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Strategic Business Impact of Local Clouds

Accelerate digital transformation with AWS Outposts and Equinix

Digital Enterprises are Modernizing Their Infrastructure



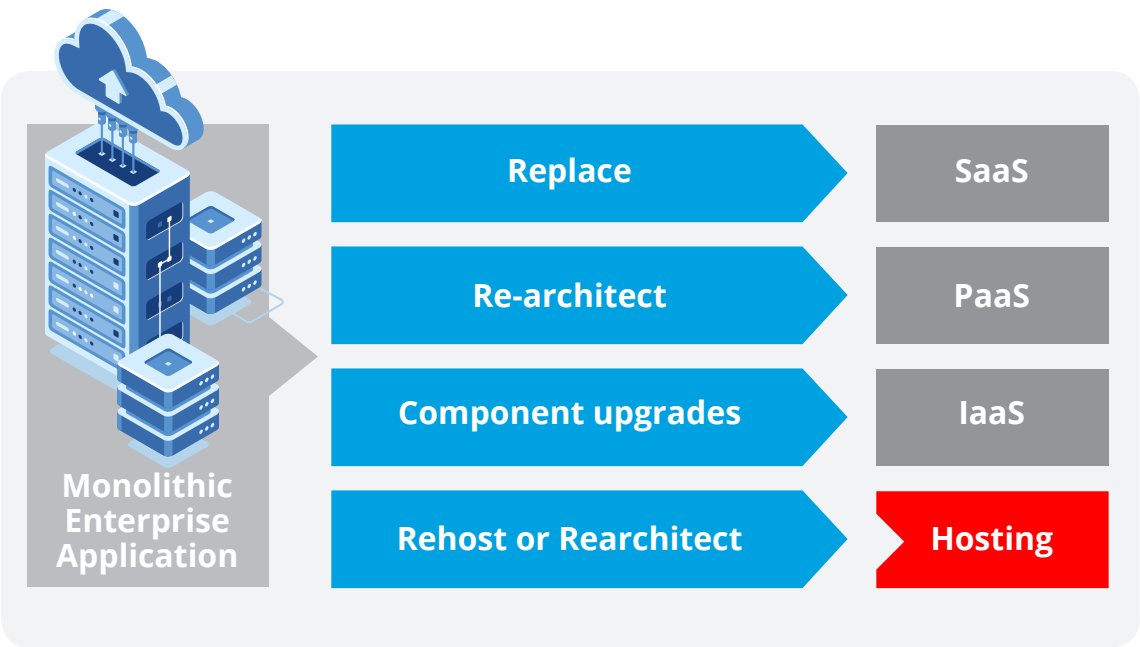
In 2020, 57% of senior IT management had a cloud-first or cloud-only” strategy. This includes workload determination for hosted, public or local cloud. **74% are currently using SaaS** and over **50% are using PaaS and IaaS**.

5-Step Strategy for Successful Cloud Migration



Typical Choices for Infrastructure Transformation

For “hard to shift” infrastructure applications, enterprises are increasingly looking at local clouds as a solution for rehosting or rearchitecting.



76% of large enterprise customers stated that local cloud solutions from public cloud providers offer better value than traditional private clouds.

Challenges of Enterprise Cloud Management



Enterprises are forecast to run 40% of applications on premises in private/local clouds

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

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

Enable 360-degree visibility. Enforce consistency across public and local cloud to save duplication of effort and skills.

Lower complexity

Avoid silos of data and applications. Reduce complexity by replicating functionality across local clouds.

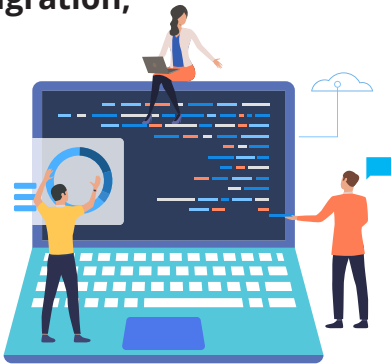
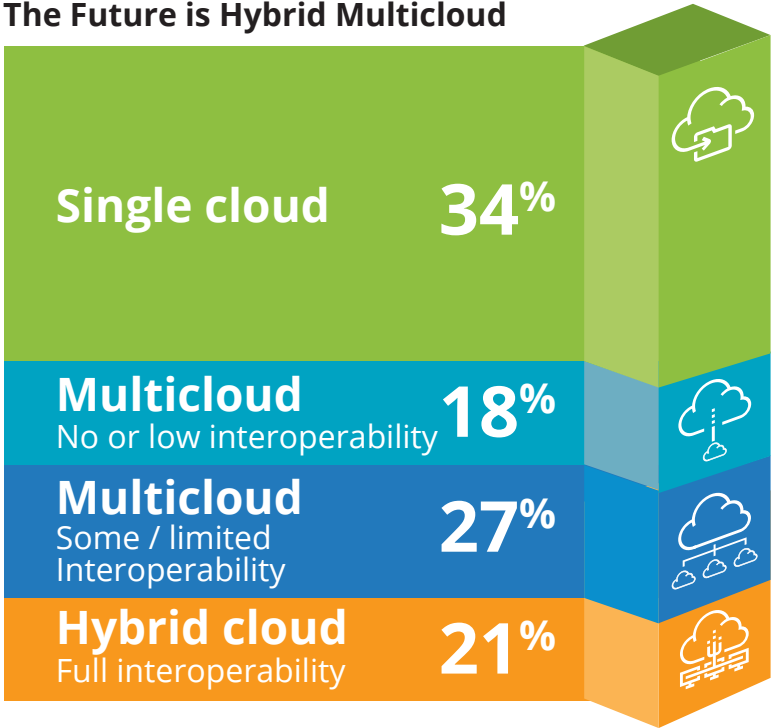
Public cloud service access

Best of both worlds -- public cloud services available on-premises with better control, security, and performance.



Enterprises are increasingly shifting to local clouds for a variety of reasons: **reduced costs, lower complexity, seamless migration, better security/compliance, higher performance, and easier management**

**Cloud Adoption Status -
The Future is Hybrid Multicloud**



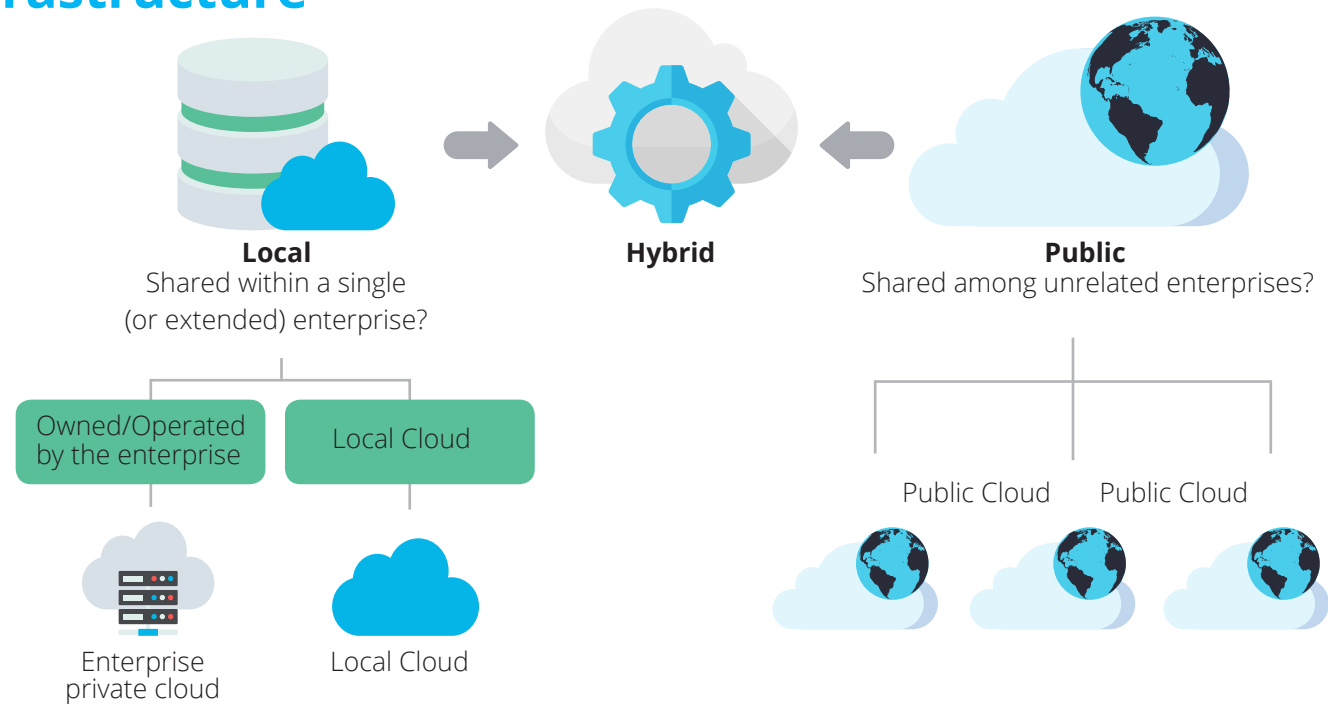
IDC expects that **hybrid cloud environments** which include locally managed clouds with **full interoperability** will be the fastest growing segment.

Challenges of Enterprise Cloud Management

CHALLENGE
#2

Distributed applications means managing hybrid clouds across local and public infrastructure

By 2022, over **90%** of enterprise companies globally will rely on a mix of on-premises / dedicated private clouds, several public clouds, and legacy platforms to meet their infrastructure needs.



Managed local clouds

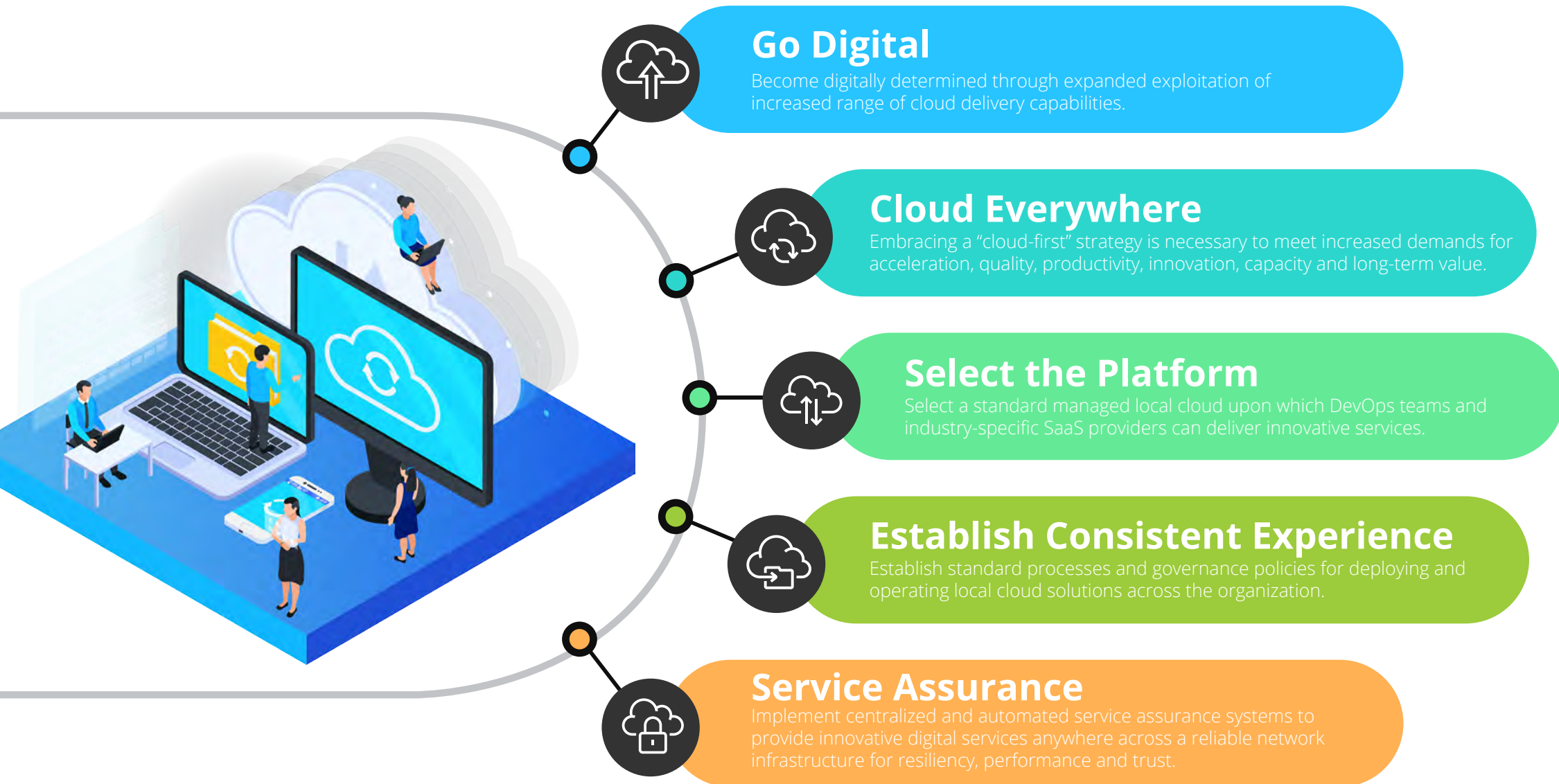


Managed local cloud services such as AWS Outposts are becoming increasingly popular with large enterprise customers to address workload requirements such as performance (latency), ease of multicloud management, security, and compliance.



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



Choosing AWS Outposts to Drive IT and Business Outcomes

A 5-step process for success

Determine Suitable Verticals

- Financial services
- Retail
- Manufacturing
- Government
- Gaming

Requirements

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

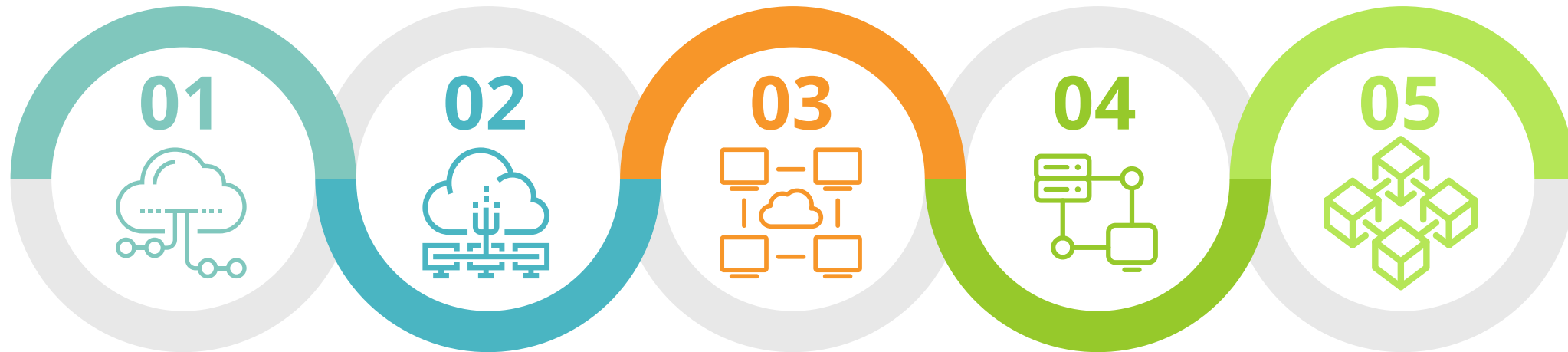
Hybrid Cloud Considerations

Best of both worlds

- Managed local clouds such as AWS Outposts are complementary to public cloud
- Enables hybrid cloud -- seamless integration of local cloud and public cloud
- Hybrid cloud with AWS Outposts provides benefits such as optimal workload placement, better performance, security and compliance, 360-degree visibility, common management tools across public and private clouds, availability of public cloud services on-premises, agile development, and elastic consumption

Choose the Right Network Infrastructure

- AWS Outposts offers high availability, flexibility, self-service portal, and other public cloud-like features
- Successful deployment of Outposts requires a robust network with adequate bandwidth and reliability



Assess Application Benefits

Migrations

- Migration of workloads to local AWS Outposts can be up to 5x faster than migrating to a public cloud

Latency/Performance

- Evaluate real-time application performance in Outposts, especially for high throughput applications

Data Sovereignty

- AWS Outposts enables better compliance and governance, thanks to localized data

Choose the Right Partner

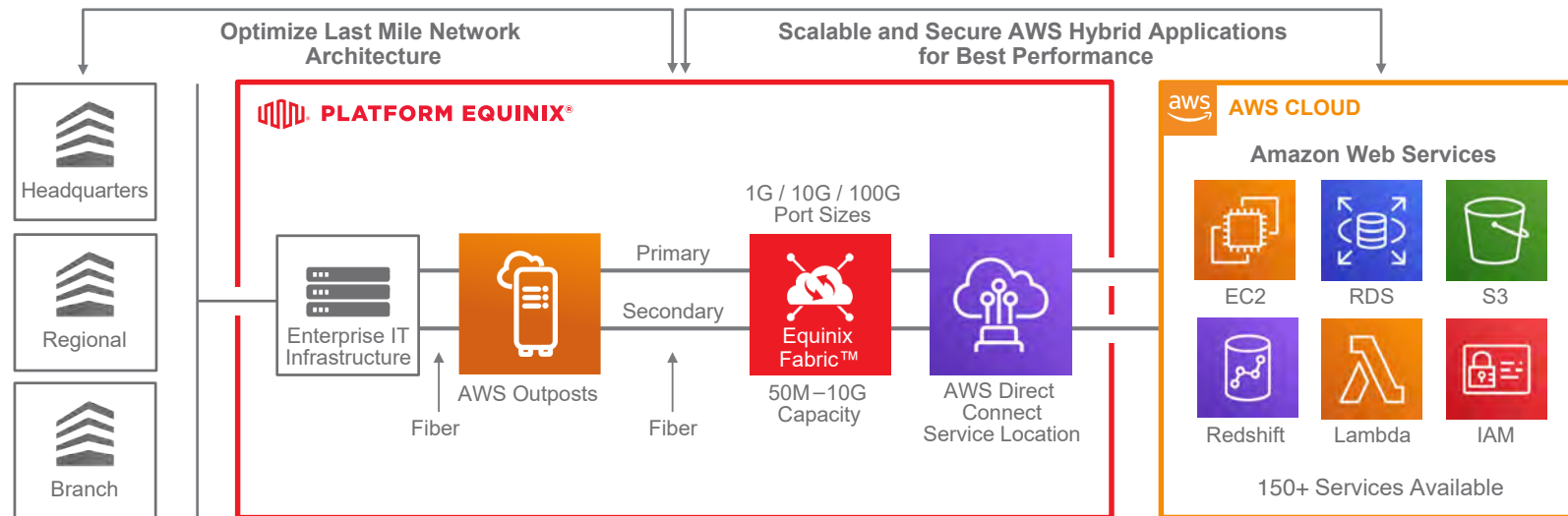
Decision time

- AWS Outposts 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 manage local cloud with hybrid interoperability

Equinix Builds the Foundation for AWS Hybrid Cloud



Get closer to AWS with Equinix for performance anywhere!

220+
Data Centers

26+
Countries

99.9999%
Uptime

63
Metros

34
AWS Direct
Connect Locations

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

Please contact Equinix for more information at AWSOutposts@equinix.com

