



Accelerating digital transformation with next-generation deployment models

Today's forward-thinking enterprises need more options. As they start to incorporate public clouds, hybrid deployments, edge architectures and more into their overall IT platform design, they are faced with unique challenges. They've discovered that managing their own data centers and connectivity reduces their ability to optimize and scale their workloads. Many are finding it nearly impossible to meet sustainability goals and a growing list of heavy workload requirements, on top of maintaining in-house facilities and IT infrastructure. Enterprise customers need new ways to effectively deploy IT infrastructure to meet their own digital transformation goals in the coming years.

Equinix and Dell Technologies have observed this industry shift in real time. Now, as recognized leaders in our own fields, we're teaming up to help customers deploy IT infrastructure that provides the greatest flexibility, agility and scale — while ensuring high levels of security and performance for their growing list of demanding workloads.

By combining our expertise, Equinix and Dell Technologies enable customers to move from centralized to distributed IT infrastructures by strategically locating assets in both private and public cloud environments. These environments are located next to one another to optimize performance, security and control, allowing businesses to deploy workloads where they work best. Connected with the world's most powerful interconnection capabilities, our solutions are enabled through a rich digital ecosystem of more than 1,800 networks and 3,000 cloud and IT service providers. Our next-generation deployment models allow you to:

- Empower your digital transformation through modernized infrastructure, deployed to dramatically reduce network costs, reduce security vulnerabilities, reduce latency and improve performance
- Simplify your architectural design to make moving to a hybrid, multicloud architecture easy and fast
- Streamline expenses by aligning consumption models with your business requirements
- Reduce time-to-deployment so you can launch your digital infrastructure solutions rapidly and achieve time-to-value more quickly

Equinix and Dell Technologies bring all the pieces together within three next-generation deployment models:

- Sovereign Adjacency
- Interconnected Enterprise
- Intelligent Edge

These deployment models work by enabling businesses to deploy their infrastructure on Dell Technologies architecture within Equinix data centers. From there, they can dynamically connect to industry-leading cloud and network providers around the world via software-defined interconnection, gaining maximum choice, flexibility and scale. By locating private infrastructure adjacent to public cloud services and leveraging dedicated high-speed connections, we provide our customers with the lowest latency, best performance and highest level of security possible.

Align your IT infrastructure to your greatest needs — and open the door to digitally transform in any way you see fit — without being limited by legacy infrastructure and deployment models.



“We know security, performance and cost control are of utmost importance to our customers. With hybrid and multicloud technology, it’s all about putting workloads where they work best, which is why our partnership with Equinix is really a game-changer. Together, we can help our customers build multicloud solutions that take advantage of both architectures, and at the same time, maximize choice, mobility, cost and performance.”

Denise Millard
Senior Vice President, Global Alliances, Dell Technologies



“Equinix is thrilled to be partnering with Dell Technologies in moving enterprises along their digital transformation journey as we provide our joint customers with more choice and greater flexibility in managing their hybrid IT infrastructure. Making secure, on-demand, dynamic multicloud consumption simpler matters today more than ever. As a result of our strategic partnership with Dell Technologies, the value for our joint customers, partners, ecosystems and cloud service providers is tremendous and the impact is immediate.”

Greg Adgate
Vice President, Global Partnerships and Alliances, Equinix

EQUINIX AND DELL TECHNOLOGIES AT A GLANCE



Ranked No. 1

Equinix is #1 in data center colocation¹; Dell Technologies is the top storage,² HCI³ and backup/recovery provider.⁴



Global reach and security

235+ data centers located in 65 strategic markets in 27 countries offer top performance with >99.9999% uptime.



Optimized performance

Customers can privately connect their infrastructure with agility and scale adjacent to a rich digital ecosystem.



Sustainability leaders

Dell Technologies and Equinix share a commitment to be climate neutral by 2030.

Unlock next-generation deployment models for all your workloads

Equinix and Dell Technologies allow digitally forward enterprises to free themselves from legacy, in-house data centers and limited connectivity options. Our solutions offer these deployment models:

Sovereign Adjacency. Sovereign infrastructure from Dell Technologies — including solutions such as APEX, compute, storage and protection — allows customers to optimize workloads on dedicated infrastructure. Equinix's interconnection services privately connect Dell Technologies' solutions to public cloud providers, software-as-a-service (SaaS) providers, partners and suppliers to increase performance, reduce latency and control costs.

Interconnected Enterprise. Our Interconnected Enterprise solutions leverage Equinix's global data center footprint to optimize proximity, aligning IT resources to organizational and user demand across major metropolitan areas and throughout the globe, putting the right workloads in the right place at the right time with better security, performance and cost control.

Intelligent Edge. Using edge architecture and innovation from Equinix and Dell Technologies, users can align IT solutions and capabilities to where demand is greatest. This enables them to extract value from data in real time, align security with the sensitivity and value of that data, and improve resource allocation and scheduling. Intelligent Edge solutions empower the big data analytics, machine learning and artificial intelligence capabilities provided by public cloud providers and specialized IT solution providers.

These deployment models leverage any combination of Dell Technologies solutions and acquisition paths in order to provide customers with the flexibility to address the requirements and preferences of each customer. These acquisition paths include:

APEX. Dell Technologies' storage-as-a-service portfolio offers a scalable, elastic consumption model for storage, protection, and private and hybrid cloud. Based on Dell Technologies' infrastructure, APEX enables users to simplify transformation, adapt easily to shifting conditions and control data through cloud services. Users can provision quickly, pay as they go, and scale across a multicloud, multiedge, multi-data center environment.

Equinix Metal™ backed by Dell Technologies. Equinix Metal is the ideal solution for rapid data center modernization and for support during temporary shifts in workloads. Equinix Metal dynamically scales as needed on a pay-as-you-go consumption model, with multiple options and custom configurations to control costs and accelerate time-to-value for compute, storage, backup and hyperconverged workloads.

Customized Architectures. Dell Technologies and Equinix are working with customers and partners to create customized, next-generation architectures and service offerings that can be consumed in a variety of ways. In addition,

Dell Technology Managed Services can bundle Equinix products and services globally into customized solution designs for customers.

Equinix and Dell Technologies offer transformative choice, mobility, cost and performance advantages. Together, we optimize the digital transformation journey.

A proven partnership

Equinix and Dell Technologies tackle the next generation of digital transformation by combining our world-class expertise in the data center and enterprise technology markets. This natural partnership goes beyond producing revolutionary outcomes for enterprises; it's paving the way for innovation in infrastructure, the cloud market and digital transformation. As the fabrics of our businesses weave together to support our customers, we share a combined mission of empowering enterprises to drive growth through technology.

We serve as your trusted advisors to accelerate your digital transformation journey and ensure your success — now and in the future. Contact us for more information on joint Equinix and Dell Technologies solutions for your organization.

Learn more about our joint offerings by contacting Equinix.Inquiry@dell.com or Dell@equinix.com

About Dell Technologies

[Dell Technologies](#) (NYSE:DELL) helps organizations and individuals build their digital future and transform how they work, live and play. The company provides customers with the industry's broadest and most innovative technology and services portfolio for the data era.

About Equinix

[Equinix](#) (Nasdaq: EQIX) is the world's digital infrastructure company, enabling digital leaders to harness a trusted platform to bring together and interconnect the foundational infrastructure that powers their success. Equinix enables today's businesses to access all the right places, partners and possibilities they need to accelerate advantage. With Equinix, they can scale with agility, speed the launch of digital services, deliver world-class experiences and multiply their value.

¹ IDC MarketScape, "Worldwide Data Center, Colocation, and Interconnection Services 2021 Vendor Assessment," June 2021.

² IDC, "WW Quarterly Enterprise Storage Systems Tracker", CY21Q2 and "WW Storage Software and Cloud Services Qview," CY21Q2.

³ IDC, "WW Quarterly Converged Systems Tracker," CY21Q2.

⁴ IDC, "WW Quarterly Backup Appliance Tracker," CY21Q2.