurpose valuable IT resources with predictable costs.

Data management

Meet data privacy and regulatory requirements while maximizing throughput and efficiency with interconnection hubs.

Sustainability

Help achieve corporate sustainability goals and decarbonize the digital ecosystem.

Our data center offerings

Secure cabinets

Secure Cabinet Express, our default cabinet offering, is ready to deploy for partners without additional design reviews—saving time and closing deals faster.

Private cages

Fully enclosed, secured and interconnected data center environments for custom, multi-cabinet deployments.

Equinix Smart View®

Real-time access to power draw, environmental, mechanical and electrical operating data for a data center footprint.

Equinix Smart Build

Turnkey services for planning and project management, as well as sourcing and billing for cages/ cabinets, power distribution systems, cable management equipment, security systems and accessories.

Equinix Smart Hands®

Operational support services available round-the-clock and on-site for customers' data center equipment.



Hybrid multcloud networking

Optimize network performance to meet workload demands

Help customers seamlessly interconnect all parts of their digital infrastructure—multicloud networks, colocation, SaaS applications, etc.—for improved performance and secure access to users, employees and partners across our global footprint.



Equinix network infrastructure for private interconnectivity.



HYBRID MULTICLOUD NETWORKING

Optimize network performance to meet evolving workload demands

Solve customer multicloud networking needs

Reduce multicloud complexity

Strategically situate network functions for fewer devices to manage and maintain.

Increased network performance

Decrease latency and deliver consistent user experiences by connecting clouds directly at the edge without having to backhaul traffic or use the public internet.

Optimized costs

Harness right-size network costs with minimized duplication, lower cloud egress fees, and CAPEX and OPEX deployment models.

Secure multicloud access

Route traffic securely and optimally to multiple cloud providers with high-speed physical or virtual connectivity.

Security and compliance

Enable robust private connections for hybrid infrastructure (on-prem, public clouds, colocation, etc.), reducing the attack surface and exposure to threats.

Our multicloud network offerings

Equinix Fabric^{*}

Private, software-defined connectivity to an ecosystem of service provider partners across the Equinix platform, designed for rapid and easy deployment.

Equinix Fabric Cloud Router

Secure, on-demand virtual routing capabilities from a customer's hub to multiple cloud providers, avoiding the public internet.

Network Edge^{*}

Virtual network services, such as Cisco, Juniper, Palo Alto and more, available at the digital edge—without the need for additional space, power or network hardware.

Equinix Internet Access

Private internet access between Equinix data centers.

Equinix Cross Connects

A point-to-point cable link between two customers in the same Equinix data center.

^{*} Limited availability through Distribution.



AI solutions

Accelerate AI innovation

Let your customers benefit from a unique and flexible high-performance AI environment for data-intensive compute, advanced liquid cooling and end-to-end AI solutions designed for privacy, performance and scalability. Become their trusted partner to identify areas where AI can have a positive business impact, adopt the right AI technologies and maximize returns on investment at predictable costs.



Equinix high-density liquid cooling infrastructure.



AI SOLUTIONS

Help customers realize greater value from their data

Solve customer AI needs

Inferencing at the edge

Global interconnection services to establish high-speed, low-latency AI connections between multiple edge and metro inference locations.

Model training and tuning

Multicloud deployments for global access to data with high-bandwidth connectivity for a scalable, flexible and secure hybrid environment.

Distributed data in motion

Highly scalable and secure interconnection of large, distributed datasets and powerful AI services with Equinix Fabric and cloud on-ramps.

Data privacy and sovereignty

Secure AI solutions that meet data residency, data compliance and data sovereignty needs, while enabling predictable costs and future-proofing growth.

Our AI solutions

AI-ready data center

Global infrastructure to support next-gen AI workloads with scalable power capacities, high-density cooling technologies and access to a vast ecosystem to avoid vendor lock-in. Accelerated AI deployments available as a managed service and compliant with data center standards.

AI multicloud networking

Private connectivity to the cloud with high-speed and low-latency access to distributed data sources from the core, edge and cloud—backed by easy-to-deploy virtual networking functions and an ecosystem of 10,000+ organizations.

AI ecosystem

Industry-leading partnerships for a turnkey, ready-to-run AI development platform; pre-provisioned environments with AI-optimized infrastructure; and privately hosted graphics processing units (GPUs) bundled with private storage.





Ready to get started?

Contact Arrow to learn more about the Equinix partner advantage.

Get in touch

Get the latest partner news

Follow us on LinkedIn for partner-centric insights and events.

[Linkedin.com/showcase/equinixpartners](https://www.linkedin.com/showcase/equinixpartners)

