



EQUINIX RESELLER PROGRAM

GLOBAL CHANNEL PROGRAM FOR PARTNERS DELIVERING INTEGRATED CLOUD SOLUTIONS TO THE ENTERPRISE

Program Overview

The Equinix Reseller Program enables value-added resellers (VARs), system integrators (SIs), managed service providers (MSPs) and other IT solutions providers to leverage the power of Platform Equinix™. The program offers a unique business approach to helping over 8,000 companies conduct business more securely and efficiently inside our 145 data centers. These data centers serve clients in government and more than seven industries, including retail, digital media and advertising, capital markets, insurance, healthcare, energy and mobile.

Resellers can leverage this unparalleled advantage to help their clients quickly and confidently deploy multi-site IT solutions, build cloud infrastructure, and move into new markets quickly. Equinix can help resellers deliver best-in-class colocation and cloud solutions to 40 business metros in 21 countries. And with the power of the Equinix Cloud Exchange, resellers can access multiple clouds from multiple networks, including cloud providers like Amazon Web Services, Microsoft Azure, Google, Cisco and SoftLayer. In fact, more than 500 cloud solution providers are available inside Equinix International Business Exchange™ (IBX®) data centers worldwide.

Partners Benefit

The Equinix Reseller Program helps resellers by providing sales support and technical and marketing resources to help partners find and deliver more business. Equinix works with resellers to increase revenues by expanding the resellers' cloud portfolios into new vertical and geographic markets globally. Through this program, Equinix is focused on helping partners deliver more compelling solutions as enterprise customers migrate to cloud models. Resellers receive training and support to promote, sell and deploy integrated solutions that leverage Equinix's market advantage and leadership worldwide.

Customer Benefits from Our Partnership

Success in the digital economy requires highly reliable and secure colocation with the ability to easily and efficiently connect to customers, vendors and partners on a global scale. Thousands of companies around the world rely on Equinix and its partners to deploy infrastructure and make the connections that drive the digital economy. We provide reliable, secure, carrier-neutral connectivity to power a vibrant ecosystem of buyers and sellers of services that accelerate business growth, increase agility and support long-term scalability.

Program Highlights

Four participation levels.

Equinix Partner Central – acts as a one-stop for sales enablement, collateral, training and demand generation.

Equinix Cloud Exchange features the leading public cloud platforms and over 500 cloud solution providers.

Deal registration price parity assurance.

Access to **Equinix Solutions Architects™** and 15+ **Solution Validation Centers™** worldwide.

Over 145 Equinix IBX data centers and 1,400+ network providers.

Equinix Marketplace gives direct access to over 8,000 customers and partners, including Google, Amazon, Cisco, Microsoft Azure and SoftLayer.

No program fees



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WHERE OPPORTUNITY CONNECTS

[Equinix.com](https://www.equinix.com)



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The benefits of being with Equinix include:

- **Scalability**—Reach target markets quickly, efficiently and with confidence using the most trusted global data center provider.
- **Global Reach**—Locate data where it matters most: across a massive worldwide footprint of data center locations that covers 40 key markets in 21 countries across five continents.
- **Choice**—Choose ideal network service providers from a broad selection of more than 1,150 networks that can help customers maximize performance and lower costs.
- **Ecosystems**—Connect with over 8,000 customers and partners who form critical business ecosystems inside Equinix IBX data centers.
- **Security**—A minimum of five levels of security to access customers cages, including 24/7/365 security guards, video surveillance, man-traps and biometric scanners.
- **99.99999% Uptime Reliability Record**—Industry leading uptime performance includes full UPS power, backup systems and N+1 (or greater) redundancy, with an array of security equipment, techniques and procedures to control, monitor and record access to the facility and individual cages. SSAE16 SOC-1 Type II Compliance (Americas), ISO Certification (EMEA and Asia-Pacific) and LEED certification in a variety of markets.

Get Started Today

Fill out the [Partner Program Inquiry Form](#) or contact your Equinix Account Manager.

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 40 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.

Learn more at [Equinix.com](#)

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