

Sponsored by



Business Impact of Local Clouds

How partners can position local cloud solutions

Digital Enterprises and Underlying Infrastructure

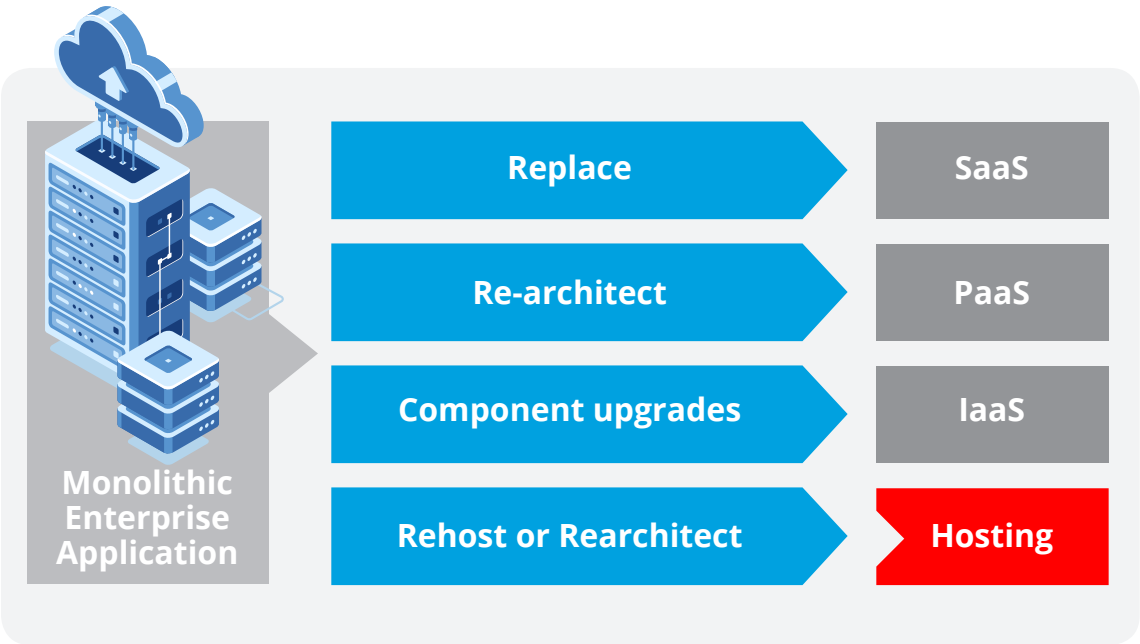


In 2020, over **70%** of CIO's had a cloud-first strategy. This includes workload determination for hosted, public or local cloud. **74% are currently using SaaS** and over **50% are using PaaS and IaaS**.

Almost all enterprises follow a defined strategy similar to the one outlined below



Typical Choices for Infrastructure Transformation
For “hard to shift” infrastructure applications, it is becoming increasingly common for organizations to look at local cloud for rehosting or rearchitecting as a solution.



76% of large enterprise customers stated that local cloud solutions from public cloud providers are solutions that they would build themselves with the right partners.

Challenges of Enterprise Cloud Management



Enterprises are forecast to run 40% of applications on local clouds (hosted and on-premises)

According to CIOs, these are the key benefits of local clouds

Better design

On-premises solutions tailored to specific customer requirements.

Lower cost

Local clouds can provide controllable, scalable cost advantages over public offerings.

Management consistency

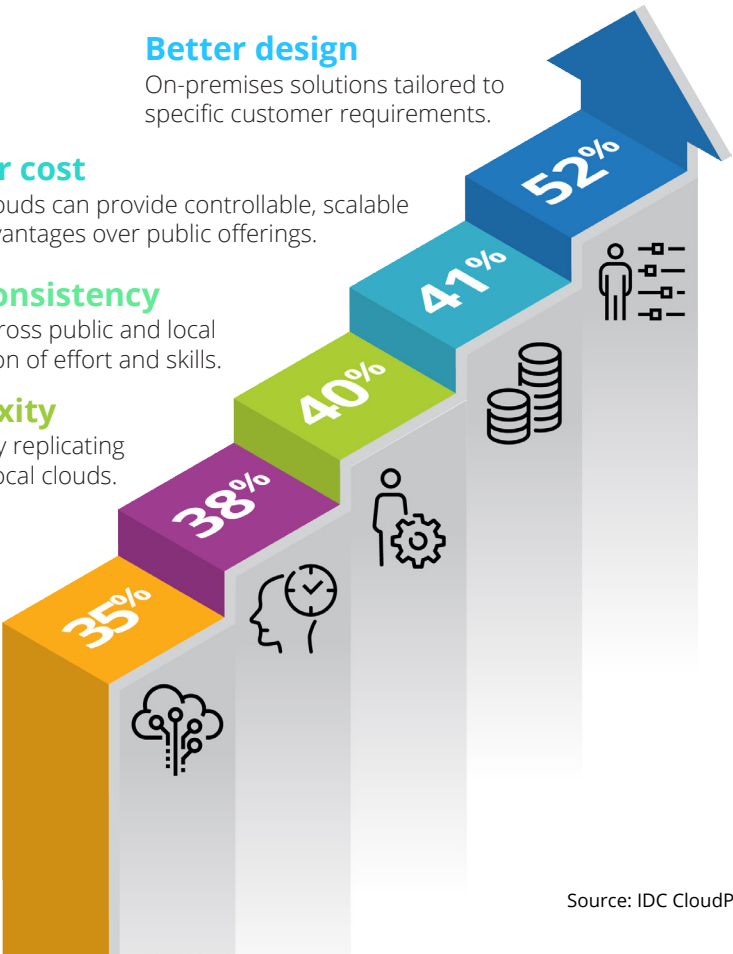
Enforce consistency across public and local cloud to save duplication of effort and skills.

Lower complexity

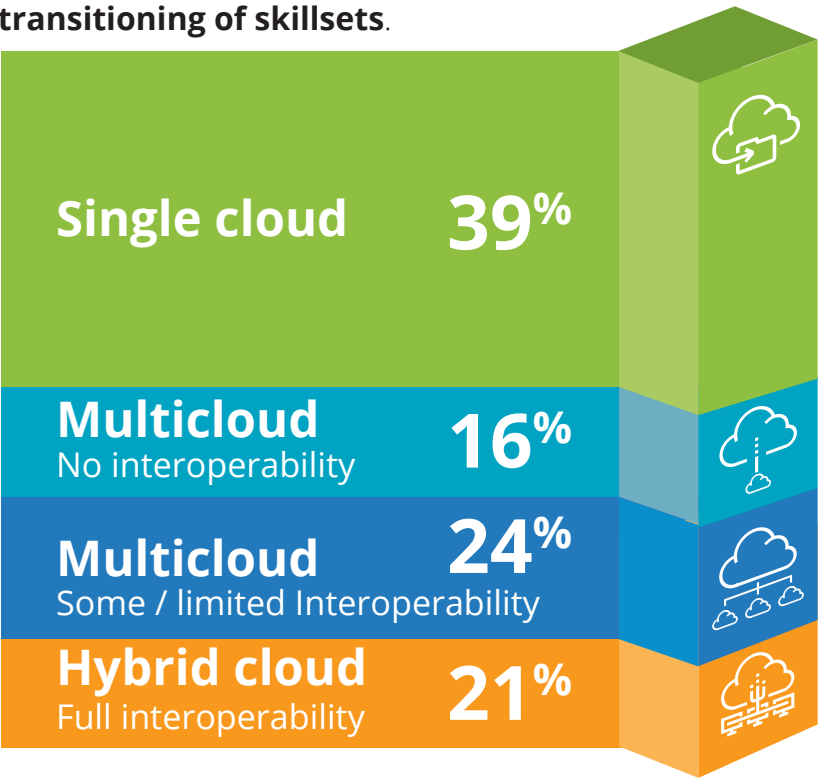
Reduce complexity by replicating functionality across local clouds.

Public cloud service access

Staff and partners are already familiar with the tools and necessary skillsets.



Enterprises are increasingly shifting to local clouds for a variety of reasons: **reduced costs, less complexity, ease of migration, simplicity of installation and transitioning of skillsets.**



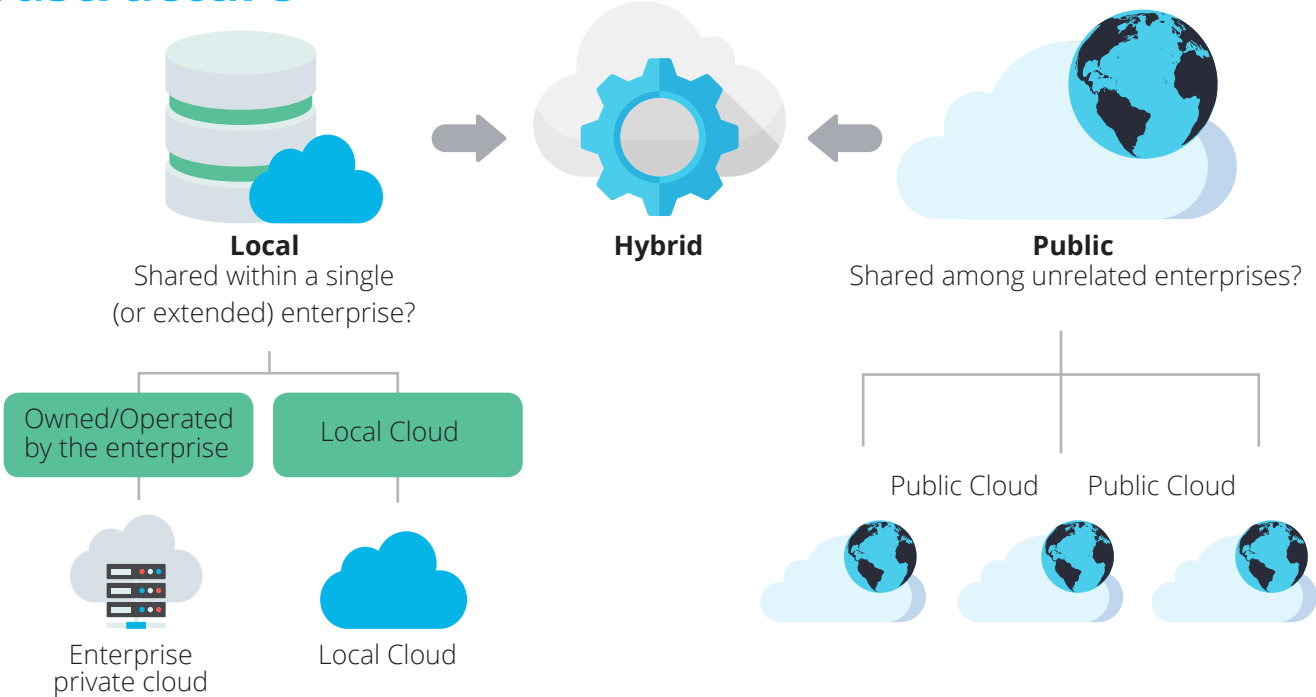
IDC expects that **hybrid cloud environments** which include locally managed clouds with **full interoperability** will be the fastest growing segment.

Challenges of Enterprise Cloud Management

CHALLENGE
#2

Distributed applications means managing hybrid clouds across local and public infrastructure

By 2022, over **90%** of enterprises in Asia Pacific will rely on a mix of on-premises / dedicated private cloud, several public cloud, and legacy platforms to meet their infrastructure needs.



Managed local clouds

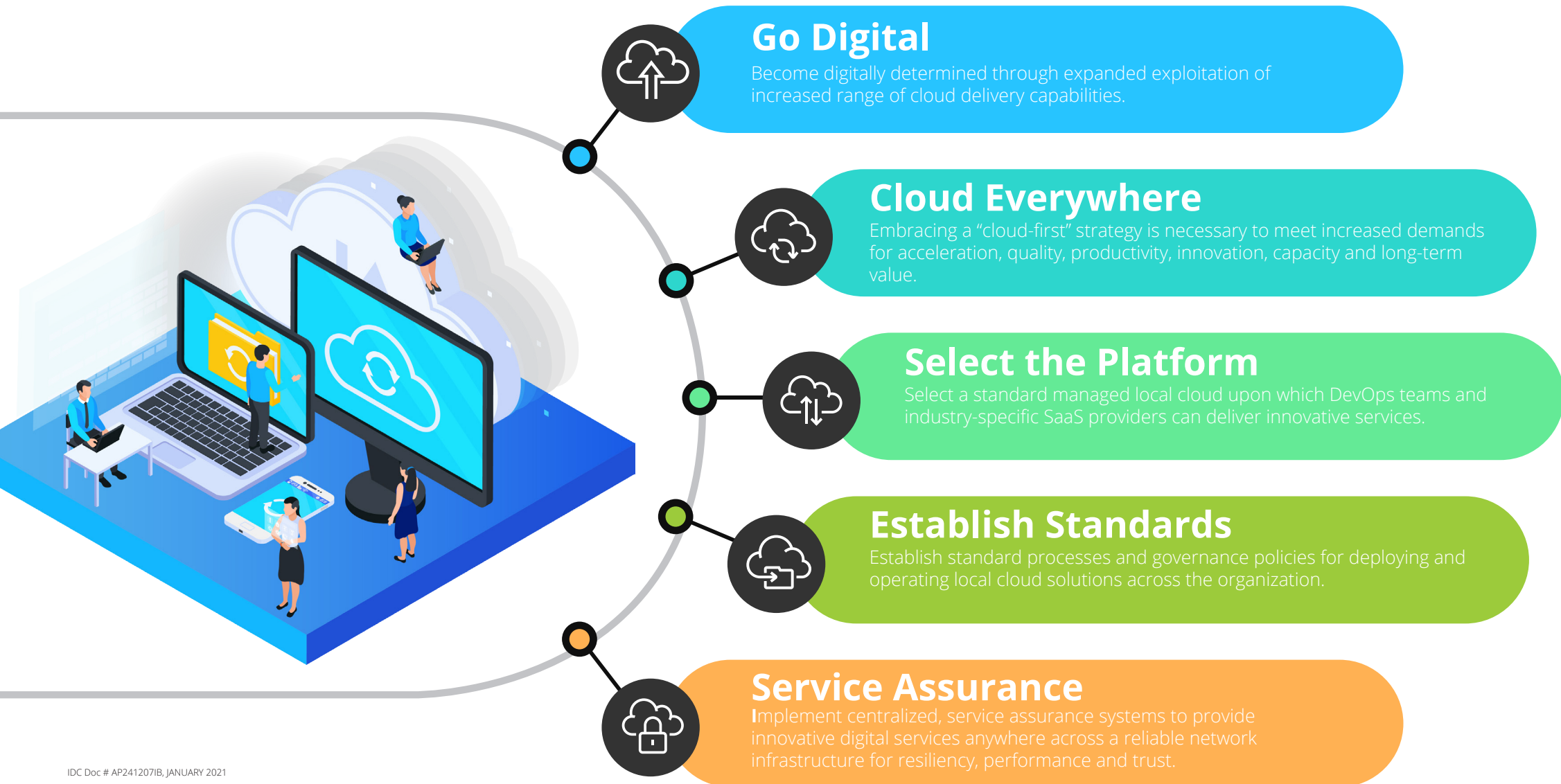


Managed local cloud services are becoming increasingly popular with large enterprise customers for specific workload requirements such as data regulation and network latency.



Application latency must be underpinned by a **solid, reliable, high performance network** infrastructure to deliver required performance objectives.

Embracing Local Cloud – What Customers Are Trying to Achieve



A Case for Managed Local Cloud

A 5-step process for success

Determine Suitable Verticals

- Financial services
- Manufacturing
- Online gaming / gambling
- Government

Requirements

- Low latency
- Rapid content distribution
- Data sovereignty
- Security, privacy

Hybrid Cloud Considerations

Best of both worlds

- Managed local clouds are complimentary to public cloud
- Designed to meet specific requirements that cannot be delivered conventionally
- Hybrid environments provide the benefits of agile development and elastic consumption

Choose the Right Network Infrastructure

- Local cloud environments require high service-level availability
- Use of services must be sustained through adequate network bandwidth and reliability



Assess Application Benefits

Migrations

- Migrate to a managed local cloud can be up to 5x faster than moving to a public cloud

Latency

- Consider real-time app performance especially for high throughput applications

Data residency

- Facilitate localization of sovereign data and processing on-premises

Choose the Right Partner

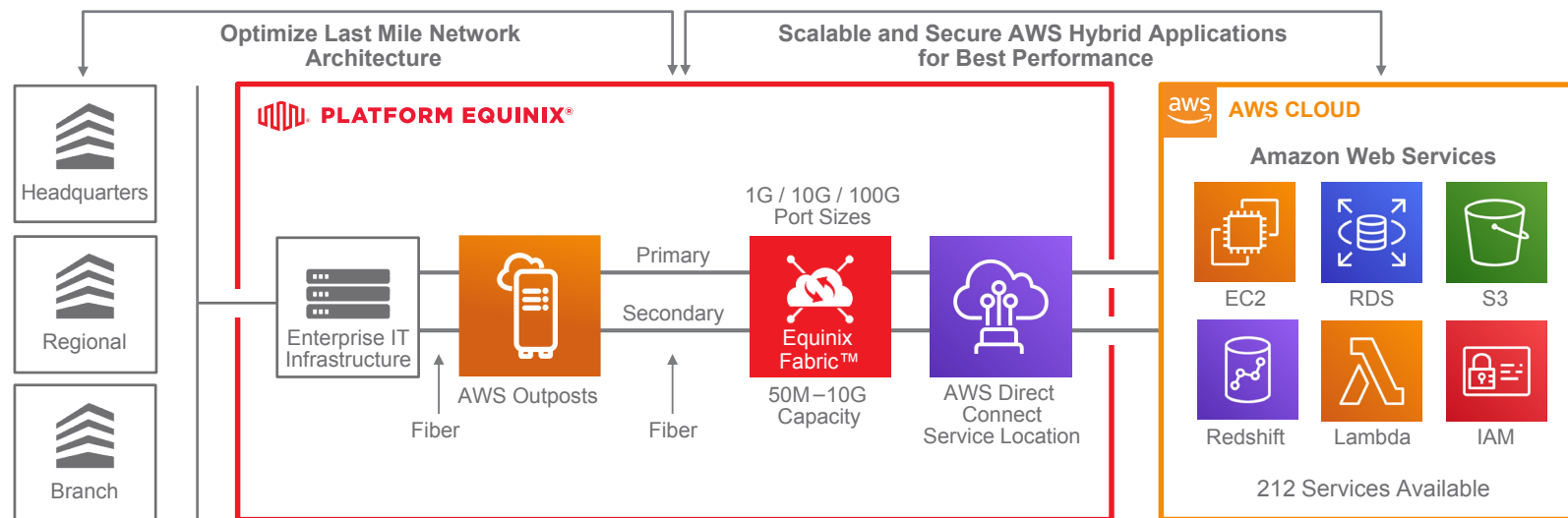
Decision time

- Local cloud offers many benefits - a key one being able to scale public cloud to an on-premises location. Same look, feel and implementation

Skills gaps

- Evaluate partners with specialist skills and the capabilities to deliver managed local cloud with hybrid interoperability

Equinix Builds the Foundation for AWS Hybrid Cloud



Equinix has more AWS markets than any other data center provider

AWS Partner

- Host of **critical AWS infrastructure** at Equinix data centers
- **34 AWS Direct Connect** nodes deployed at Equinix data centers globally
- **Preferred colocation pricing** for AWS Outposts deployment
- **Accelerated deployments** for AWS Outposts

Secure & Consistent Co-location

- **Globally consistent** data centers
- **99.9999%** global uptime and reliability record
- **N+1 or greater** redundancy on cooling, power and connectivity
- **24 X 7 physical & biometric** security
- **92% green energy** achieved with **100%** renewable power pledge
- Outposts SAV completed for **160+** sites
- **Accelerated deployments** for AWS Outposts

Interconnected Ecosystem

- **Dual and redundant** network quality interconnected data center
- **SDN based connectivity** to our ecosystems using our Equinix Fabric™
- Access to largest **40+ Internet Exchanges**
- **Unmatched ecosystem** at our data centers
 - **1,800+** Networks
 - **2,900+** Cloud & IT companies
 - **800+** Content & media

Get closer to AWS with Equinix for performance anywhere!

ASIA-PACIFIC



Please contact Equinix for more information at Equinix.hk/contact-us/sales.

