



The Cisco | Equinix Partnership

Delivering secure, high-performance application experiences optimized for hybrid, multicloud environments

Speaker name

Speaker title

Agenda

A man in a dark suit and glasses is seen from the side, gesturing with his right hand towards an audience. The audience consists of several people seated at long tables in a modern, brightly lit room with large windows in the background.

- 1 Delivering great application experiences
- 2 Cisco and Equinix partnership
- 3 Enterprise WAN use case
- 4 Hybrid, multicloud use case
- 5 Key takeaways and next steps

How do you deliver great application experiences?

For applications running in hybrid, multicloud environments

More applications
deploying on hybrid,
multicloud



UX

Delivering a great user
experience while simplifying
operations management is
critical to your business'
success

Where and how you connect matters

The software-defined wide area network (SD-WAN) provides the foundation



User quality of
experience



Security and
compliance



Costs and
complexity

Cisco and Equinix are global strategic partners



Leader in networking,
compute, and security

46% SD-WAN
worldwide market share



Leader in
data centers

96% of Internet traffic goes through
Equinix data centers

Together, we help you deliver secure, high-performance application experiences
optimized for hybrid, multicloud environments globally

Scale globally

Equinix offers the largest number of locations with the largest choice of networks, clouds, and digital partners

210
Data centers

55
Metros

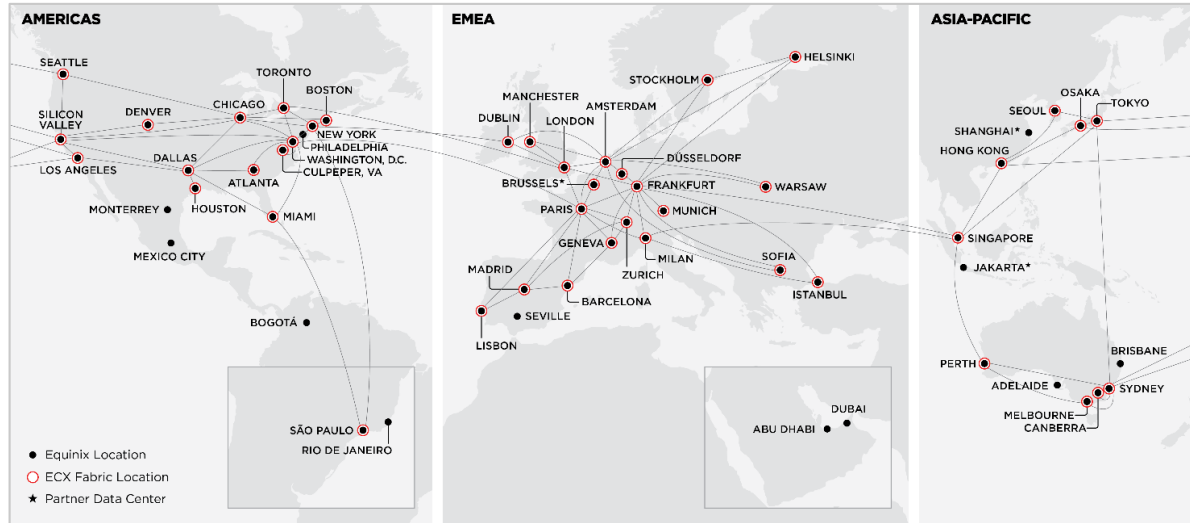
26
Countries

5
Continents

9,700+
Companies

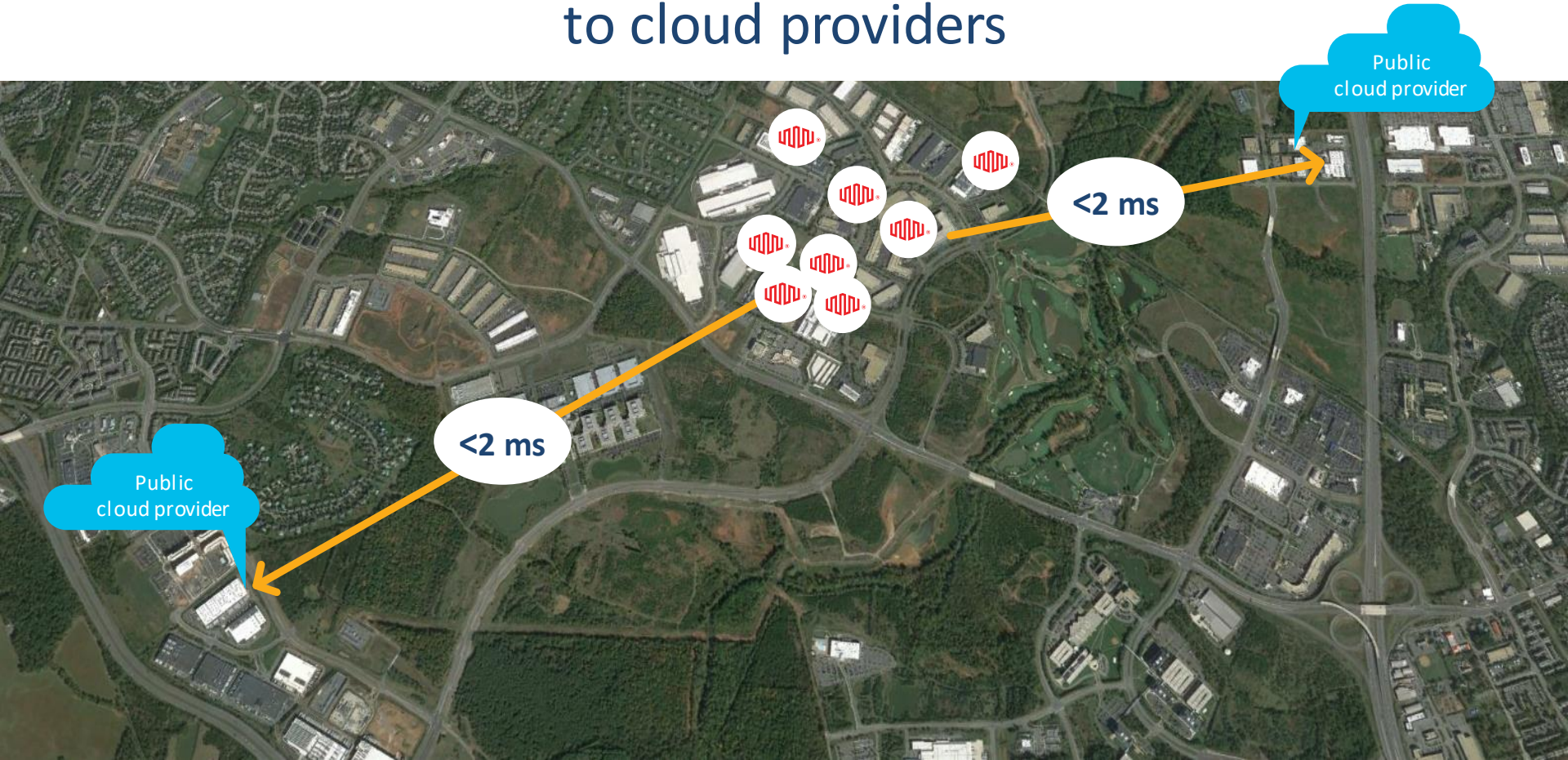
363,000+
Interconnections

>99.9999%
IBX uptime

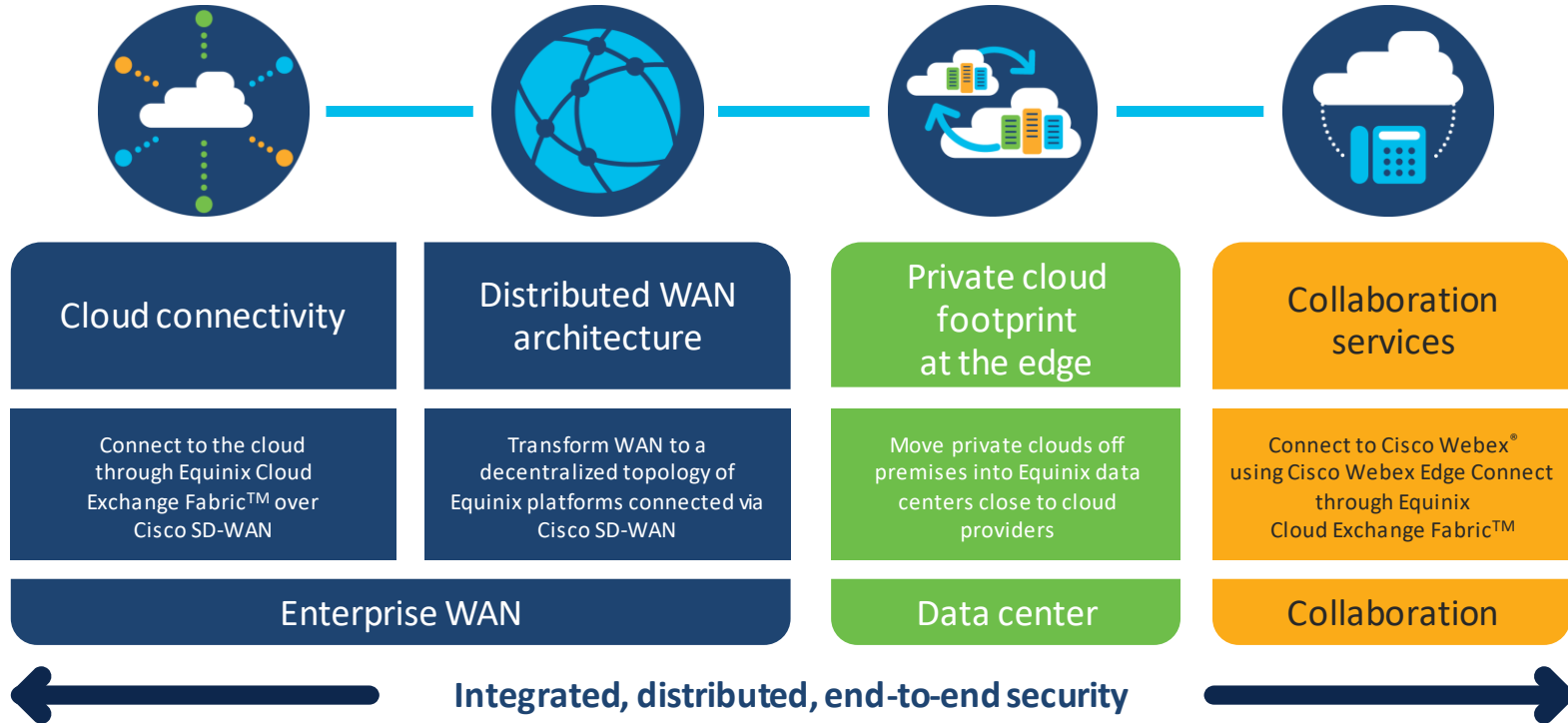


70% of all devices connected to Equinix Cloud Exchange Fabric™ are from Cisco

Minimize latency through close proximity to cloud providers



Cisco and Equinix joint enterprise use cases



Enterprise WAN transformation



Cloud connectivity

Connect to the cloud through Equinix Cloud Exchange Fabric™ over Cisco SD-WAN



Distributed WAN architecture

Transform WAN to a decentralized topology of Equinix platforms connected via Cisco SD-WAN

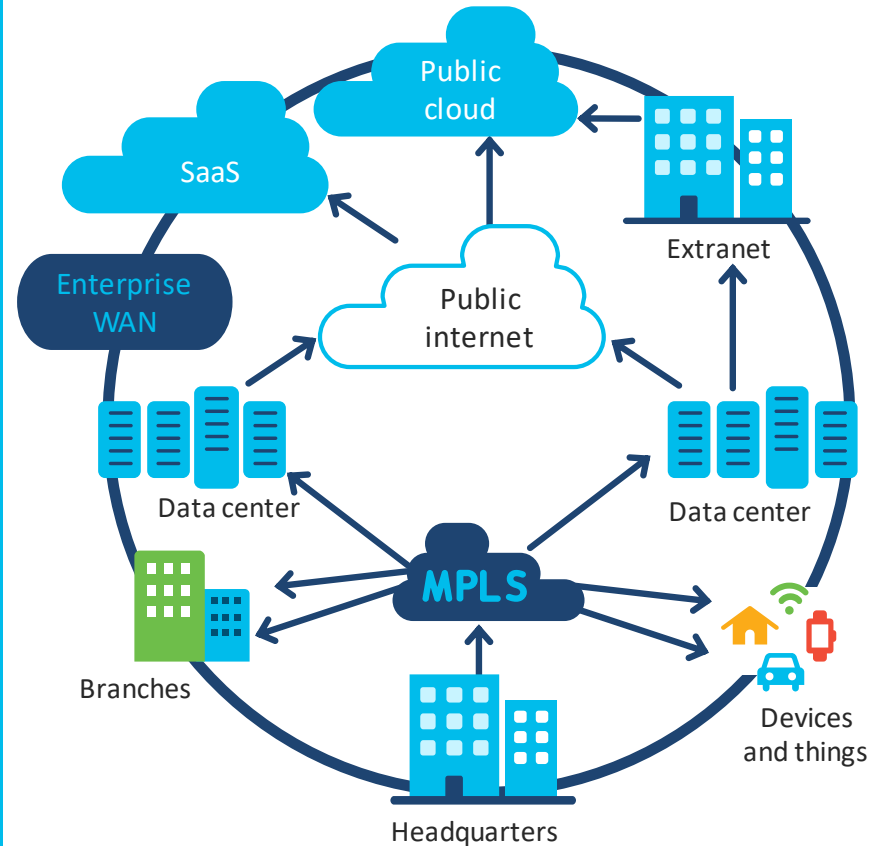
Enterprise WAN

Legacy WAN was not built for the cloud

Unpredictable
application performance

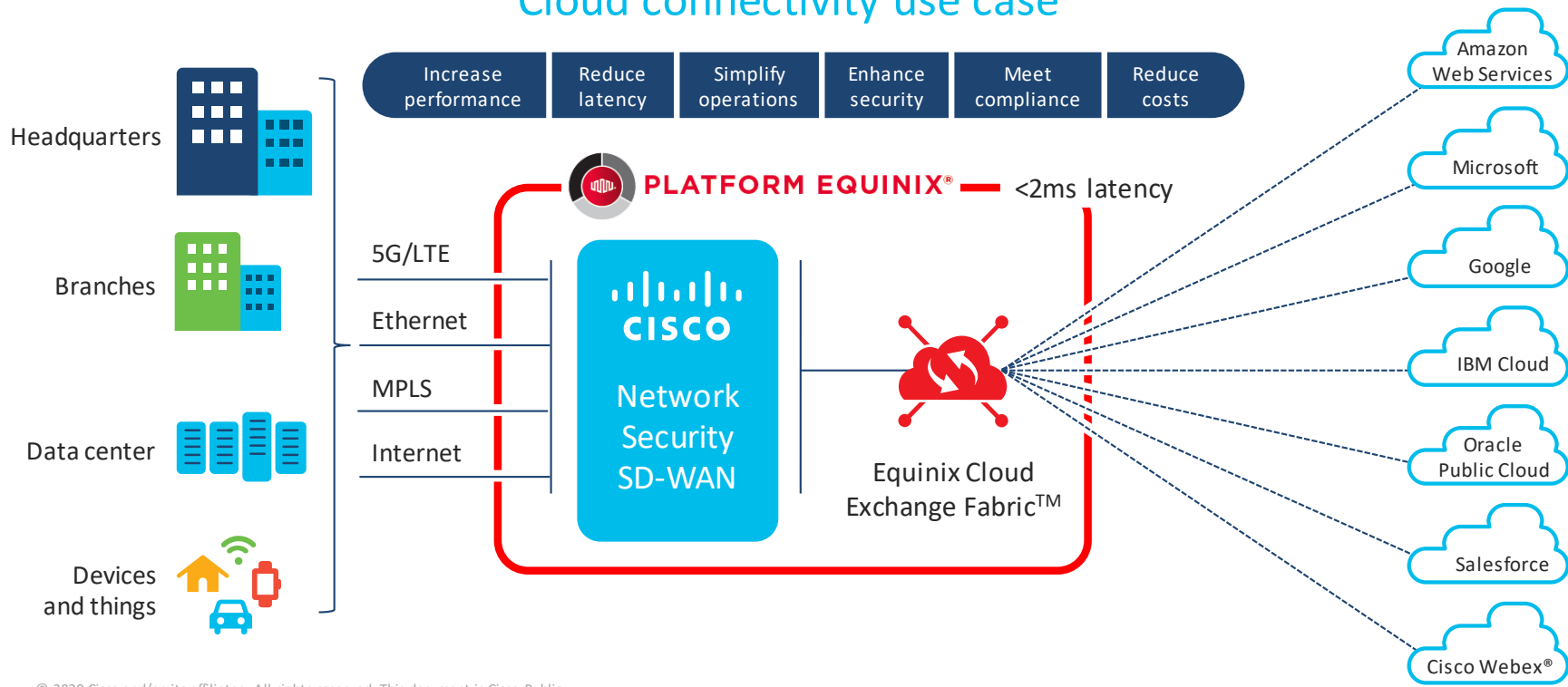
Exposure to security risks

Higher costs



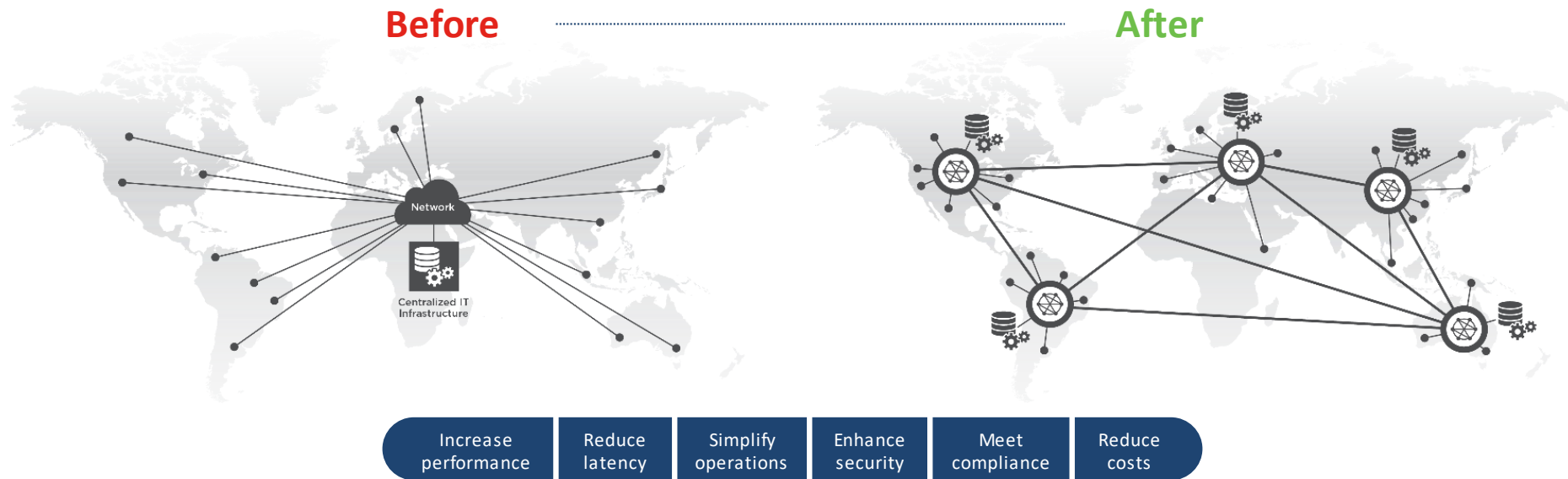
Deliver high-performance, secure application experiences and simplify operations management

Cloud connectivity use case



Increase performance, reduce latency, and enhance security

Distributed WAN architecture use case



Enable the delivery of secure, high-performance application experiences

At minimal cost and complexity



Higher performance
and lower latency



Improve security and
compliance



Reduce TCO and
simplify operations at
scale

Major retailer modernizes IT to better compete against online retailers

Case study

Challenges

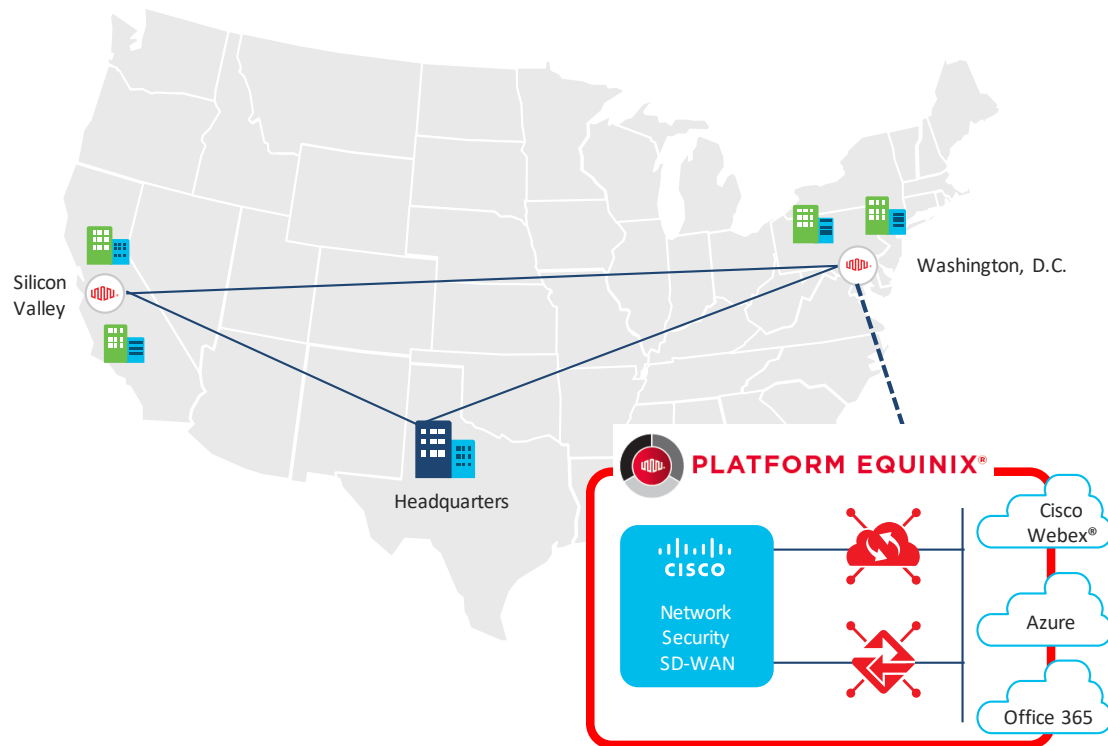
- Compete more effectively
- Increase business agility
- Better “wow” its customers
- Reduce WAN downtime to improve the in-store experience

Solution

- Transformed to a cloud-first company
- Migrated off premises to a Cisco data center stack at Equinix
- Replaced expensive MPLS with Cisco SD-WAN

Benefits

- Modernized IT infrastructure to become more agile
- Improved the customer experiences
- Reduced WAN costs



Data center, hybrid, multcloud



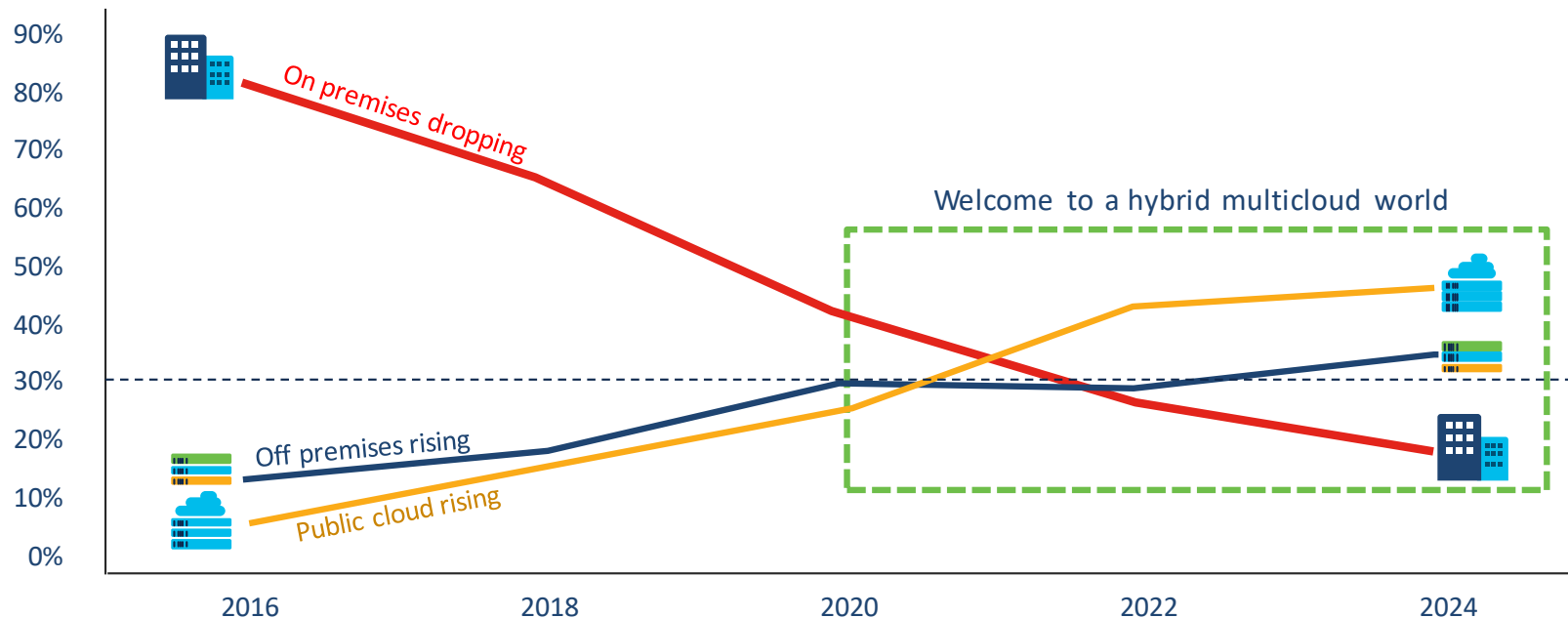
Private cloud
footprint
at the edge

Move private clouds off
premises into Equinix
data centers close to
cloud providers

Data center

Running your own data center is expensive

Rising costs drive the trend to run private workloads off premises



Enterprise Computing Workloads
Source: Gartner (Jan 2018)



On premises



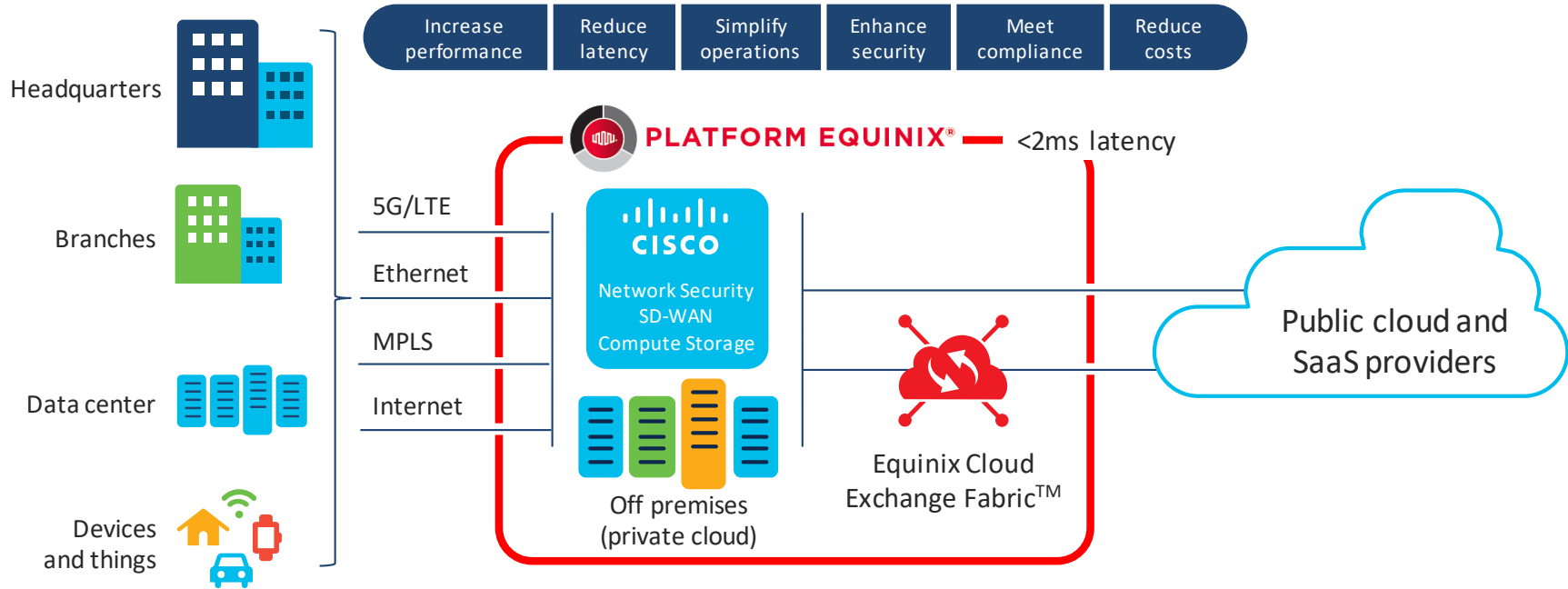
Off premises
(colocation,
managed hosted)



Cloud providers
(IaaS, PaaS,
hyperscale CSPs)

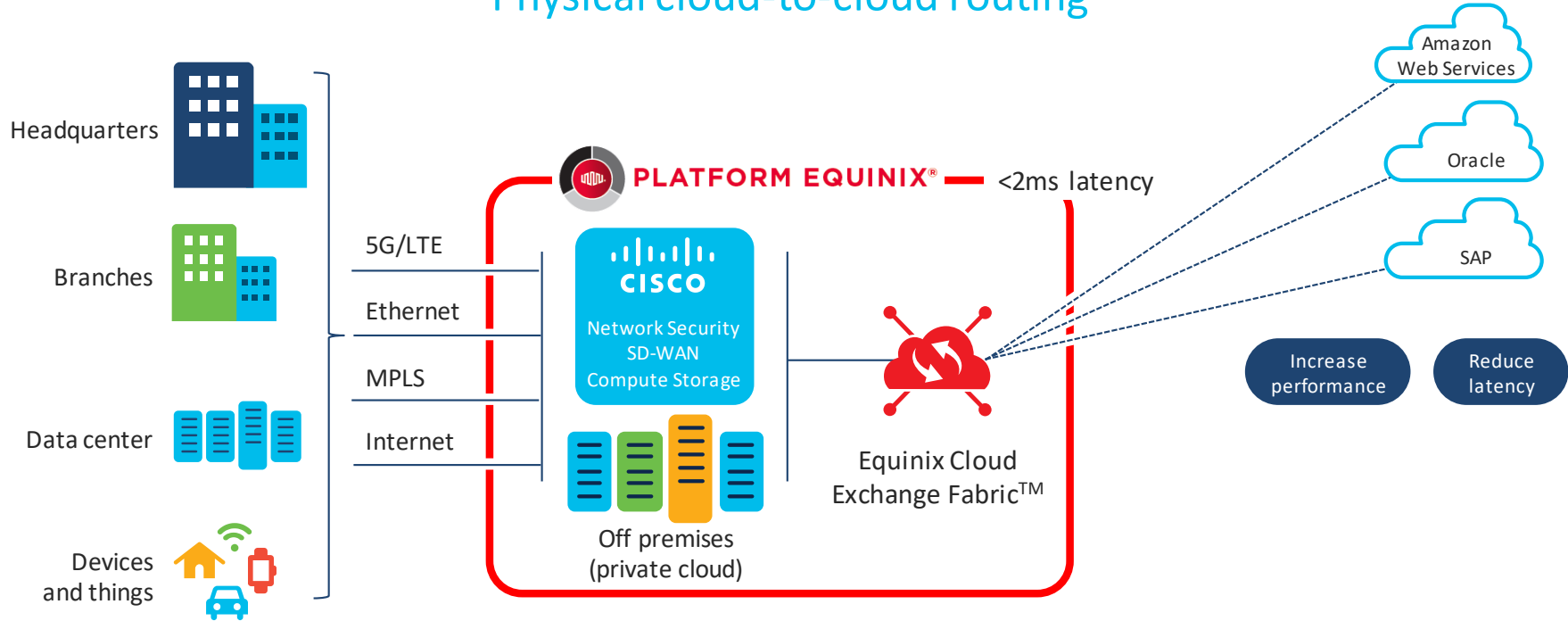
Achieve more control and security for less

Private cloud footprint at the edge use case



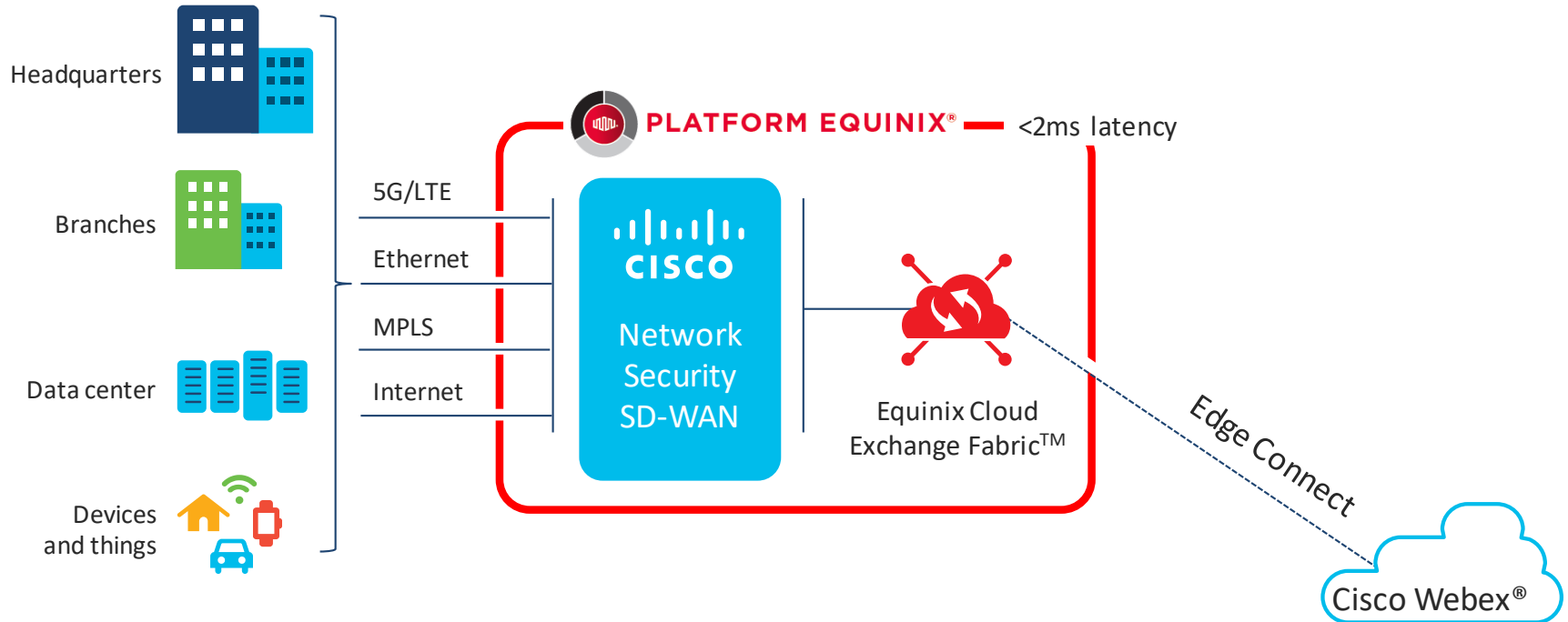
Increase performance for multicloud deployments

Physical cloud-to-cloud routing



Improve user experience, increase security, reduce congestion for collaboration

Collaboration services use case



Improve user experiences for hybrid, multicloud deployments

Move private cloud off premises at the edge



Higher performance and lower latencies for hybrid, multicloud deployments



Reduce potential security exposure points



Reduce TCO and simplify operations

Agricultural manufacturing company improves multicloud performance through cloud-to-cloud routing

Case study

Challenges

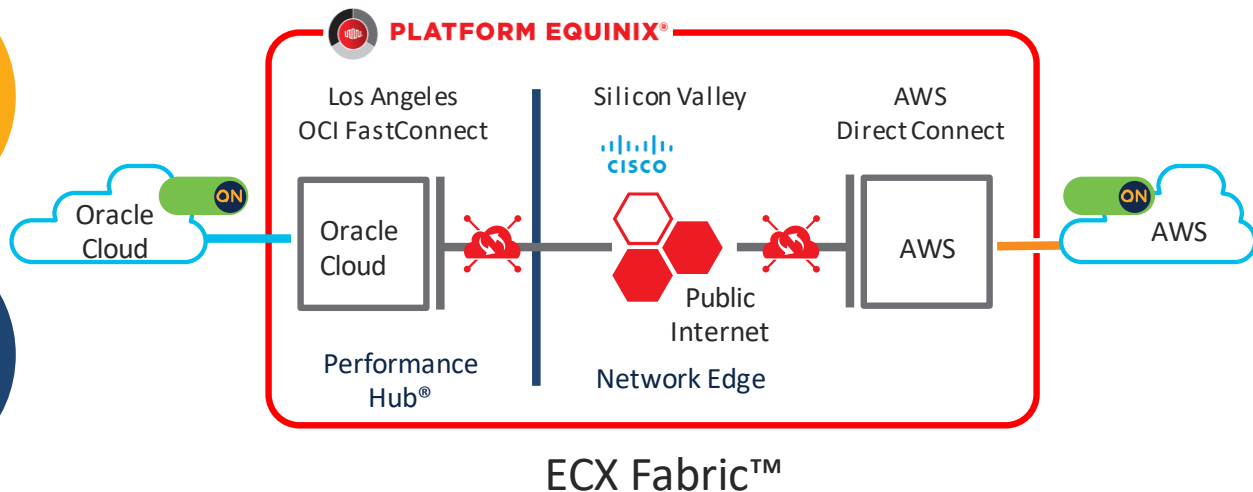
- Establish private connectivity between Oracle Cloud (OCI) in Phoenix and AWS US-West Region
- Avoid implementing physical infrastructure

Solution

- Deploy Cisco virtual router in Equinix Silicon Valley data center
- Connect AWS US-West or Oracle Cloud in LA to reach OCI region in Phoenix

Benefits

- Migrate data to OCI and maintain data synchronization between AWS and OCI without additional physical footprint



Key takeaways



Why Cisco + Equinix

Optimize your application experiences in hybrid, multicloud environments



Market leaders

Seamlessly integrated
portfolio

Delivering secure, high-
performance application
experiences at scale

Next steps

Contact Cisco, Equinix,
or a partner for a network
assessment meeting

For more information, visit
[Cisco and Equinix partner site](#)

