



EQUINIX

Where Opportunity Connects to AWS Direct Connect

PROXIMITY MATTERS

GLOBAL
DATA
CENTERS

VIBRANT
BUSINESS
ECOSYSTEMS

A LEADING
INTERCONNECTION
SOLUTION

Equinix.com



THE GLOBAL INTERCONNECTION PLATFORM FOR THE
WORLD'S LEADING BUSINESSES

In the digital economy, business competes at the digital edge—where physical and digital worlds come together. To succeed, you need an approach that is globally dispersed, agile and dynamic—one that seamlessly, efficiently and securely integrates all your people, locations, clouds and data to a growing global marketplace. Equinix and Amazon Web Services (AWS) enable this new interconnected digital world.

By enabling companies to place their mobile sales and payments, digital services and other digital products in proximity to dynamic cloud interconnection edge nodes, Equinix and AWS help digital companies conduct business in the cloud.



ACCELERATING YOUR JOURNEY TO THE CLOUD

GLOBAL DATA CENTERS



Equinix

200 data centers across 5 continents (24 countries) in 52 markets



AWS

100+ services, from compute and storage to networking, management and mobile

VIBRANT BUSINESS ECOSYSTEMS



Equinix

9,800+ customers and 280,000+ cross connects from world class ecosystems



AWS

Millions of active customers

FAST, SECURE INTERCONNECTION



Equinix

99.9999% reliability



AWS

99.999999999% durability

Company considerations for accessing AWS via the public cloud



Maintain a secure connection to the internet



Access the cloud in the country of operations



Incur costs based on actual usage



Achieve predictable and consistent performance



Comply with regulations with a private, dedicated connection to data



Optimize application performance with secure and accelerated data transmission

Why are industry leaders coming to Equinix to access Amazon Web Services (AWS)?



Obtain fast, secure and affordable access to AWS Cloud services via AWS Direct Connect



Maintain control over their own network and resources



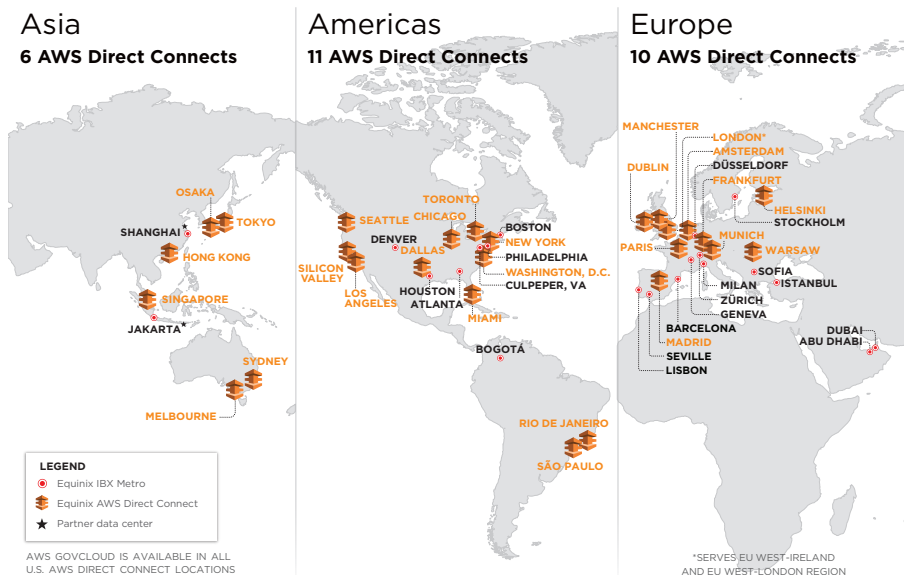
Deploy a hybrid cloud infrastructure

The worldwide public cloud services market was projected to grow 18% in 2017 to total \$246.8 billion, up from \$209.2 billion in 2016, according to Gartner, Inc. It was anticipated that the highest growth would come from cloud system infrastructure services (Infrastructure as a Service [IaaS]), which was projected to grow 36.8% in 2017 to reach \$34.6 billion. Cloud application services (Software as a Service [SaaS]) was expected to grow 20.1% to reach \$46.3 billion.¹

¹ Source: Gartner, Press Release "Gartner Says Worldwide Public Cloud Services Market to Grow 18 Percent in 2017," February 22, 2017, <http://www.gartner.com/newsroom/id/3616417>

GLOBAL DATA CENTERS

Equinix offers private, secure access to AWS Direct Connect in more metro markets than any other colocation provider.²

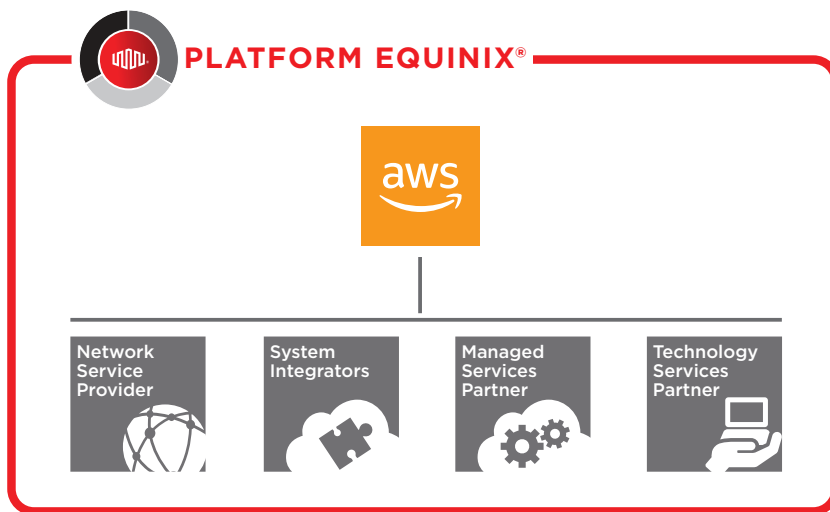


² Source: AWS Direct Connect Locations; <http://aws.amazon.com/directconnect/features/>



VIBRANT BUSINESS ECOSYSTEMS

Equinix provides easy, secure and low-latency connections to AWS Cloud Services in key metro areas globally, facilitating access to vibrant business ecosystems across diverse industries.



Healthcare



Media and entertainment



Enterprise



Financial services

System Integrator

Example: Accenture

Activity: Provides integration services ranging from evaluation/assessment and planning to integration to the edge

Benefit: Localizes architecture, distributing components, data and application services at the edge. This not only provides a digital advantage, but also reduces risk and improves control.

Network Service Provider

Example: AT&T

Activity: Connects enterprise WAN & LAN to edge

Benefit: Helps localize traffic and creates optimal path for outside-in connectivity to AWS Cloud. Performance translates to revenue.

Managed Services Partner

Example: Datapipe

Activity: Provides integrated services, including security management, compliance management and hosted services at the edge

Benefit: Focuses on day-to-day optimization and management of public cloud, private and hybrid environments for the enterprise, so business owners can focus resources on innovation and growth.

Technology Services Partner

Example: NetApp

Activity: Provides localization and scalability solutions for latency-sensitive data with proximity to services that require it at the edge

Benefit: Localizes data at the edge with accessibility, security, sovereignty and control—without compromising the value propositions of cloud and digital ecosystems. Minimizes the risks of data loss, data leakage and data theft.

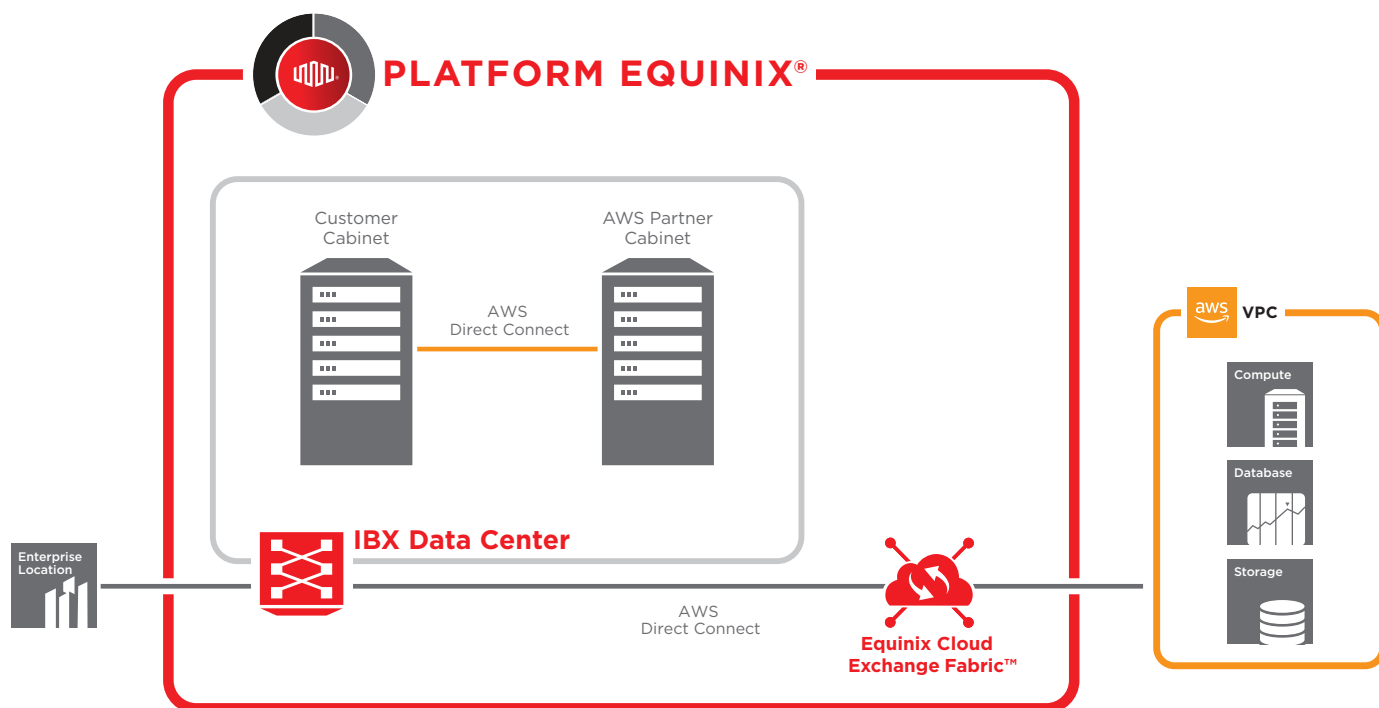
FAST, SECURE INTERCONNECTION

AWS Direct Connect

Equinix enables companies to connect their IT infrastructure directly to AWS with a dedicated connection in an Equinix International Business Exchange™ (IBX®) data center, establishing secure network access to business apps and data while bypassing the public internet.

Migrating applications or building new applications on the AWS cloud

AWS offers a broad set of global, cloud-based products including compute, storage, databases, analytics, networking, mobile, developer tools, management tools, IoT, security and enterprise applications. These services help organizations move faster, lower IT costs and scale. AWS is trusted by the largest enterprises and the hottest start-ups to power a wide variety of workloads.



Benefits of AWS on Platform Equinix®



Security

Bypass the public internet with a secure, direct connection to AWS



Predictability

Gain fast, predictable performance by choosing a 1 GbE or 10 GbE connection to AWS



Sovereignty

Specify the location of your data using 200 data centers worldwide



Privacy

Establish a private connection to AWS and comply with data privacy laws



Cost

Pay for only what you use with automated near-real-time billing



Latency

Reduce latency to as little as 1 millisecond per roundtrip

“IT transformation is really about creating new value by leveraging new technology, rather than spending time managing legacy systems. Equinix allowed us to unlock the value of AWS for greater agility and innovation with our DevOps and customer analytics, accelerating our productivity like never before.

Equinix and AWS allowed us to deliver a greater quality of service to our users, and an incredible return on our investment in just one year, by enabling us to create a fast, scalable, secure and reliable hybrid IT infrastructure.”

- Steve Cretney, Vice President/CIO, SC Data Center, Inc. (an affiliate of Colony Brands)

Common use cases with AWS Direct Connect



Compute and analytics

A global insurance risk management company uses Equinix and AWS Direct Connect for high performance computing (HPC) and analytics to process millions of policies daily to model and simulate risk assessment.



Compute and database

One of the nation's top-ten U.S.-based banking institutions uses Equinix and AWS Direct Connect for high-speed connectivity to a mobile banking application to process and scale millions of banking requests per day.



Storage

An online video broadcasting company expands capacity and global reach through Equinix and AWS, while achieving scalability, enhancing flexibility and improving ROI.



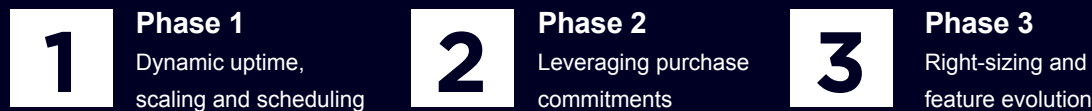
Compute and database

One of America's largest subscription video on-demand and live-TV streaming service companies utilizes AWS Direct Connect to connect to AWS cloud services for processing and delivery of video content to its customers.

Tap into professional services to accelerate your journey to the cloud

Equinix Professional Services for Cloud (EPS Cloud)

Maximize your cloud investment by employing a three-phase cloud optimization process that shows cost-savings models and a phased implementation of recommended changes.



Equinix.com/services/consulting/eps-cloud/

Learn more about our global data centers, vibrant business ecosystems and a leading interconnection solution at:

Equinix.com/partners/AWS
Equinix.com/pm/AWS-and-Equinix



About Equinix

Equinix, Inc. (Nasdaq: EQIX), connects the world's leading businesses to their customers, employees and partners inside the most-interconnected data centers. In 52 markets across five continents, Equinix is where companies come together to realize new opportunities and accelerate their business, IT and cloud strategies.

In a digital economy where enterprise business models are increasingly interdependent, interconnection is essential to success. Equinix operates the only global interconnection platform, sparking new opportunities that are only possible when companies come together.