



EQUINIX

Equinix Platform Vision

The future of digital leadership

Harnessing infrastructure to gain competitive advantage

Executive overview

An enormous shift in global demand for digital services has prompted many forward-thinking organizations to accelerate their transformation to digital business models, and with sustainable solutions.

In the past, digital infrastructure was a business enabler. Today, it is a primary source of competitive advantage.

Technology trends are also accelerating the pace and scope of change, inspiring digital leaders to reimagine every aspect of how they architect infrastructure to stay out front in today's digital economy.

Consumption models also must transform, enabling companies to create digital infrastructure in innovative ways that are increasingly simple, virtual and partner-rich.

In a connected world in which businesses collaborate in real time across distributed ecosystems to develop and deliver their value, an interconnection-led approach to infrastructure is essential. Business leaders have realized their digital infrastructure is their business infrastructure, forming the backbone to their existence and future.

We see a future where digital leaders assemble infrastructure in minutes, anywhere in the world, on demand from an ecosystem of providers.

To help them realize this future, Equinix is:

- Elevating foundational infrastructure as a choice of physical and virtual network, compute and storage capabilities around the world.
- Embracing automation to enable infrastructure to be consumed self-service and on demand for maximum business speed and agility.
- Expanding our ecosystem of technology platforms, service providers and enterprises and giving them new ways to transact and create value together.

These innovations are equipping digital leaders to access all the right places, partners and possibilities they need to succeed.

Digital hits overdrive

From automotive to omnichannel retail, digital technology's domination over how businesses now function is driving organizations worldwide to continue to make digital transformation a top priority.

Disruptive business leaders have grabbed the opportunity to move 4.5x farther ahead in the digital economy, taking bold leaps to implement future-proof

business models built on sustainable technology platforms.

Geopolitical and economic instabilities have brought additional urgency to their missions, with 58% of digital leaders acknowledging concern about not being fast enough in their digital transformation.¹

¹ "2022 Global Tech Trends Survey," Equinix, June 2022.

As the stakes associated with digital infrastructure increase, digital leaders are strategically investing across all layers of the technology stack, interconnecting the right physical and virtual building blocks with a growing set of technology partners and

service providers to propel their businesses. They're leveraging a flexible global platform that unlocks the greatest opportunities—regardless of size, industry or geographic scope.

Technology trends accelerating infrastructure change

Emerging technology trends are raising the infrastructure stakes, creating a pace and scope of change that is inspiring digital leaders to reimagine every aspect of how they architect infrastructure to compete in this new world.

2.3x

Leaders are growing edge 2.3x faster than the digital core.²

70%

“By 2025, 70% of organizations will implement structured infrastructure automation to deliver flexibility and efficiency, up from 20% in 2021.”³

80%

“By 2026, 80% of G2000 companies will be digital leaders, interconnecting with 4+ hyperscale providers and 30+ SaaS/business partners, on average.”⁴

TECHNOLOGY TREND 1

Future infrastructure will be distributed at the edge

Infrastructure is shifting from centralized data center or cloud locations to include distributed local edge sites. As enterprises re-think their business, the edge has now become the focus, with infrastructure growing over 2x faster than the core. Digital leaders will need to be ready to address the following conditions:

Mounting data volumes

Data will need to be processed, analyzed and actioned proximate to sources to efficiently mine insights.

Increasing 5G apps

5G will enable new applications that require low-latency network architectures.

Proliferating cyberattacks

Frequent and complex edge cybersecurity attacks will require secure access service edge (SASE) strategies.

TECHNOLOGY TREND 2

Future infrastructure will be developer-led, extensible and software-defined

By 2025, 70% of organizations will implement structured infrastructure automation to deliver flexibility and efficiency, up from 20% in 2021. As applications demand more flexible infrastructure, digital leaders will need to solve for:

Workload abstraction and automation

Rapid implementation timelines and portability will drive workload abstraction (virtualization, containerization) and automation.

API-enabled orchestration

Enterprises will increasingly harness standardized APIs, orchestration and open development tools.

Software-defined everything

SDx will enable companies to deploy/manage IT infrastructure at software speed.

^{2,4} “Global Interconnection Index 2023,” published by Equinix, October 18, 2022, and The Equinix Research Group, 2022. This group is comprised of our Data Science, Market Analysis and Digital Strategy teams within Equinix.

³ “Gartner: How to Evolve Your Physical Data Center to a Modern Operating Model,” Gartner, 29 March 2022-ID G00749388. By Jason Donham, Jonathan Forest.

TECHNOLOGY TREND 3**Future infrastructure will be comprised of interconnected partner ecosystems**

The need for increased digital collaboration with technology platforms, service providers and enterprises is putting interconnected ecosystems front and center on the technology strategy agenda. By 2026, 80% of G2000 companies will become digital leaders, interconnecting with 4+ hyperscale providers and 30+ SaaS/business partners, on average. To get there, companies will need to interconnect with technology and industry partners to solve for:

Interconnecting private + public clouds

Hybrid multicloud will be essential for performance, security, cost and compliance. Private interconnection enables secure, high-performance, low-latency access to public and private clouds without traversing the public internet.

Integrating physical + digital

Hybrid IT will need to integrate multiple providers' physical and digital infrastructures (on-premises, colocation, cloud).

Intersecting data sources

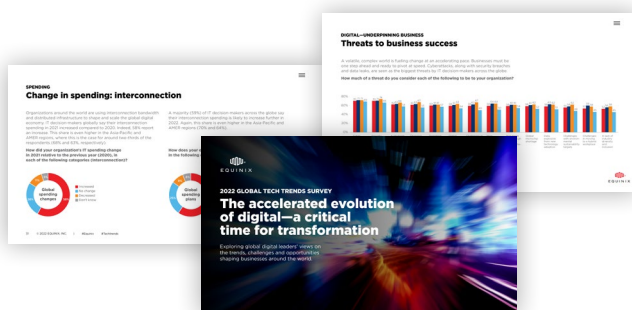
New applications that drive value will need to access and intersect internal and external data sources.

To address these technology trends, digital businesses are looking for new, more innovative ways to build, consume and get the maximum advantage from their digital infrastructure.

"In today's digital economy, ecosystems are an essential part of doing business. For an organization to successfully transform digitally, it must leverage connectedness to participate in the digital economy."

Equinix 2022 Global Tech Trends Survey

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**Innovative consumption and delivery models needed**

As new approaches to architecting digital infrastructure take hold, they must be accompanied by innovative consumption and delivery models that are purpose-built for this new world. These models must simplify an increasingly complex landscape and keep control in the hands of the practitioners who must now assemble, integrate and manage infrastructure building blocks across many different sources and ecosystems to compete.

Customer infrastructure priorities guiding our platform evolution**Simple**

Extract complexity from customer value chains.

Developer-friendly

Make infrastructure consumable via software and deliver first-class developer tooling.

Commerce-ready

Orchestrate an integrated "one-stop shop" infrastructure experience across a choice of vendors.

Virtual options

Deliver new touchless and asset-lite methods to deploy and operate infrastructure to complement existing physical options.

Self-service

Enable digital, on-demand channels that support self-service from purchase through support.

Partner-rich

Give customers the freedom to choose the technologies and providers that will create their best digital advantage.

Tech-agile

Provide the flexibility to adopt technology from a growing ecosystem of partners in a phased approach without broad lift-and-shift disruptions.

Interconnection-led approach unlocks advantage

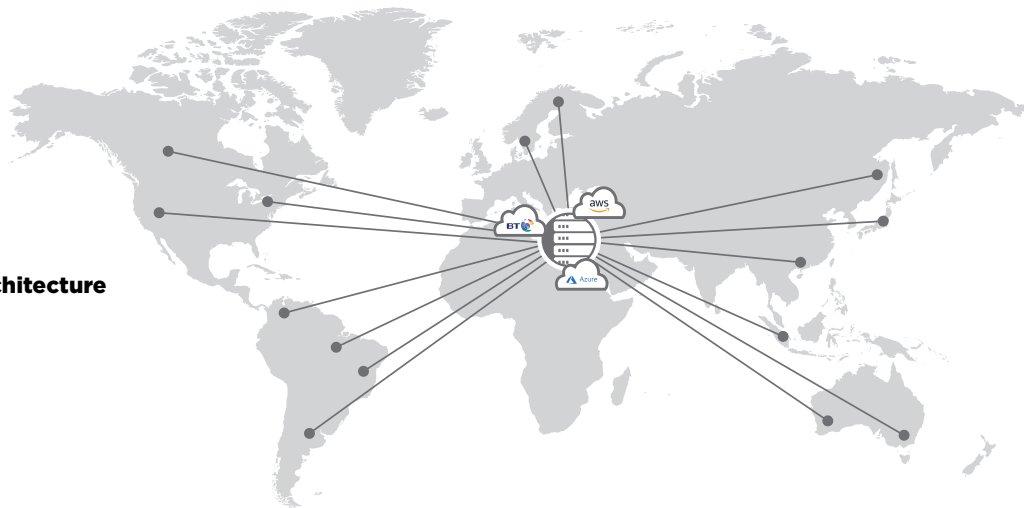
To realize the opportunities of a digital world, organizations must overcome the limitations of traditional technology infrastructure models which are too centralized, siloed and inefficient to drive digital business success.

Digital leaders are using interconnection—private data exchange—to meet these challenges and unlock digital infrastructure's true value: connectivity to the ecosystems of partners and customers they need to be leaders. We see companies increasingly leveraging interconnection to place critical digital infrastructure in strategic locations and access essential digital and business ecosystems.

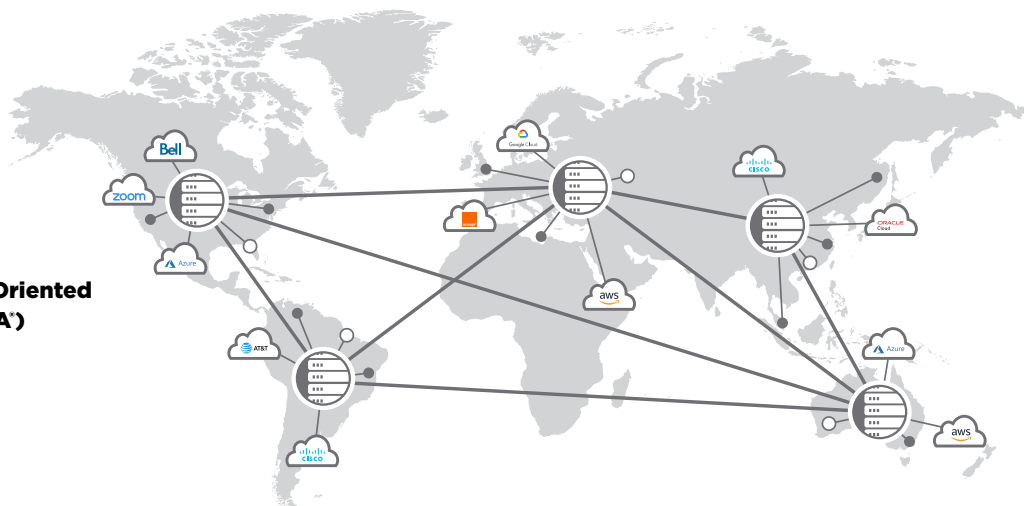
As a global interconnection and ecosystem leader, we are dedicated to helping digital leaders bring together and interconnect their foundational infrastructure on our global platform to gain maximum competitive advantage. Since we were founded more than two decades ago to interconnect the networks and ecosystems that scaled the internet, our platform has been the meeting place where industry leaders come together to create innovations that matter.

We see service providers and technology platforms innovating how they make their services accessible through ecosystems, reaching new markets and underpinning new business models.

Legacy siloed architecture



Interconnection Oriented Architecture™ (IOA™)



A vision for the future of digital infrastructure

To meet our customers' evolving needs and help them gain the most traction from the technology trends underway, we envision a future in which digital leaders assemble infrastructure in minutes, anywhere in the world, on demand from an ecosystem of providers.



Creating foundational infrastructure

so digital leaders can reach all the right places

We are streamlining hybrid cloud infrastructure deployment by offering a choice of both physical and virtual build options across network, compute and storage and making these capabilities available globally.



Delivered through software

so digital leaders can access all the right possibilities

We are reimagining the consumption model for our services, leveraging digital and programmable interfaces so that digital businesses can consume physical infrastructure self-service and on demand, securing the agility and speed to create competitive advantage.



Powering interconnected ecosystems

so digital leaders can connect to and transact with all the right partners

We are continuing our commitment to help digital businesses cultivate the partner ecosystems they need by making it easier for technology platforms and service providers to make their services available and discoverable, enabling both creation and consumption of value.



Creating foundational digital infrastructure

As businesses expand to create new sources of value and differentiation, we are committed to be wherever opportunity leads. We will continue to extend the reach of Platform Equinix® and innovate to make it easier for digital leaders to both build and consume distributed infrastructure building blocks in more programmatic and scalable ways.



Interconnection-Dense Data Centers



Private Interconnection and Cloud Networking



Digital Infrastructure Building Blocks

For example, we are:

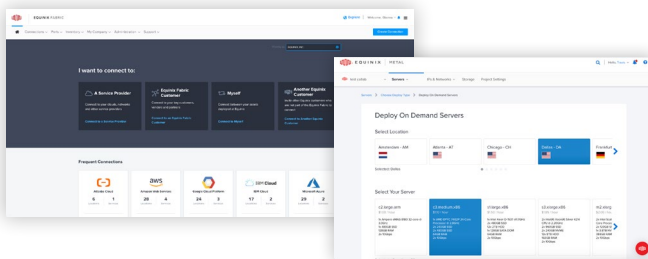
- Expanding our interconnection-dense International Business Exchange™ (IBX®) data centers so businesses have the capacity and coverage they need to place physical and virtual infrastructure in proximity to wherever they need to be. As of Q2 CY2022, we are in 71 global markets and growing.
- Investing in our new xScale® facilities, which are purpose-built for our hyperscale partners adjacent to our IBX data centers and give our customers the ongoing benefit of high-speed, ultra-low latency on-ramps to the public clouds.

- Advancing Equinix Fabric®, our flagship software-defined interconnection service, to cover more geographies, more service providers and an expanding set of customer use cases. From this single powerful service, digital businesses can do everything—from building their WAN backbones, to interconnecting their digital supply chains, to utilizing leading cloud and network services on demand, to putting their own services in the hands of the world's most robust digital ecosystems in an instant.
- Delivering a wide choice of Equinix and partner solutions for building physical deployments virtually and introducing new infrastructure building blocks for networking, storage and compute available across our global platform. Most recently we expanded the partner technologies available on Equinix Metal®—our automated, interconnected bare metal solution—and built a simple, yet powerful solution configurator tool for Network Edge—our virtual networking services portfolio.
- Championing our Future-First sustainability strategy to realize an accessible, equitable, climate-neutral and sustainable future. By working to achieve our science-based targets, become climate neutral, and scale to 100% clean energy utilization by 2030, we directly empower the world's leading businesses to honor their own environmental commitments.



Delivered through software

As digital leaders step forward to meet the increasing demands for business agility and speed, we will provide software-powered orchestration that transforms how they deploy and consume infrastructure—making it a more self-service, automated and on-demand experience.



For example, we are:

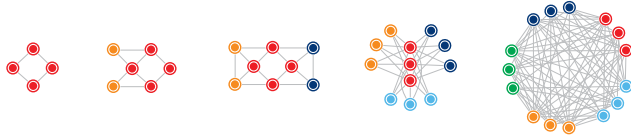
- Developing virtual consumption options to enable businesses to assemble and control their foundational infrastructure building blocks.

- Transforming our platform architecture, data model and portals to give our customers more self-service consumption options across our full solution portfolio, including advancing DevOps enablement.
- API-enabling our entire platform through the Equinix Developer Platform and API Ecosystem, which allows developers to test and use our product portfolio APIs across various applications in multiple development environments to deliver infrastructure orchestration automation.
- Providing resources for a first-class developer experience—including a developer sandbox, native API libraries, integrations with popular tools like Terraform, and contributing to the open source community.
- Expanding access, capability, and coverage to on-demand data center infrastructure monitoring (DCIM) through IBX SmartView® software capabilities so that IT operators have unparalleled transparency into their colocated data center environment and operational status.



Powering interconnected ecosystems

As business models grow increasingly dependent on partner collaboration and IT strategies shift from building technology to integrating digital building blocks from many different sources, we will continue to provide an open, global platform where compute, network and storage partner solutions can come together to transact, interact and create new value together.



For example, we are:

- Curating SaaS ecosystems to add to our diverse Cloud/IaaS community to provide businesses with more critical digital building blocks that help them innovate and scale faster.
- Adding more participants to the industry's largest and most dynamic global ecosystem. Thousands of leading networks, cloud and IT service providers, and enterprises are adding new connections to one another every month.
- Enhancing how our customers discover partners on Platform Equinix, and how their partners discover them, so they can seize new opportunities in the digital value chain.
- Expanding our ecosystems to enable the fast and seamless integration of key technologies—like 5G wireless, block storage and IoT—across our global platform. By showing our providers the benefits of deploying in more places, we make it even easier for digital businesses to assemble localized capabilities.
- Making it easier for producers on the platform to innovate and offer more value to ecosystem participants and to simplify access to their services.

2,000+

Networks

4,800+

Enterprises

3,000+

Cloud & IT Service Providers

vmware®

aws

Microsoft

cisco

verizon✓

zscaler™

Google Cloud

BT

dish

HURRICANE ELECTRIC
INTERNET SERVICES

ORACLE

zoom

Hewlett Packard
Enterprise

nvidia

options

AT&T

NUTANIX

Telstra

DELL Technologies

Alibaba Cloud

Akamai

Schneider
Electric

orange

Find the
right partner
for your needs.

Keeping digital leaders future-ready

In 71 global markets and growing, digital leaders are harnessing our trusted platform to bring together and interconnect the foundational infrastructure that powers their success. Equinix has built an unmatched global footprint of data centers that houses and interconnects the world's most dynamic digital ecosystems, enabling organizations worldwide to achieve their biggest business ambitions on a single global platform.

As we build the next evolution of Platform Equinix, we are bringing our proven interconnection and ecosystem value to customers in exciting new ways. We are launching new partner solutions and solutions for foundational compute, storage, networking and interconnection that can be consumed on demand. These advances are democratizing access to capabilities that were once only available to the most digitally sophisticated, best-funded businesses. These integrated physical and virtual solutions will give the digital leaders of today and tomorrow even more ways to access all the right places, partners and possibilities they need to create enduring business advantage.

Innovation agenda

Recent innovation

Planned innovation



Creating foundational infrastructure

Simplify hybrid cloud deployments by offering a choice of physical and virtual build options across network, compute and storage

- New Ethernet options (EPL) for data center interconnectivity
- Simplified layer 2 point-to-point connectivity
- xScale: new hyperscale on-ramps
- Virtual networking BYOC
- High-availability virtual networking devices
- One-port connectivity to global ecosystem

- Simplified layer 3 cloud-to-cloud routing
- New storage, multicloud and VNF partners
- Expanded compute capabilities
- Internet access: faster ordering and fulfillment
- Additional GPS antenna locations for network timing



Delivered through software

Develop digital and programmable interfaces for on-demand orchestration of digital infrastructure—for greater control, agility and speed

- Network port utilization dashboard
- Solutioning and quote visualization tool
- Unified portal experience
- Enhanced case creation and live chat experiences
- Integrated DevOps tools (e.g., OpenShift, Terraform)

- Digital ordering of colocation
- IAM for digital services
- Expanded APIs
- Use case-based guided internet access ordering
- Seamless interconnected compute and networking experience



Powering interconnected ecosystems

Power the interconnection ecosystem with new digital discovery and commerce solutions, new technology partners and expanding global reach

- Compute and storage (e.g., Dell, HPE, Nutanix, Nvidia, Pure Storage)
- NGNIX load balancer from F5
- Enhanced APIs for service destinations on Equinix Fabric
- Subsea cable hubs in Bordeaux and Genoa
- New markets: Canada, Chile, India, Mexico and Peru

- Multicloud orchestration from Aviatrix
- Enhanced exposure of platform producers
- Channel resale and portfolio support
- Expansion into Cote d'Ivoire, Ghana and Nigeria

Achieving a bright digital future, together

We live in an ever-evolving digital world where technology, business and societal disruptors continuously accelerate the pace of change. As a trusted partner to the world's digital leaders for over 20 years, Equinix has a unique vantage point to understand not only what customers need now, but what they'll need next.

So what do we see?

Across the globe, we see IT strategy quickly becoming less about building technology than it is about accessing the right partner ecosystems and integrating the right digital building blocks to drive business success. We see a need to rethink how infrastructure is architected, created and consumed to reflect this new reality. And regardless of where they are in their maturity, we see every company aspiring to be a digital leader and having the potential to harness the competitive firepower of digital infrastructure to get there.

Equinix envisions and is innovating to deliver a future in which digital leaders assemble infrastructure in minutes, anywhere in the world, on demand from an ecosystem of providers. Every day we are reimagining and expanding our global platform, product portfolio and ecosystems to make this tomorrow possible.

Speed to success

Get the strategies to fast-track your digital-first journey

[Get the Leaders' Guide to Digital Infrastructure Executive Overview](#)

Evolve to a modern operating model

Your data center is no longer limited by walls.

[Get the Gartner Report](#)



Power your digital leadership at Equinix

On Platform Equinix®, digital leaders bring together all the right places, partners and possibilities to create the foundational infrastructure they need to succeed. On a single global platform, place infrastructure wherever you need it. Connect to everything you need to succeed. Seize opportunity with agility, speed and confidence.