

# GAME-CHANGING PARTNERSHIP

**DELL**Technologies

No. 1 global leader in enterprise storage<sup>1</sup>

**EQUINIX**

A leader in worldwide Data Center Colocation and Interconnection Services<sup>2</sup>

## Be in charge of how and where you consume storage

With APEX Data Storage Services at Equinix data centers,<sup>3</sup> easily deploy your as-a-Service resources to deliver the most value for your hybrid cloud strategy without sacrificing performance, security or control.

### Benefits of colocation services:<sup>4</sup>

- Up to **70%** reduction in cloud connectivity costs
- Up to **60%** reduction in network traffic costs
- Minimum **30%** reduction in latency

**90%** of enterprises plan to use colocation services by 2022, up from 47% in 2020<sup>5</sup>

Equinix offers low latency access to public cloud to deliver performance, flexibility and cost optimization.

A global ecosystem of over **10,000 customers**<sup>6</sup>

Over **1,800 Network** service providers<sup>6</sup>

Over **2,950** cloud and IT Service providers<sup>6</sup>

**Global access** to low latency, multi-cloud connectivity

## APEX



### SIMPLICITY

Remove complexity to deliver more value to your organization with solutions that are:

#### FRICTIONLESS

Simplify operations and relieve the burden of data center management

#### INTUITIVE

Easy ordering in a matter of clicks – just choose your location in the APEX Console

#### CONVENIENT

Single point of contact and a single invoice from Dell Technologies



### AGILITY

Manage unpredictability by responding dynamically to changing business needs, with solutions that are:

#### EXPANDABLE

Quickly expand to new regions while only paying for what you need

#### DYNAMIC

Hybrid, multi-cloud connectivity with no cloud vendor lock-in

#### RESPONSIVE

Deliver resources to your customers as needed, and get up and running in as few as 14 days<sup>7</sup>



### CONTROL

Reduce risk with flexible storage services, enabling a true hybrid cloud strategy that is:

#### DEPENDABLE

Leading, global technologies and IT expertise devoted to your success

#### VERSATILE

Flexibility to connect to your public cloud of choice while maintaining control of data

#### SECURE

Secure facilities and streamlined disaster recovery

## Transform your business with APEX

Learn more about APEX Data Storage Services at Equinix

Get Started Now

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<sup>1</sup> IDC WW Quarterly Enterprise Storage Systems Tracker, 2021 Q2 historical release, September 9, 2021. Ranking by vendor revenue.

<sup>2</sup> IDC MarketScape: Worldwide Datacenter Colocation and Interconnection Services 2021 Vendor Assessment, authored by Courtney Monroe, Doc # US46746121, June 2021.

<sup>3</sup> APEX Data Storage Services at Equinix data centers is currently available in USA (Ashburn, VA and Santa Clara, CA), UK (London), Germany (Frankfurt), France (Paris) and Australia (Sydney).

<sup>4</sup> "The Total Economic Impact of Equinix," a commissioned study conducted by Forrester Consulting on behalf of Equinix, April 2019.

<sup>5</sup> IDC, U.S. Enterprise Communications Survey, 2020: Colocation Services, Doc # US47066520, December 2020.

<sup>6</sup> [https://www.equinix.com/content/dam/eqxcorp/en\\_us/documents/resources/infopapers/ip\\_equinix\\_company\\_fact\\_sheet\\_en\\_june2021.pdf](https://www.equinix.com/content/dam/eqxcorp/en_us/documents/resources/infopapers/ip_equinix_company_fact_sheet_en_june2021.pdf)

<sup>7</sup> Applies in US, UK, Ireland, France, and Germany. TTV measured between order acceptance and activation. Subject to customer acceptance of APEX terms, credit approval and site qualification, which must be completed before order placement, and customer participation in pre-deployment planning. Product availability, holidays and other factors may impact deployment time.