EQUINIX

Fast-Track Your Digital Advantage with Equinix Managed Solutions

Microsoft Platform Alliance Team at Equinix

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What we believe

Cloud-first was for optimizing infrastructure. Digital-first is for optimizing business.

If there was a time for the bold leap to digital-first, it's now!

Hybrid cloud is a given, but ecosystems and edge will matter most

Interconnection bandwidth is forecasted to be 15x larger than the internet

A digital-first strategy goes well beyond cloud-first

As-a-Service is the preferred private cloud choice—everywhere

Entire industries are rethinking their business, from edge to cloud

Current-state constraints – the speed of light

Traditional infrastructure is rigid and inflexible, limiting customer engagement and restricting innovation

1. Network latency
Physical distance causes poor response time, bottlenecks and degraded performance

2. WAN complexity
Complicated wide area networking topologies can't scale at the rate business requires
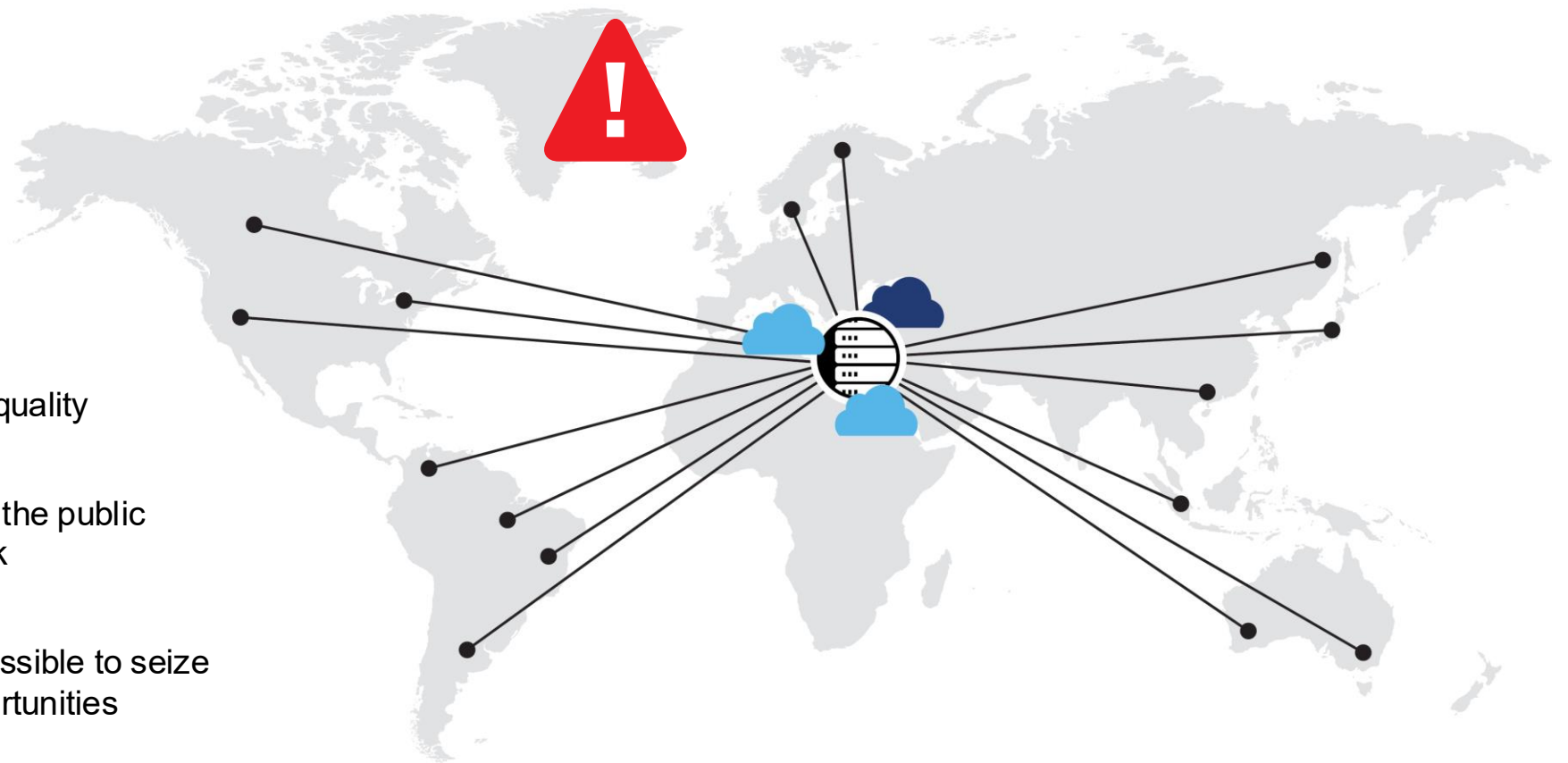
3. Cloud performance
Multi-cloud connectivity over WAN is complex, expensive and of poor quality

4. Operational risk
Reducing costs by shifting traffic to the public internet exponentially increases risk

5. Rigid network
An inflexible network makes it impossible to seize timely business moments and opportunities

Interconnecting and extending the digital core

Remove traditional technology limitations, and cloud adjacent becomes the new on-prem

1. Localize traffic
Proximity solves latency and scales traffic, vastly improving network performance

2. Optimize the network
Direct interconnection to ecosystem participants segments commercial traffic and transforms the WAN
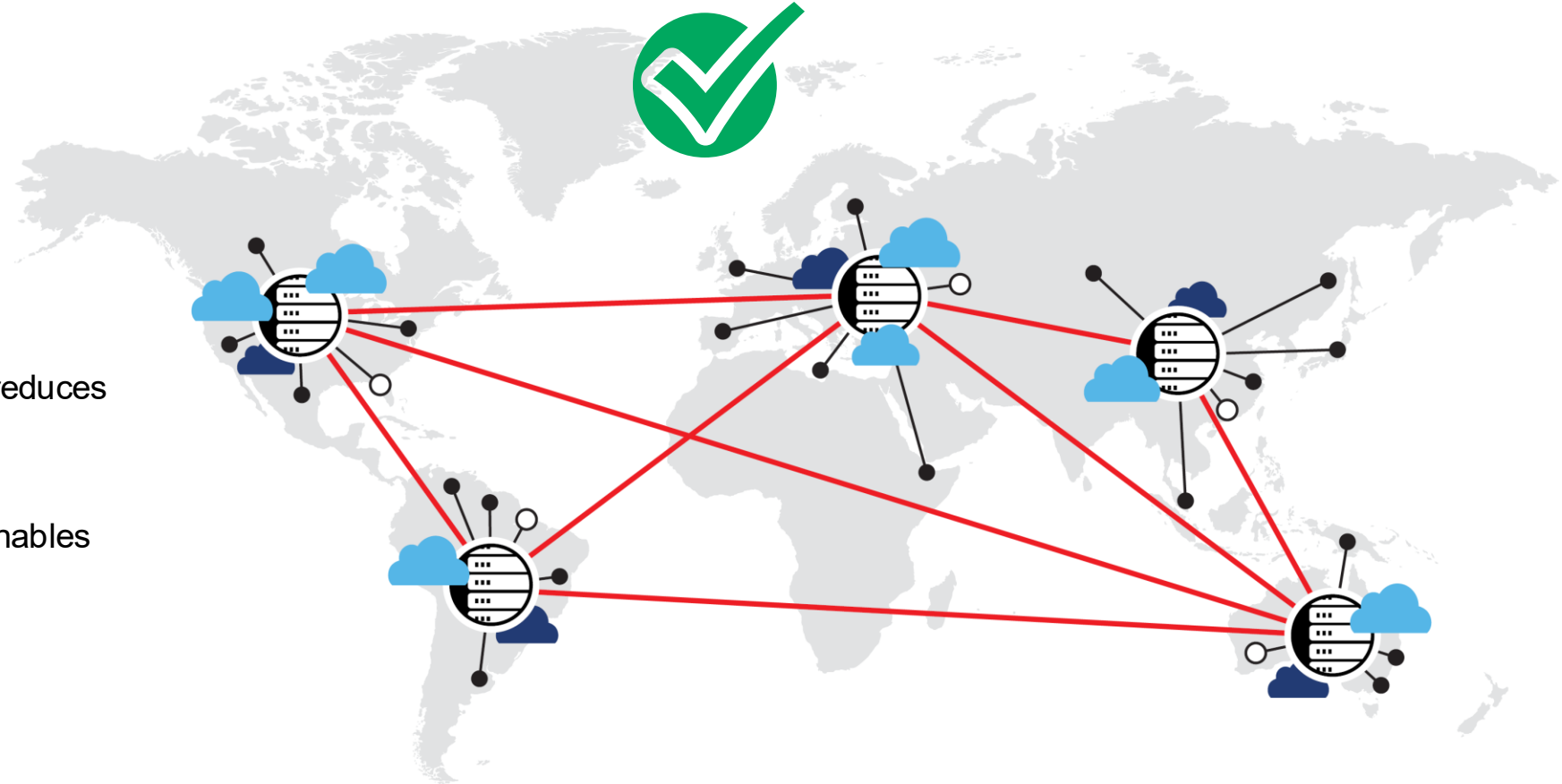
3. Simplified cloud strategy
A single connection to a service fabric reduces costs and complexity

4. Peer directly with partners
Direct peering with internet providers enables secure traffic offloading at the edge

5. Leverage business ecosystems
Strategic interconnection to a robust marketplace of digital ecosystems expands opportunity
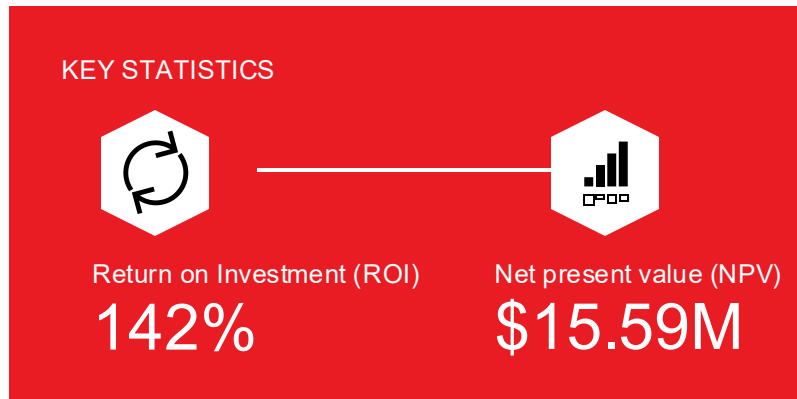
Digital Services leads to lower cost and higher value

'Forrester, The Total Economic Impact™ Of Equinix Digital Services' Findings

KEY STATISTICS

Return on Investment (ROI)
142%

Net present value (NPV)
$15.59M

Transitioning to a virtual infrastructure can improve business agility for companies looking to leverage more operational expenses as opposed to capital expenditures.

After shifting to Equinix Digital Services, organizations realized costs savings by eliminating physical data centers and hardware, driving operational efficiencies, and lowering the cost of connections, contributing to:

- Increased connection agility

- Consistent delivery of services

- Reduced operational downtime

- Process efficiency gains

Forrester, The Total Economic Impact™ Of Equinix Digital Services, September 2022

"With Equinix, we reduce the people, we reduce the MPLS cost, and we reduce the physical hardware along with the support cost."

Network Architect,

Identity Services Company

"Almost half of C-suite executives admit they do not know where to start when developing their transformation strategy."

-- Intelligent CIO

Orchestration & Provisioning

Cloud Roadmap

Cloud Governance

Storage

Hosting

Technology Environments & Investments

Application Migration

Multi-cloud

Security

Network

Management

Cost Optimization

Platform Equinix® enables you to architect for advantage at the edge

Digital Edge
All the Right Possibilities

Digital Infrastructure
All the Right Places

Digital Ecosystems
All the Right Partners

Public cloud is the target, but hybrid multi-cloud is the solution

The Market, Customers & Partners

Reality & Common Practice

Public Cloud

is the designated **Target**

But applications & data keep moving back and forth in the **search** for the **best platform & services fit**.

Hybrid & Multi Cloud

is the designated **Solution**

To support applications & data that keep moving back and forth and provide **business continuity** in the process.

EQUINIX MANAGED SOLUTIONS

Standardization, Automation & Scalability In Platform Services

Managed Private Backup

Managed Private Cloud

Enablement Services

Managed Private Firewall

Constant Factors in all Cloud Environments, Solutions & Digital Transformations are:

- Movement of apps & data
- Data growth in storage (& Apps)
- Data growth in network (Bandwidth)
- Growth in connectivity (Density)
- Innovation speed
- Ambition to reduce TCO

Equinix Managed Solutions has delivered for decades

For years, our teams have delivered fully managed platforms to our customers and partners in an "as a Service" model, including around-the-clock standardized operation, monitoring, support and maintenance of IT infrastructure up to the operating system layer.

2000+

Customers using Equinix Managed Solutions

Customers

EMS customers span numerous industries and range from large, multi-national corporations to mid-sized companies. Our customers span from digital transformation starters to digital native enterprises.

800+

Team members dedicated to Equinix Managed Solutions

Resources

EMS staff are strategically located around the world and are fully responsible for the technology that allows our customers to deliver business outcomes.

25,000+

Number of virtual machines managed*

Global Scale

EMS knows that our customers depend on secure and highly available application environments. Providing flexible computing and storage environments in an interconnected architecture gives our customers the platform they need to succeed.
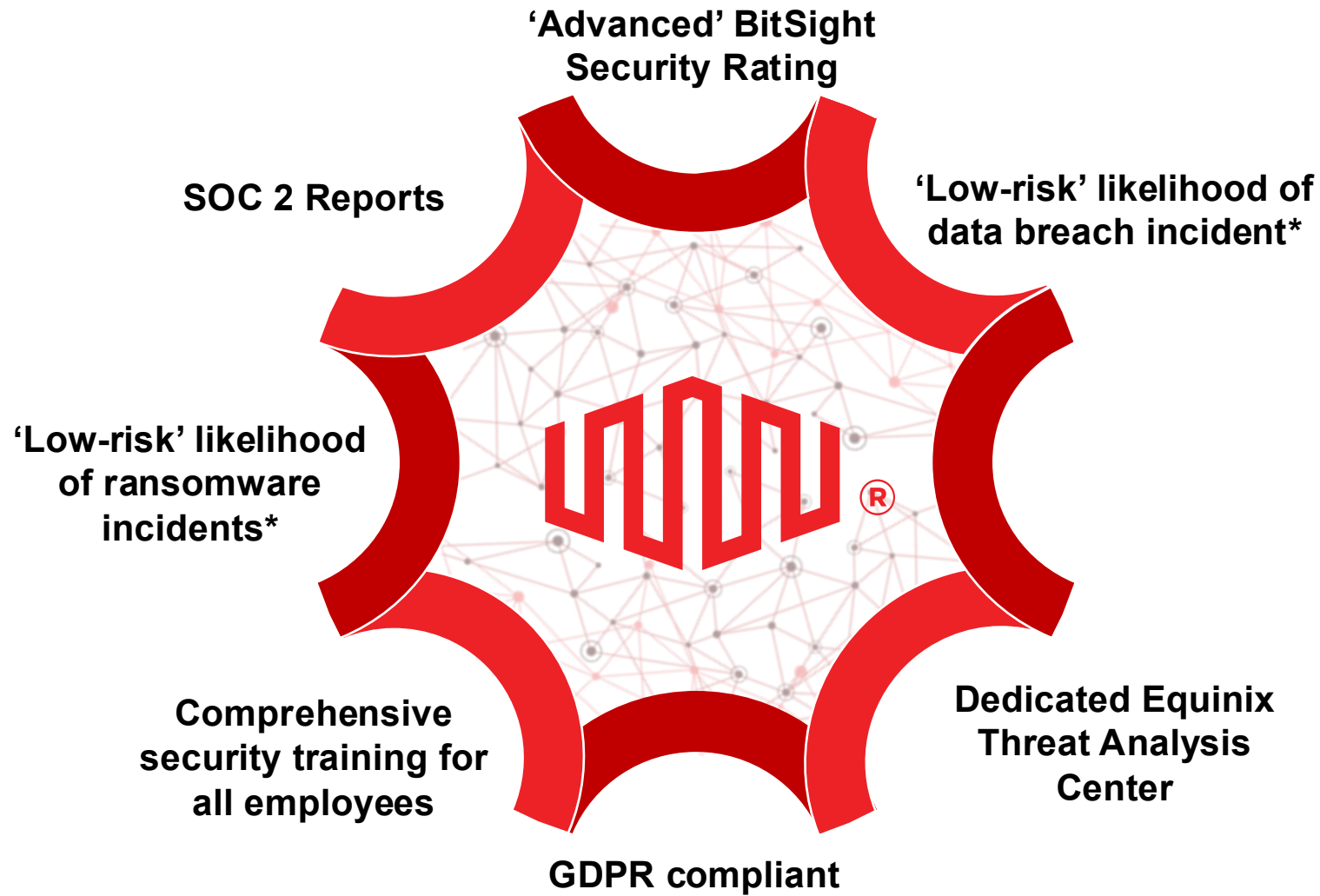
4.77

Average customer support CSAT score*

Operational Excellence

When our customers speak, we listen. In managing over 8,000 change tickets annually, we want our customer's performance feedback and act accordingly.
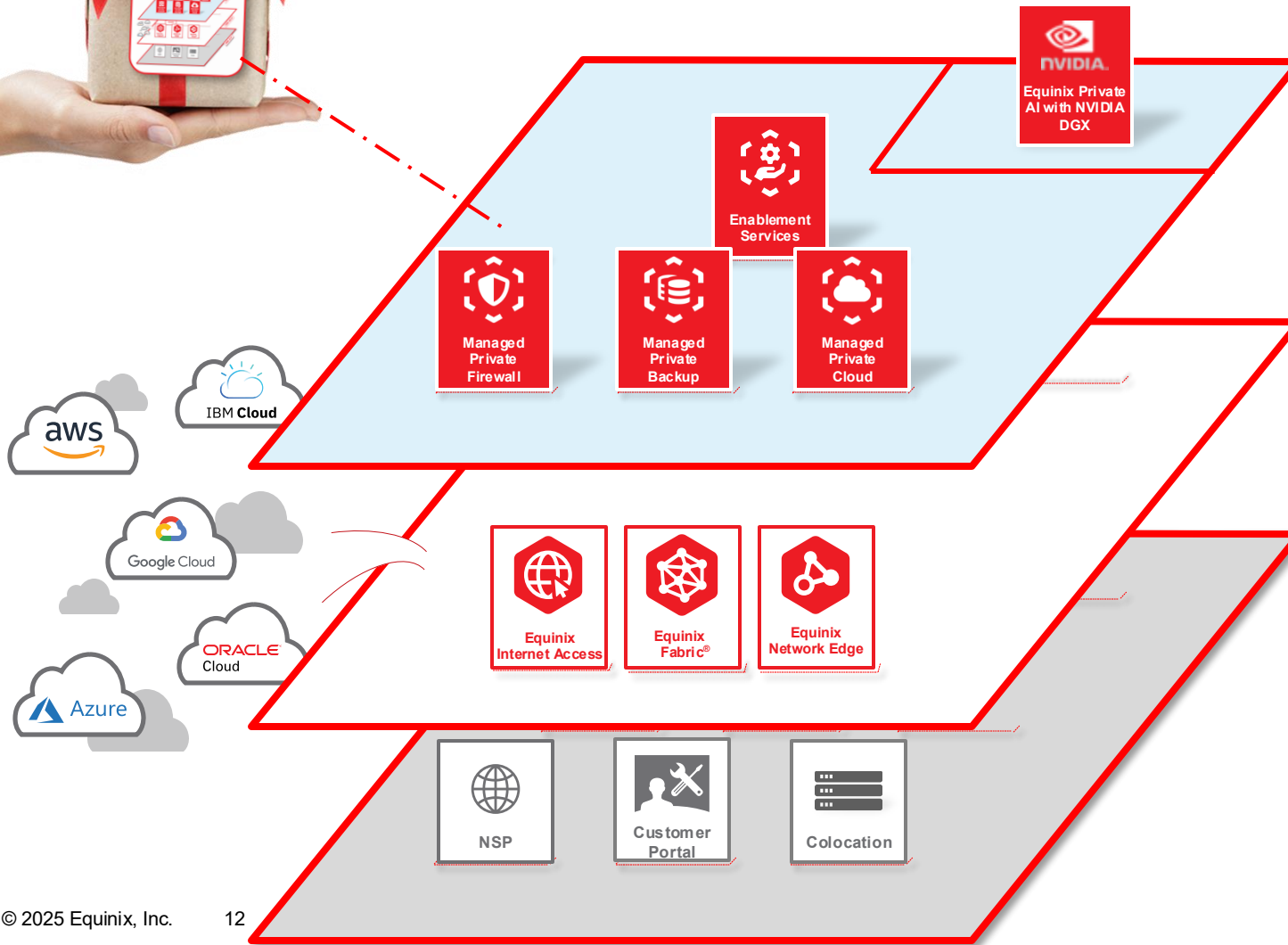
Protecting your data is our priority

‘Advanced’ BitSight Security Rating

‘Low-risk’ likelihood of data breach incident*

SOC 2 Reports

Dedicated Equinix Threat Analysis Center

‘Low-risk’ likelihood of ransomware incidents*

Comprehensive security training for all employees

GDPR compliant

- **Our customers own their data, and that data privacy is of utmost importance to us. Privileged access is systematically controlled to ensure our customers always maintain data access security.**

- **Data at rest and in transit is encrypted.**

- **When physical equipment is removed, a strict destruction and data-wiping process is followed and documented.**

- **Internal and external SOC2 Type 2 audits are regularly done and validated through over 100 control points.**

Equinix Managed Solutions

Offering the full Equinix service stack within **Equinix Managed Solutions**
Wrapped, Delivered and Billed as one

EQUINIX MANAGED SOLUTIONS

- Make it easy to consume Equinix Digital Services
- On-demand interconnection with Platform Equinix's extensive ecosystem of service providers and customers
- Consistent integrated services
- High secure SLA & compliance including: GDPR, SOC2 & EU Sovereign Cloud

EQUINIX DIGITAL SERVICES

- As-a-service compute, storage and connectivity with Equinix Fabric, Equinix Network Edge and Equinix Internet Access

PLATFORM EQUINIX

- Reach everywhere, interconnect everyone, integrate everything

NVIDIA DGX

- Supplement NVIDIA DGX deployments to suit additional compute, storage, and networking needs

Comprehensive services for your digital infrastructure needs

Industry-leading services for managed compute, data storage and backup, and security

Managed Private Cloud

MPC is an Infrastructure as a Service platform where customers can purchase computing resources hosted in an Equinix data center (IBX) to quickly enable multi and hybrid cloud solutions, allowing customers to leverage cloud opportunities while focusing on their core business.
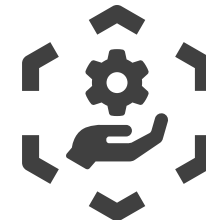
Managed Private Backup

MPB provides a scalable, secure, and complete backup platform, allowing customers to abstract expensive hardware and software investment, hardware lifecycle management and complex daily operations while fulfilling their governance requirements.

Managed Private Firewall

MPF offers scalable firewall capacity and a choice of firewall functionality to protect your infrastructure against cyber-attacks and to prevent unauthorized access to your data.
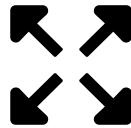
Enablement Services

Enablement Services is a premium highly specialized service available to help customers to accelerate the adoption of Equinix platforms and fulfill their needs for digital transformation, extracting the best value of our services and trusted advisor relationship.

Why Businesses choose Managed Solutions

Don't have the talent or resources internally

Want to expand global reach without growing staff

Want to focus on growing core business

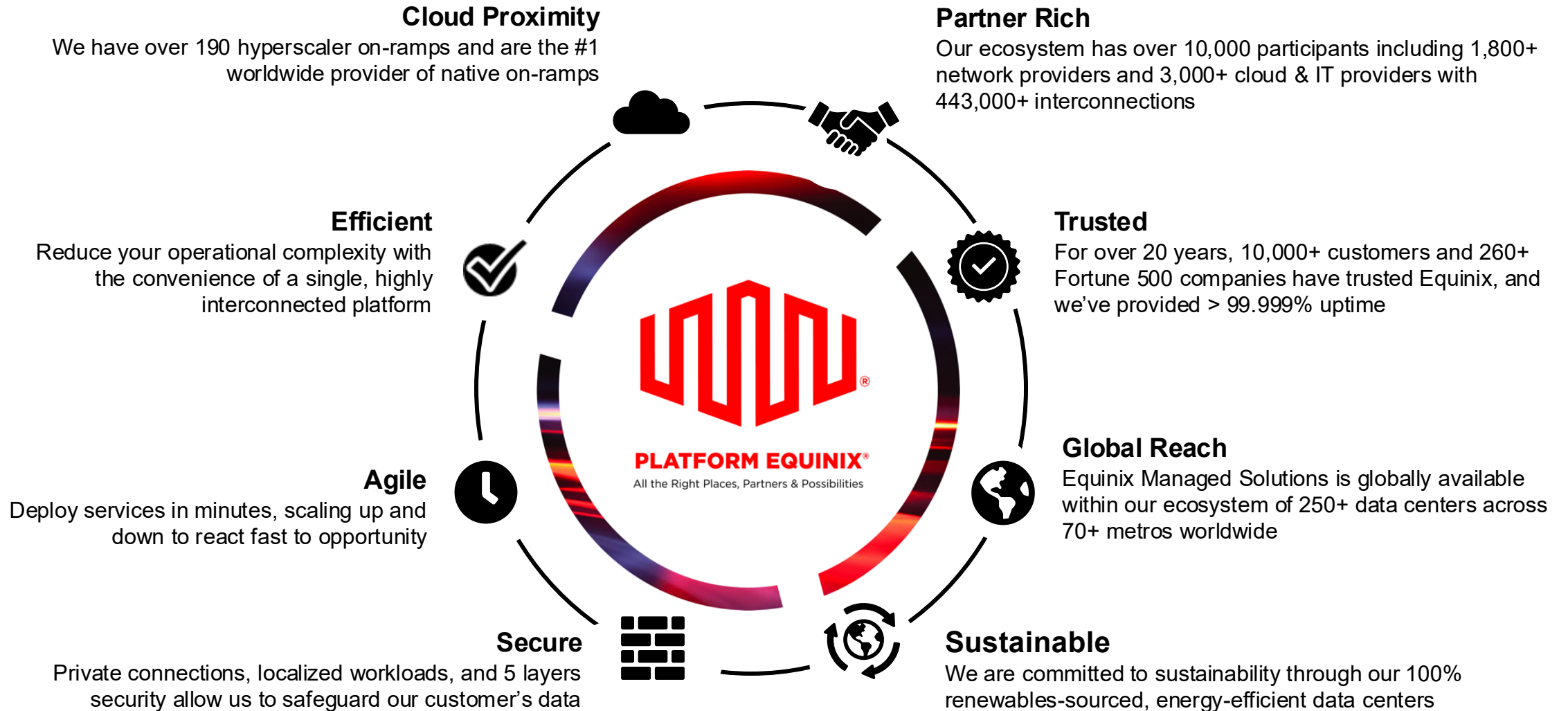**Looking for predictable, transparent cost structure**
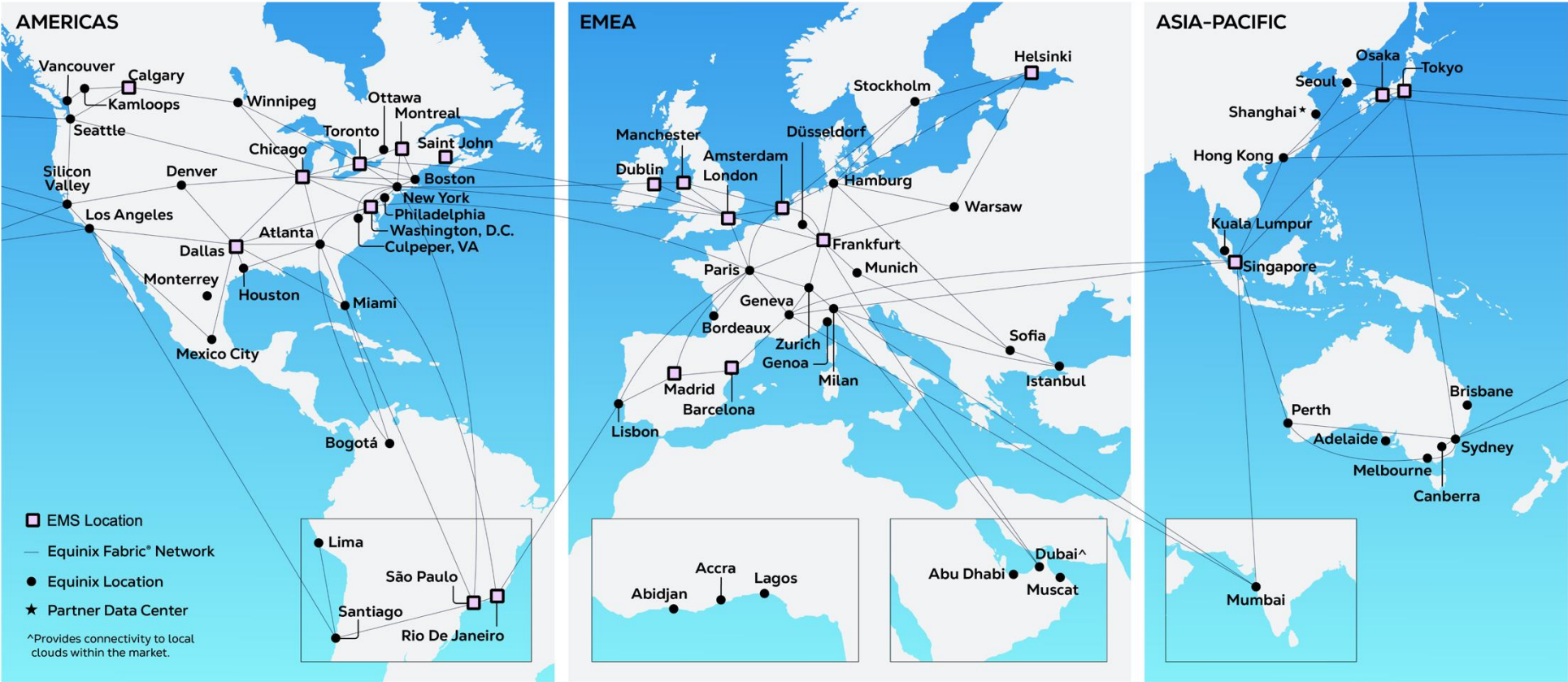
Don't want to invest in owning hardware

Want a more integrated level of support

Build your success on Platform Equinix®

Cloud Proximity
We have over 190 hyperscaler on-ramps and are the #1 worldwide provider of native on-ramps

Partner Rich
Our ecosystem has over 10,000 participants including 1,800+ network providers and 3,000+ cloud & IT providers with 443,000+ interconnections

Efficient
Reduce your operational complexity with the convenience of a single, highly interconnected platform

Trusted
For over 20 years, 10,000+ customers and 260+ Fortune 500 companies have trusted Equinix, and we've provided > 99.999% uptime

PLATFORM EQUINIX®
All the Right Places, Partners & Possibilities

Agile
Deploy services in minutes, scaling up and down to react fast to opportunity

Global Reach
Equinix Managed Solutions is globally available within our ecosystem of 250+ data centers across 70+ metros worldwide

Secure
Private connections, localized workloads, and 5 layers security allow us to safeguard our customer's data

Sustainable
We are committed to sustainability through our 100% renewables-sourced, energy-efficient data centers

Consume Equinix Managed Solutions in these locations

AMERICAS

Vancouver, Calgary, Kamloops, Winnipeg, Ottawa, Montreal, Seattle, Toronto, Saint John, Chicago, Boston, Silicon Valley, Denver, New York, Philadelphia, Los Angeles, Washington, D.C., Atlanta, Culpeper, VA, Dallas, Monterrey, Houston, Miami, Mexico City, Bogotá, Lima, São Paulo, Santiago, Rio De Janeiro

☐ EMS Location
— Equinix Fabric® Network
● Equinix Location
★ Partner Data Center

^Provides connectivity to local clouds within the market.

EMEA

Manchester, Dublin, Amsterdam, London, Düsseldorf, Hamburg, Stockholm, Helsinki, Frankfurt, Warsaw, Paris, Munich, Geneva, Bordeaux, Zurich, Genoa, Sofia, Madrid, Milan, Istanbul, Barcelona, Lisbon

Abidjan, Accra, Lagos

Abu Dhabi, Dubai^, Muscat

ASIA-PACIFIC

Seoul, Osaka, Tokyo, Shanghai *, Hong Kong, Kuala Lumpur, Singapore, Perth, Adelaide, Brisbane, Sydney, Melbourne, Canberra, Mumbai

Equinix Managed Solutions Portfolio

MANAGED PRIVATE CLOUD (MPC)

Managed Private Cloud

We manage the infrastructure so you can focus on your business

One portal
- One portal to manage all your compute, network and storage resources in all available metros

Maximum freedom
- Flexibility in capacity for compute & storage
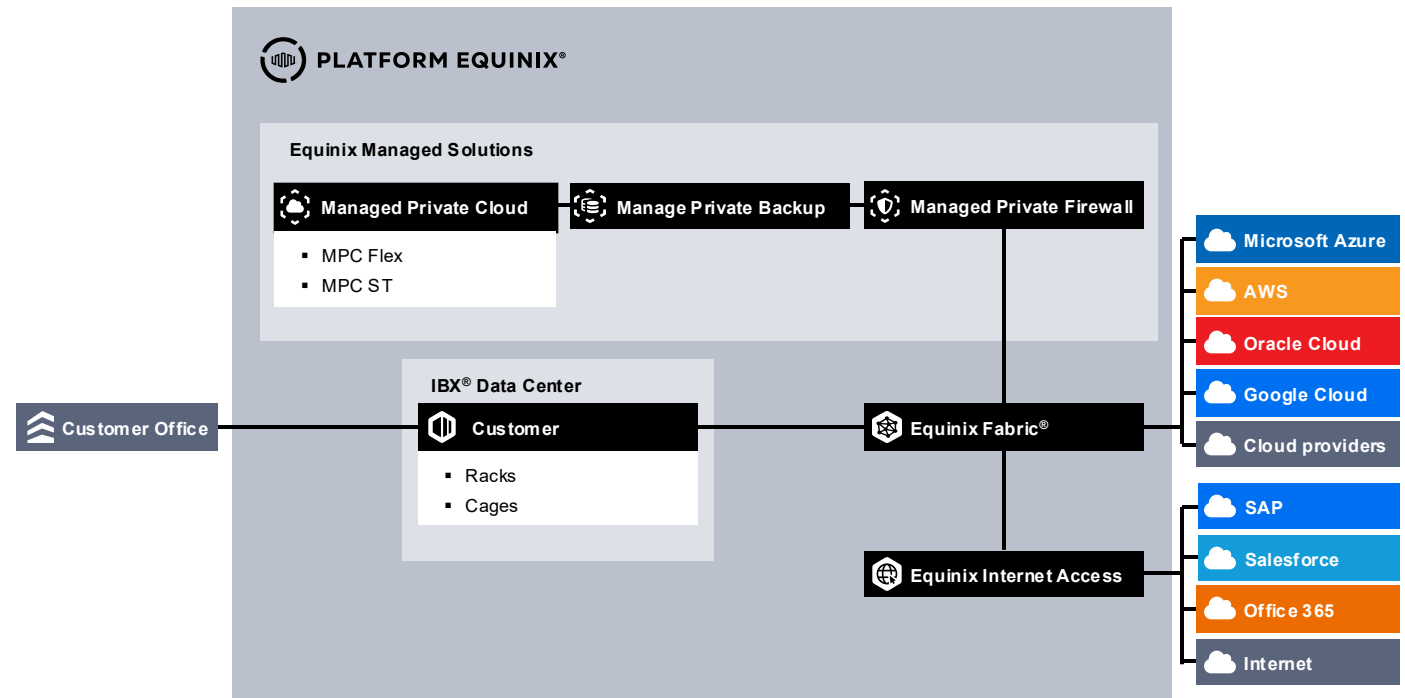
Maximum security & compliance
- Clear service levels for availability and support
- Compliance (SOC-2, ISO27001)
- Minimize risks and adhere to rigorous standards like GDPR and industry-specific certifications

VMware expertise
- Team of VCDX-certified architects for design and configuration

Global reach
- Connect to Equinix's 250+ IBX data centers worldwide
- Access a global ecosystem of services and partners

PLATFORM EQUINIX®

Equinix Managed Solutions

Managed Private Cloud
- MPC Flex
- MPC ST

Manage Private Backup

Managed Private Firewall

IBX® Data Center

Customer
- Racks
- Cages

Customer Office

Equinix Fabric®

Equinix Internet Access

Microsoft Azure

AWS

Oracle Cloud

Google Cloud

Cloud providers

SAP

Salesforce

Office 365

Internet

Managed Private Cloud Service Models

To meet different needs in performance and flexibility, MPC is offered in two unique service models
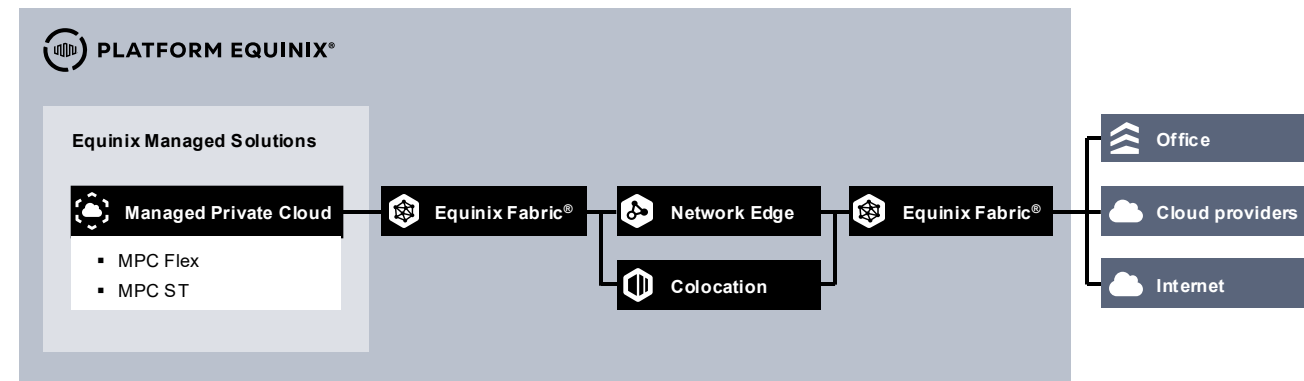
Service Types: MPC Flex and MPC Single Tenant

Each service model offers Network Functions Virtualization features like routing, load balancing and firewall services, as well as configuration and management of compute, storage and network via APIs or via the Cloud Portal.

MPC Flex

- Offers the best price-performance ratio for flexible compute, storage and networking. Applications use shared resources on a multi-tenant platform.

- Flex compute is consumed per 1vCPU + 4GBvRAM and flex storage per 1GB

MPC Single Tenant (ST)

- MPC ST offers best-in-class performance levels for compute, storage, and networking for your single-tenant private cloud. It is the designated platform for software licenses requiring dedicated non-shared compute resources or for bringing your own licenses. This model uses dedicated resources in a secure, isolated environment.

- ST is consumed per cluster. A cluster contains multiple hosts, with a 3-host minimum cluster size. ST storage is consumed per 1TB.

The MPC service models connect your on-premises environment, colocation, Equinix Digital Services and the public cloud.
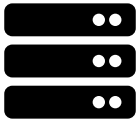
Benefits of Managed Private Cloud

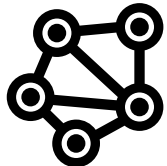Deploy private cloud environments in an OPEX flexible consumption model

Quick deployments, especially in countries where importing physical hardware is challenging for business agility

Equinix operates the physical infrastructure (data center, servers, storage and network equipment) with 24/7 management

Easily scale and create a presence in more markets to extend geographic reach

Best-in-class connectivity to thousands of network and cloud service providers across a network of 250+ data centers

MANAGED PRIVATE BACKUP (MPB)
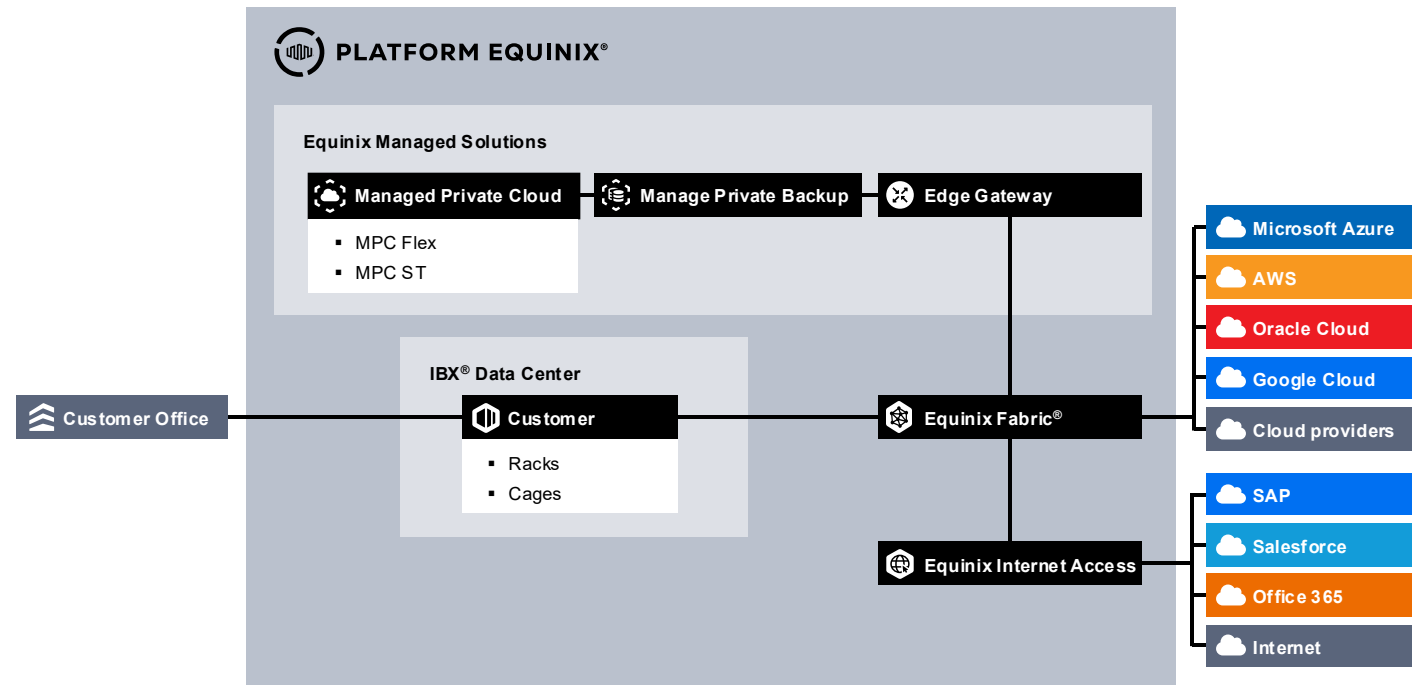
Managed Private Backup

We keep our customers confident about their data

A complete and reliable solution

- Customers can protect their virtual machines, containers, databases, and applications in their Managed Private Cloud environment with secure backup options

- High-security standards and ransomware protection

- Based on proven technology from market-leading vendor

Total control

- Self-service backup and restore activities from the operational console

- Baseline commitment plus overage

PLATFORM EQUINIX®

Equinix Managed Solutions

- Managed Private Cloud
  - MPC Flex
  - MPC ST
- Manage Private Backup
- Edge Gateway

IBX® Data Center

- Customer
  - Racks
  - Cages

Customer Office

Equinix Fabric®

Equinix Internet Access

- Microsoft Azure
- AWS
- Oracle Cloud
- Google Cloud
- Cloud providers

- SAP
- Salesforce
- Office 365
- Internet

Managed Private Backup Service Models

Managed Private Backup provides different retention and offsite protection options

Service Types
- **Flex:** Backup to managed infrastructure with best value and high performance (scheduling is pre-defined and limited)
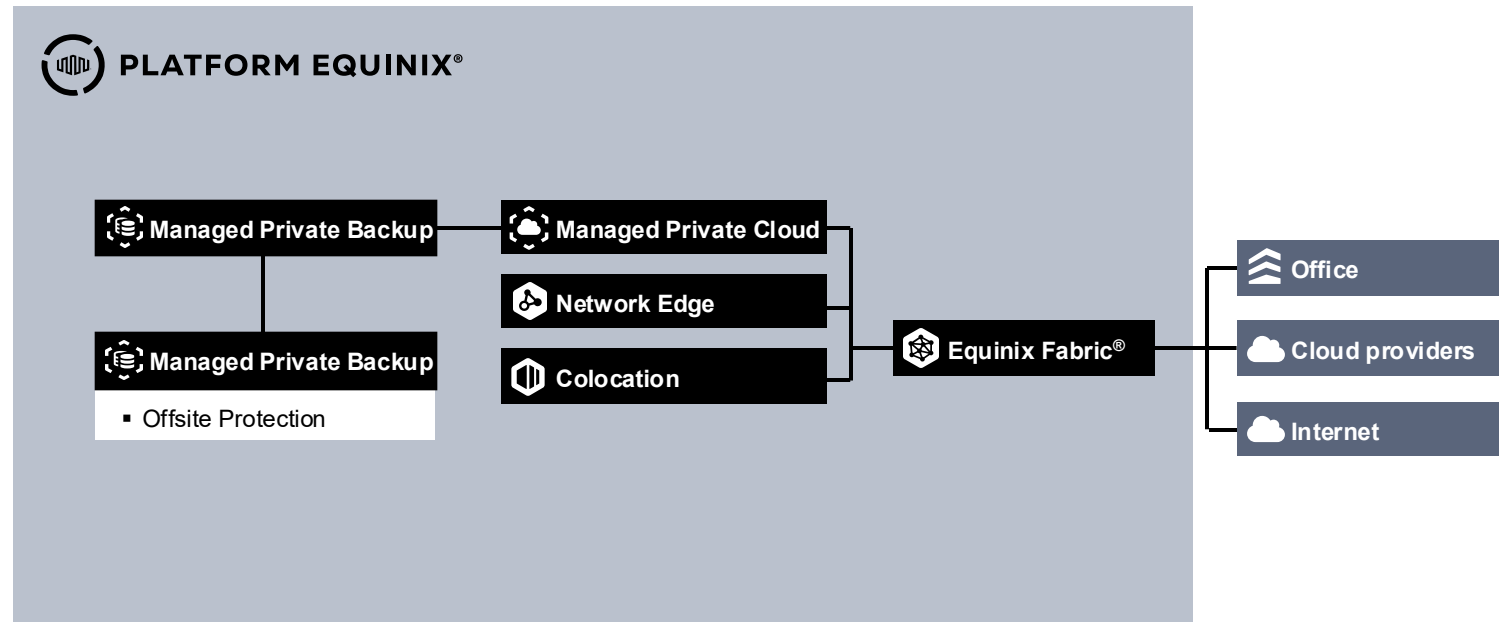
Protection targets
- Image, file, database, apps

Retention Options
- 30 days
- 1 year
- 3 years
- 5 years
- 7 years
- 10 years

Offsite Protection Options
- Without offsite protection
- 30 days
- 1 year
- 3 years
- 5 years
- 7 years
- 10 years

PLATFORM EQUINIX®

Managed Private Backup — Managed Private Cloud

Network Edge

Managed Private Backup

- Offsite Protection

Colocation

Equinix Fabric®

Office

Cloud providers

Internet

Benefits of Managed Private Backup

Flexible backup and retention configuration options based on business requirements

Protect multiple workloads everywhere with the same solution

Ensure data sovereignty while using offsite protection

Access to backup and restore anytime

Keep backup infrastructure highly available and performant

MANAGED PRIVATE FIREWALL (MPF)

Managed Private Firewall

Let us monitor and manage your incoming and outgoing network traffic

Advanced Threat Prevention

- Our technology safeguards your network from malware, phishing, and other cyberattacks
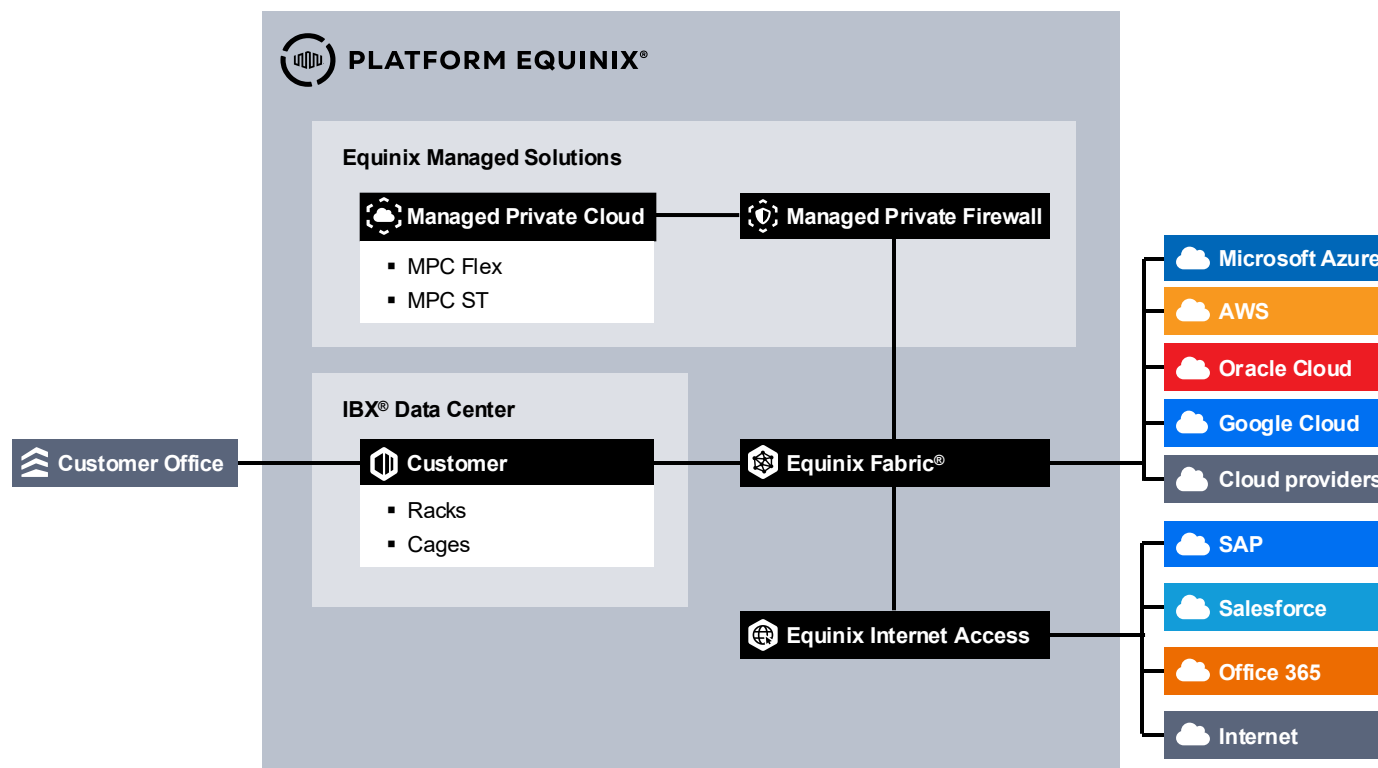
Regular Updates

- Benefit from automatic updates that keep your firewall defenses at the cutting-edge

Simplicity in Complexity

- Technology abstraction streamlines complex procedures, so they are manageable and accessible

Global Threat Intelligence and Protection

- Defend and optimize your global footprint through our extensive network of data centers with managed solutions platforms
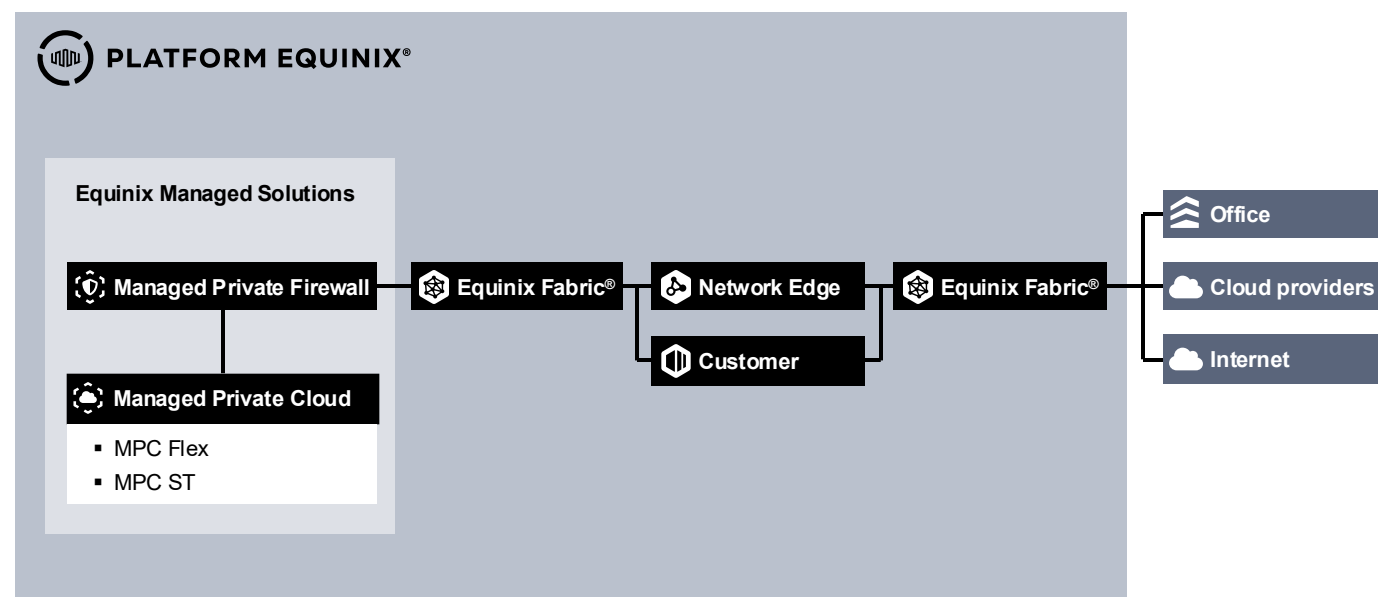
PLATFORM EQUINIX®

Equinix Managed Solutions

Managed Private Cloud — **Managed Private Firewall**
- MPC Flex
- MPC ST

IBX® Data Center

Customer
- Racks
- Cages

Customer Office

Equinix Fabric®

Equinix Internet Access

- Microsoft Azure
- AWS
- Oracle Cloud
- Google Cloud
- Cloud providers

- SAP
- Salesforce
- Office 365
- Internet

Managed Private Firewall Service Model

Managed Private Firewall has one standard service model

The standard service includes the following:

- Managed Private Firewall consists of a high availability pair with standard logging and includes up to 1GB of log data per day, up to 10GB log data quota and up to 60 days retention per firewall pair

- Operations console for self-service administration of firewall rules/policies and logs

- Configuration of two usable network interfaces

- Routing is done with the default routing protocol (BGP or static routing)

- Regular patching and updating of the firewall(s)

- Incident management & support

  - Priority 1 incidents: 24x7

  - Priority 2 and 3 incidents: business hours

  - Service requests: business hours

PLATFORM EQUINIX®

Equinix Managed Solutions

Managed Private Firewall — Equinix Fabric® — Network Edge — Equinix Fabric®

Customer

Managed Private Cloud
- MPC Flex
- MPC ST

Office
Cloud providers
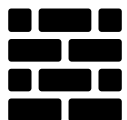Internet

Benefits of Managed Private Firewall

Leverage the expertise of our dedicated professionals coupled with our extensive technology partner ecosystem

We handle the intricacies of evolving threats, leaving you free to focus on core business activities

Ensure that your security measures align with industry standards and regulatory frameworks

Get an enterprise grade solution without the need for substantial investment in personnel, technology, and training

Gain insights into your network's security posture with comprehensive reporting

ENABLEMENT SERVICES

Enablement Services

Help customers to accelerate the adoption of Equinix platforms and digital transformation

Accelerates implementation processes by leveraging Equinix's expertise

- Equinix certified and highly experienced experts can support companies on those specialized demands, benefiting from our proximity to a diverse ecosystem of technologies, industry use cases and vendor support

- Streamlines the deployment of projects with customization or support requirements

Customization

- Customized support for companies requiring specialized knowledge or tailored service configurations

- Assistance in decision-making, deploying new environments, or optimizing existing setups

- Enablement Services is available based on specific needs, preventing clients from paying for unnecessary features

Technical Skill Shortages

- Cost-effective approach with specialized support without the need for keeping internal specialized resources

Available services

- **Equinix Fabric Enablement Service**

  - Charged per redundant VC pack

  - Configuration of virtual connections (VC) in Equinix Fabric including the necessary BGP configurations

- **Network Edge Enablement Service**
  - Charged per Equinix Network Edge device type

  - Configuration of Equinix Network Edge device and testing procedures to ensure services are fully operational

- **Advanced Environment Setup**
  - Charged per project scope

  - General activities related to environment setup, respecting the technologies approved in our matrix for deployments that involve multiple configurations, both network and security, as well as other types of configurations

Equinix Fabric Enablement Service

Customers can begin enjoying the benefits of our connectivity solutions as quickly as possible

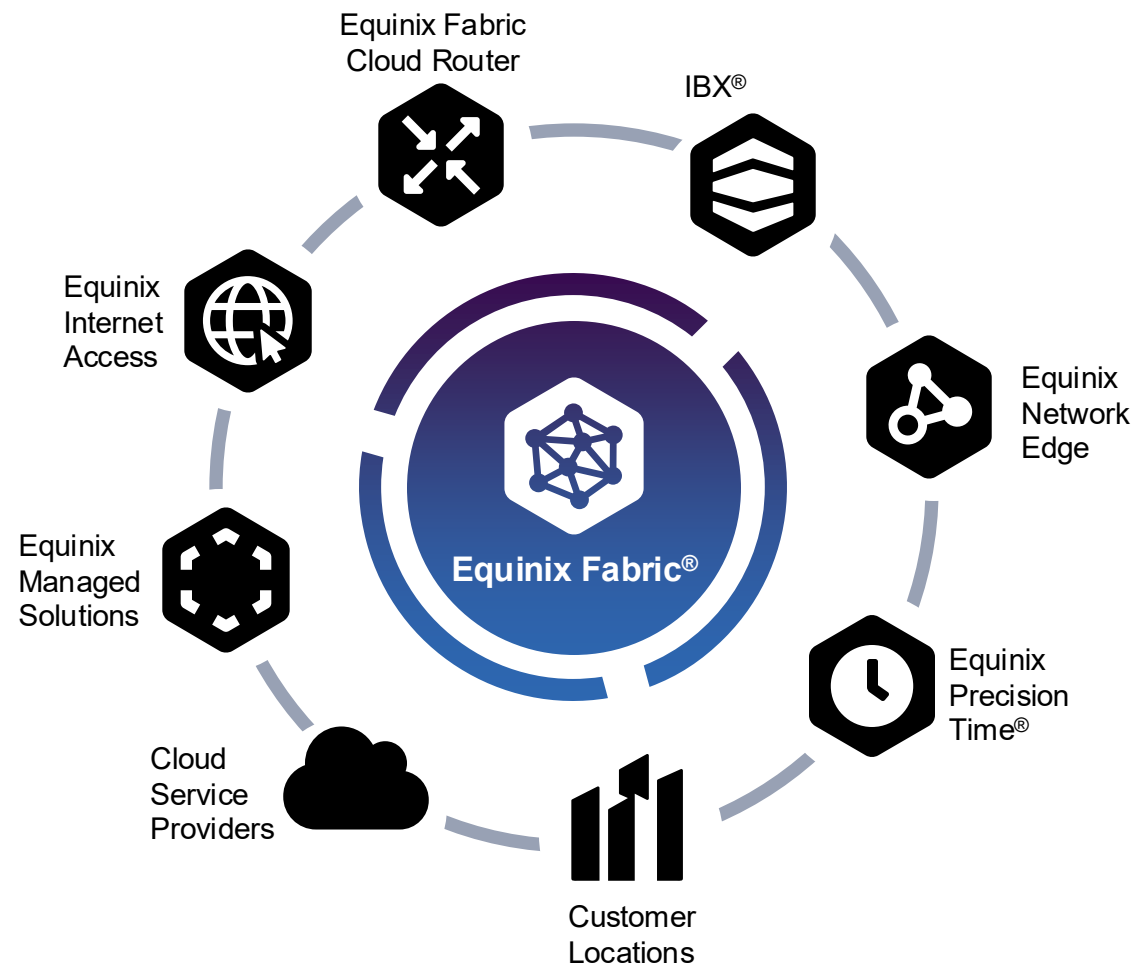## Exceptional ease in contracting configuration services

- Customers can rely on the expertise of Equinix's highly qualified team, ensuring precise and efficient implementations

- This makes contracting configuration services a smooth and efficient experience, ensuring that customers can begin enjoying the benefits of our connectivity solutions as quickly as possible

Seamless transition

- Receive comprehensive support, from initial setup to the start of operations, ensuring a smooth and hassle-free transition

Focus on core operation

- Eliminate complexity in system configuration and connections, allowing you to focus on core operations
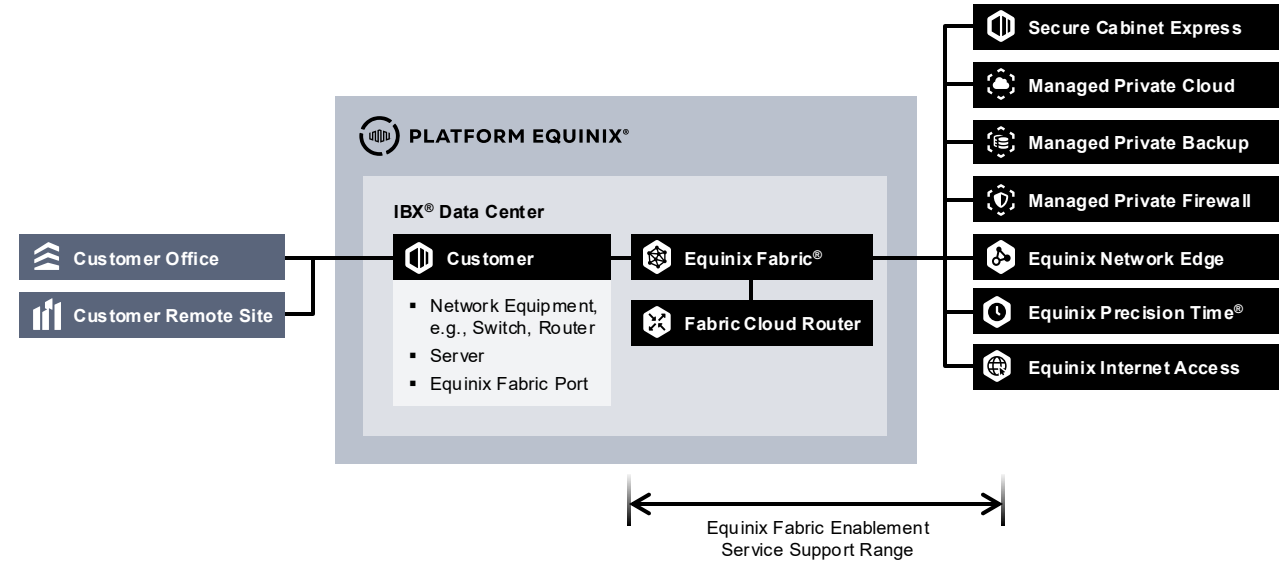
Equinix Fabric Cloud Router

IBX®

Equinix Internet Access

Equinix Network Edge

Equinix Fabric®

Equinix Managed Solutions

Equinix Precision Time®

Cloud Service Providers

Customer Locations

Equinix Fabric Enablement Service Use Cases

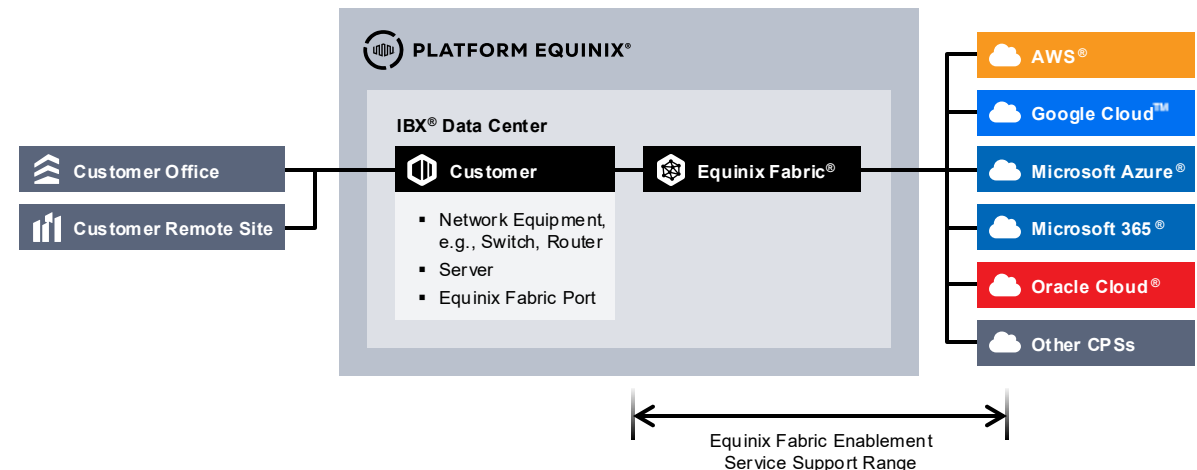**Equinix Fabric Enablement Service support connectivity via Equinix Fabric**

Connections to Equinix services

- Supports connectivity to Equinix Managed Solutions services, customer cabinets, Equinix Network Edge, Equinix Internet Access, Equinix Fabric Cloud Router, and other Equinix services, facilitating seamless integration

PLATFORM EQUINIX®

IBX® Data Center

Customer
- Network Equipment, e.g., Switch, Router
- Server
- Equinix Fabric Port

Equinix Fabric®
Fabric Cloud Router

Customer Office
Customer Remote Site

- Secure Cabinet Express
- Managed Private Cloud
- Managed Private Backup
- Managed Private Firewall
- Equinix Network Edge
- Equinix Precision Time®
- Equinix Internet Access

Equinix Fabric Enablement Service Support Range

Connections to major cloud providers

- Enables configuration of public cloud-side gateways, providing direct and efficient cloud service connectivity

PLATFORM EQUINIX®

IBX® Data Center

Customer
- Network Equipment, e.g., Switch, Router
- Server
- Equinix Fabric Port

Equinix Fabric®

Customer Office
Customer Remote Site

- AWS®
- Google Cloud™
- Microsoft Azure®
- Microsoft 365®
- Oracle Cloud®
- Other CPSs

Equinix Fabric Enablement Service Support Range

Network Edge Enablement Service

Support options designed to suit a range of customer needs

Trust our team of experts to implement your Equinix Network Edge Instance so you can start experiencing the benefits of virtual networking functions right away.

Flexibility
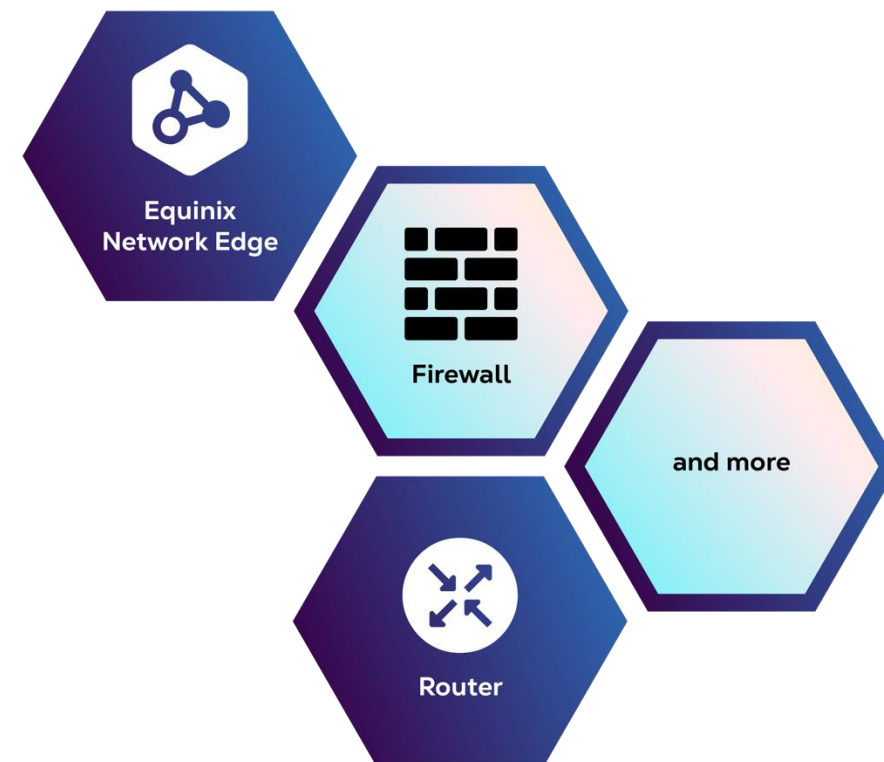- Choose from different device types to meet your needs

Convenience
- Simplify the implementation of your Equinix Network Edge device with the convenience of a single point of contact

Rapid Time to Value
- Capture value from your Equinix Network Edge device sooner

- Deploy with confidence and maximize your use of virtual network service

Supported devices	
Firewall	• Fortinet FortiGate VM Series • Palo Alto Networks VM-Series
Router	• Cisco Catalyst 8000V (Autonomous Model) • VyOS Universal Router