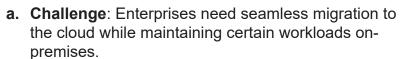


Equinix: The World's Digital Infrastructure Company®

Use Cases

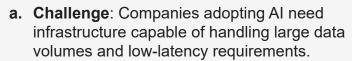
1. Cloud Migration and Hybrid IT Deployments





- b. Solution: Use Equinix's cloud-adjacent data centers to securely connect on-premises infrastructure with major cloud providers like AWS, Azure, and Google Cloud through TD SYNNEX.
- **c. Benefit**: Reduced latency, improved performance, and simplified migration processes.

2. Al and High-Performance Computing (HPC)





- **b. Solution**: Deploy AI workloads in Equinix's interconnected data centers, with support from vendors like NVIDIA and Dell through TD SYNNEX.
- **c. Benefit**: Accelerate Al adoption with scalable, Al-ready infrastructure and global reach.

3. Edge Computing for Retail and IoT

a. Challenge: Retailers and IoT providers need low-latency infrastructure for real-time analytics and customer experience enhancements.



- **b. Solution**: Use Equinix's edge locations and private interconnections to deploy applications closer to users.
- **c. Benefit**: Improved performance, real-time data processing, and better customer experience.

4. Disaster Recovery and Business Continuity

a. Challenge: Businesses require reliable disaster recovery solutions to minimize downtime.



- b. Solution: Leverage Equinix's global platform through TD SYNNEX for geographically distributed data centers.
- **c. Benefit**: Ensure 99.999% uptime with redundant, resilient infrastructure.

Who is Equinix?

Equinix is the world's leading digital infrastructure company, with a trusted global platform of 260+ data centers across 34 countries and over 10,000+ customers. Businesses rely on Equinix to:

- Interconnect securely with the largest digital ecosystems.
- Innovate with cloud-adjacent infrastructure and Al-ready solutions.
- Scale globally with low-latency performance and unmatched reliability (99.999% uptime).
- Achieve Sustainability Goals with a commitment to 100% renewable energy by 2030.

Key Differentiators:

- Global Reach: The broadest footprint of interconnected data centers.
- Digital Ecosystems: Connect privately to leading cloud providers, networks, and enterprises.
- Edge Performance:
 Deliver optimal application performance with reduced latency.

Partner Benefits

- Innovation Enablement: Support cutting-edge solutions at the edge with cloud-adjacent infrastructure.
- **Customer Experience**: Optimize performance and reduce latency through <u>Equinix Fabric™</u>, enabling seamless, secure interconnection with cloud providers, networks, and partners across the globe.
- One-Stop Shop: Enhance your portfolio by integrating Equinix's offerings seamlessly.

Ready to Learn More?

Explore how the Equinix and TD SYNNEX partnership accelerate your success:



- Equinix Alliance Partner Solutions
- Data Center Platform

Growth and Profitability Opportunities

- Recurring Revenue: Add consistent revenue streams for cloud, network, and data center services.
- Improved Margins: As your Equinix offerings grow, so do your margins with no associated support costs. Equinix handles day 2 support and you benefit from additional infrastructure sales as customer needs expand.
- Accelerated Sales Cycles: Leverage familiar TD SYNNEX sales teams and Equinix's channel support.

Contact Information

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Ready to register an opportunity?
TD SYNNEX DEAL REGISTRATION



Unlocking Success with TD SYNNEX

TD SYNNEX provides an **efficient**, **flexible route to market** for Equinix solutions, enabling partners to grow and scale with ease.

Strategic Advantages for Partners

- Simplified Procurement:
 Leverage existing credit terms,
 financial agreements, and
 procurement aggregation
 through TD SYNNEX.
- Exclusive Joint Solutions:
 Access ready-to-deploy solutions
 from Cisco, Dell, NVIDIA, and
 other top-tier vendors.
- Ease of Selling: No new partner contracts or certifications needed to sell Equinix through TD SYNNEX. The procurement process only requires the end user to sign the MCA/GCT.
- Flexible Support Options:

 Customize support models,
 including Tier 1 and Day
 2 support, to match your
 customers' unique requirements.

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