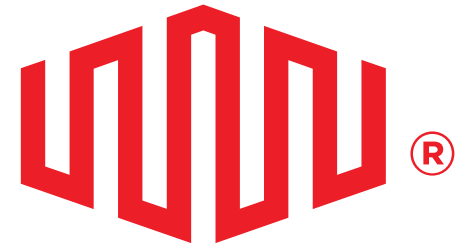


La Hibridación de la infraestructura IT

Junio 2019



EQUINIX

Digital Is Forcing Infrastructures to Transform

B2C eCommerce



\$1.7T

▲18%

B2B eCommerce



\$1.1T

▲8%

Digital Advertising



\$72B

B2B Acquired Customers via Company Blog

57%



B2B Customer Support via Facebook

44%



Skype for Business Hours

1.6B



**New
Commerce and Collaboration Models**

**New
Connectivity and Data Models**

4.9B

▲30%



Connected Devices

2.1T

▲76%



App Usage Sessions

4.4ZB

▲40%



Data Created & Stored

~50%

ENT adopting hybrid cloud by 2017



Hybrid Cloud

20B

▲22%



Mobile Applications Spending

\$176B

▲16%



Cloud Services Spending

* Equinix vertical and market Insights



Future Will be Hybrid

Gartner: “by 2020, 90 percent of organizations will adopt hybrid infrastructure management capabilities.”

IDC: *“In 2021, Spending on Hybrid Cloud Data Services for Data Protection, Integration and Orchestration, Security and Compliance, and Location Optimization Will Total More Than \$60 Billion”*

RightScale State of cloud report 2019: *“Enterprises with a hybrid strategy (combining public and private clouds) grows to 58 percent in 2019 from 51 percent in 2018”*

Forrester: *“Private cloud adoption and spending will grow faster, along three distinct paths”*



Why Hybrid Cloud?

Best of both worlds



Hybrid Cloud



Public Cloud

- ✓ Better time to deploy
- ✓ Better global content delivery
- ✓ More scalable
- ✓ Lot of PAAS Services



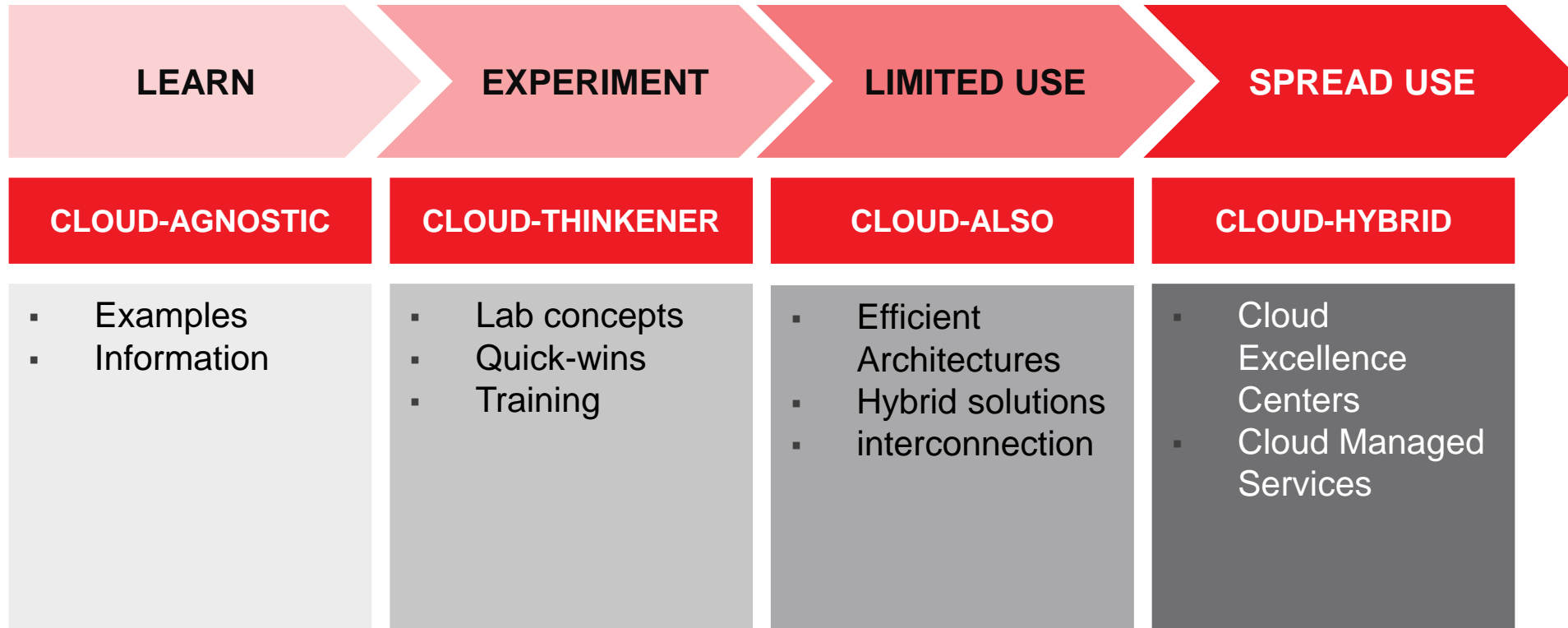
Platform Equinix

Private Cloud

- ✓ Predictable costs
- ✓ Enhanced Security
- ✓ Adapted to core business requirements
- ✓ Latency to the enterprise users

Capabilities to migrate to the cloud

A strategic plan, according to your needs, that allows the migration of workloads



Removing barriers to the hybrid Cloud Adoption

Best interconnected Data Centers.

Interconnection is key to plan a Cloud Strategy, critical services needs low latency, flexible and reliable communication to the hyperscalars, our global platform has the interconnection, ecosystems and infrastructure you need to become a digital business

Private Cloud Services to complement your Hybrid Cloud infrastructure

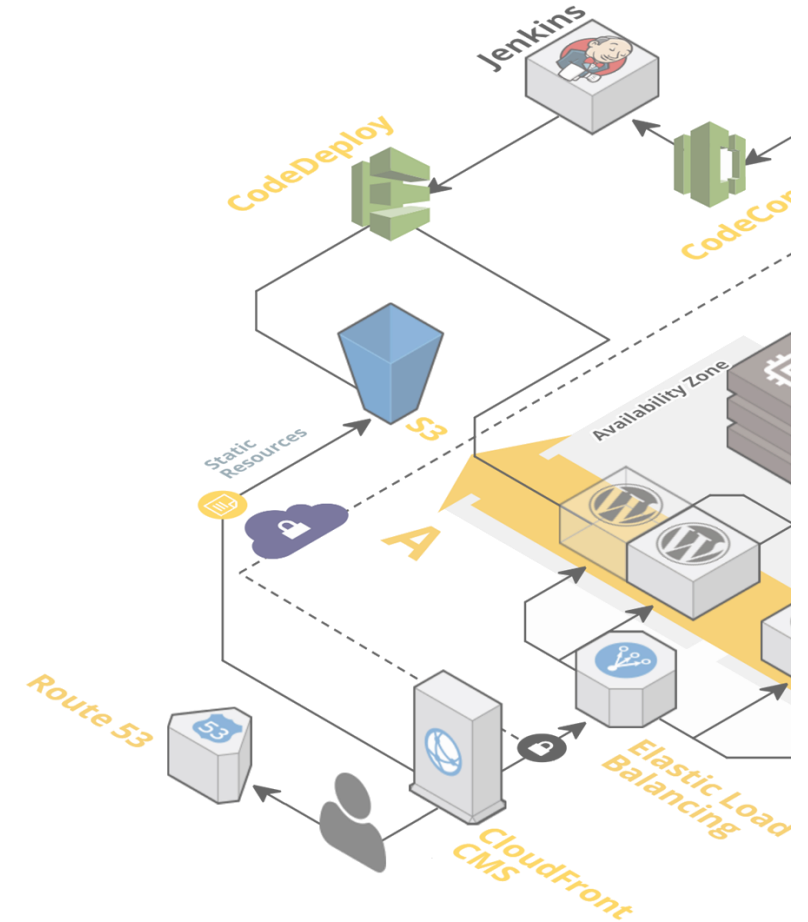
Most of the times Public Cloud Services is not enough to cover critical business application needs , Equinix Managed Services offers the best breed technology platforms in as a Service Model directly connected to the Equinix Platform ecosystem.

Public Cloud Billing Governance and reporting

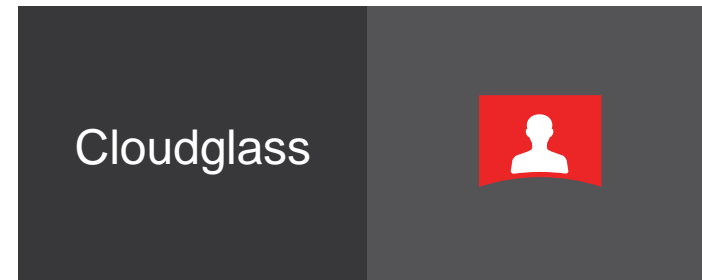
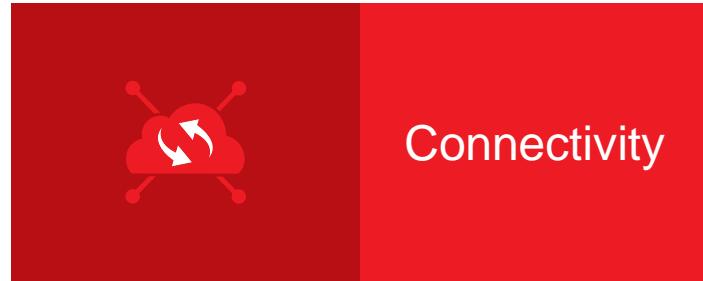
All your Cloud provision and financial processes in a single tool, No more cards, payments in foreign currency and inflexible terms, Cloud Glass comes at no cost and Cloud charges at the same price list than direct publicly available fees

Enablement Services & Next Gen MSP

Our team will help you in your journey from the architecture design & platform deployment to the management of the infrastructure using Next Gen MSP methodologies like IAC and Automation

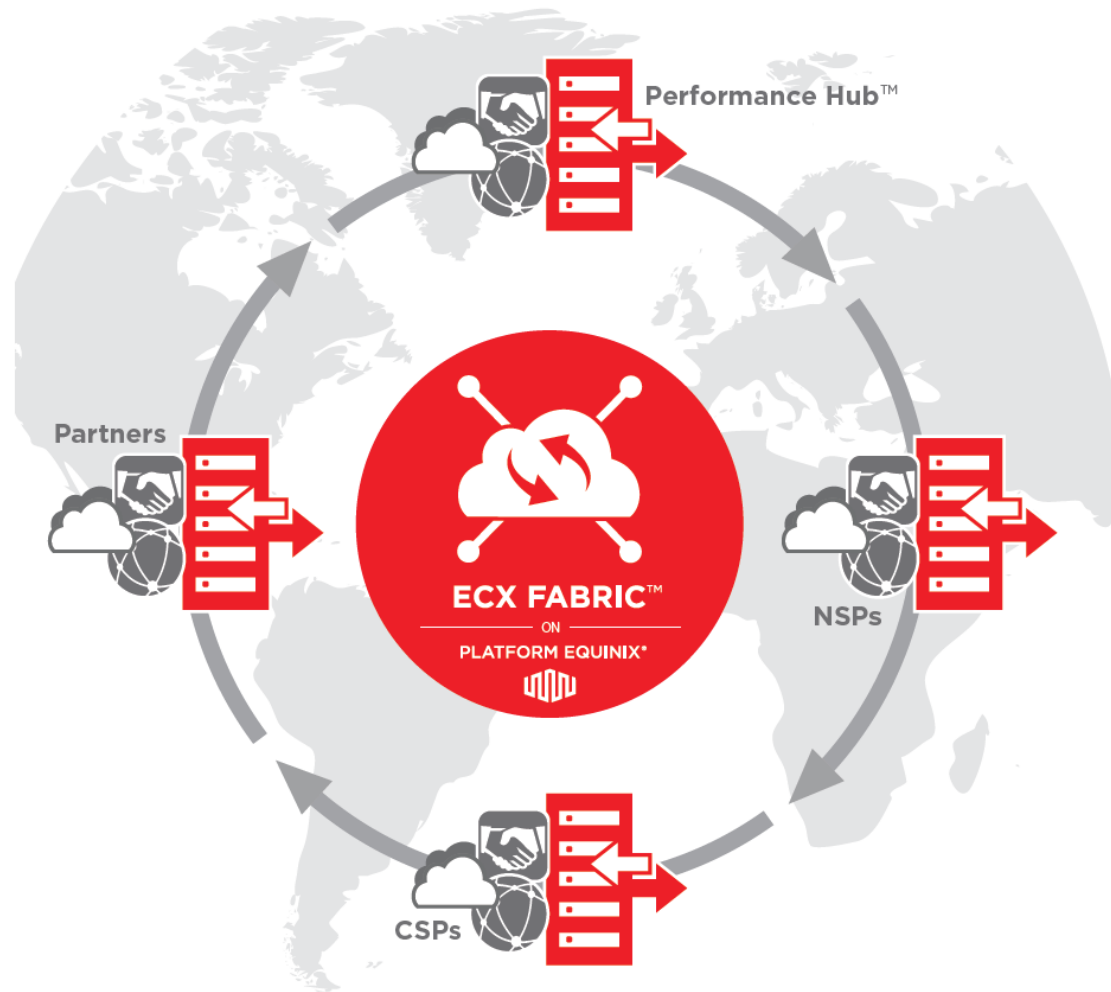


What does Equinix offer?



Connectivity

Connection is key to realizing the promised business benefits of cloud



1700+ network carriers

2,900+ cloud and IT service providers

Connect to major cloud and network service providers

On-demand, private connectivity

Elastic and scalable

Equinix Cloud Exchange Fabric™

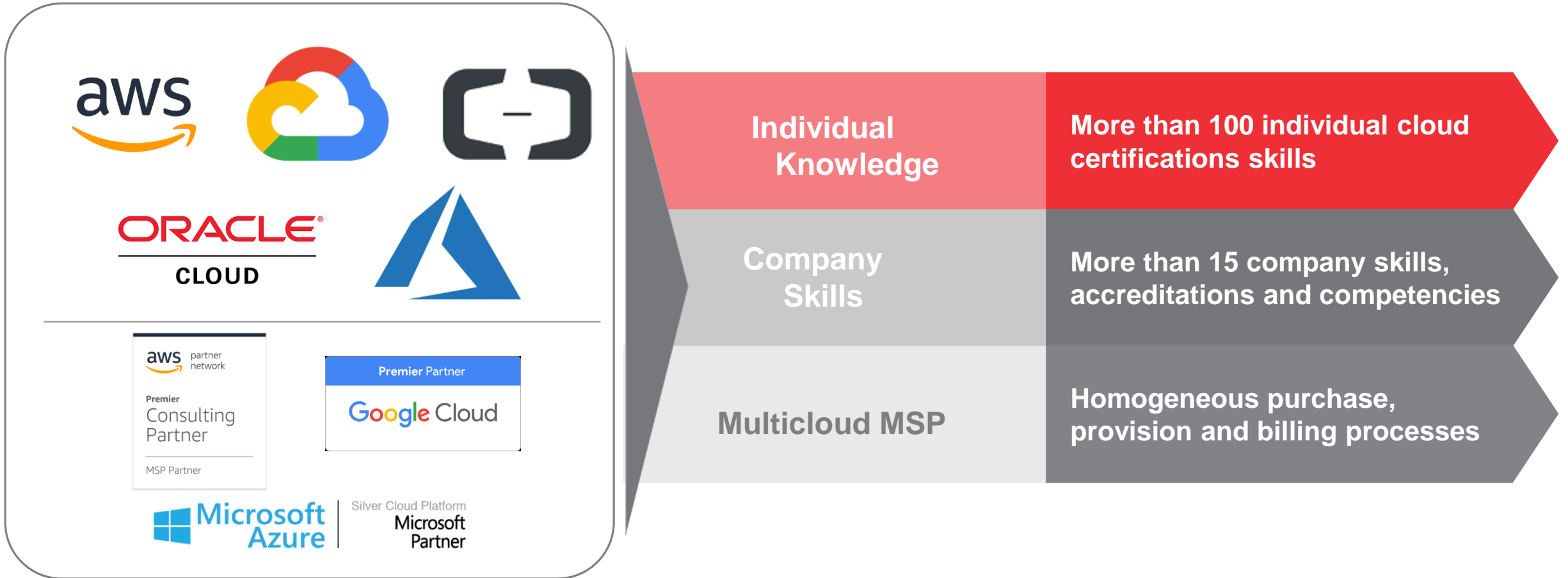


Knowledge

Equinix Managed Services works with the main Cloud vendors so you can choose

Provision and support so that you can choose the best technology, now and in the future

Highest certification level, at company and individual level



Our value proposition :

Services on top of Equinix Platform

Enterprise



EQUINIX MANAGED SERVICES SPAIN

XaaS

MANAGED SOLUTIONS

SECURITY & NETWORKS

PUBLIC CLOUD

Co-Location & Hosting

Customer Cages/Racks

Shared

Virtual Private Cloud

Dedicated

ECX

Public Cloud



PLATFORM EQUINIX™



CloudGlass



Advanced Support



Backup



Monitoring



Compute



Storage



Network



IBX Platforms

Public Cloud

Platform Equinix



Cloudglass

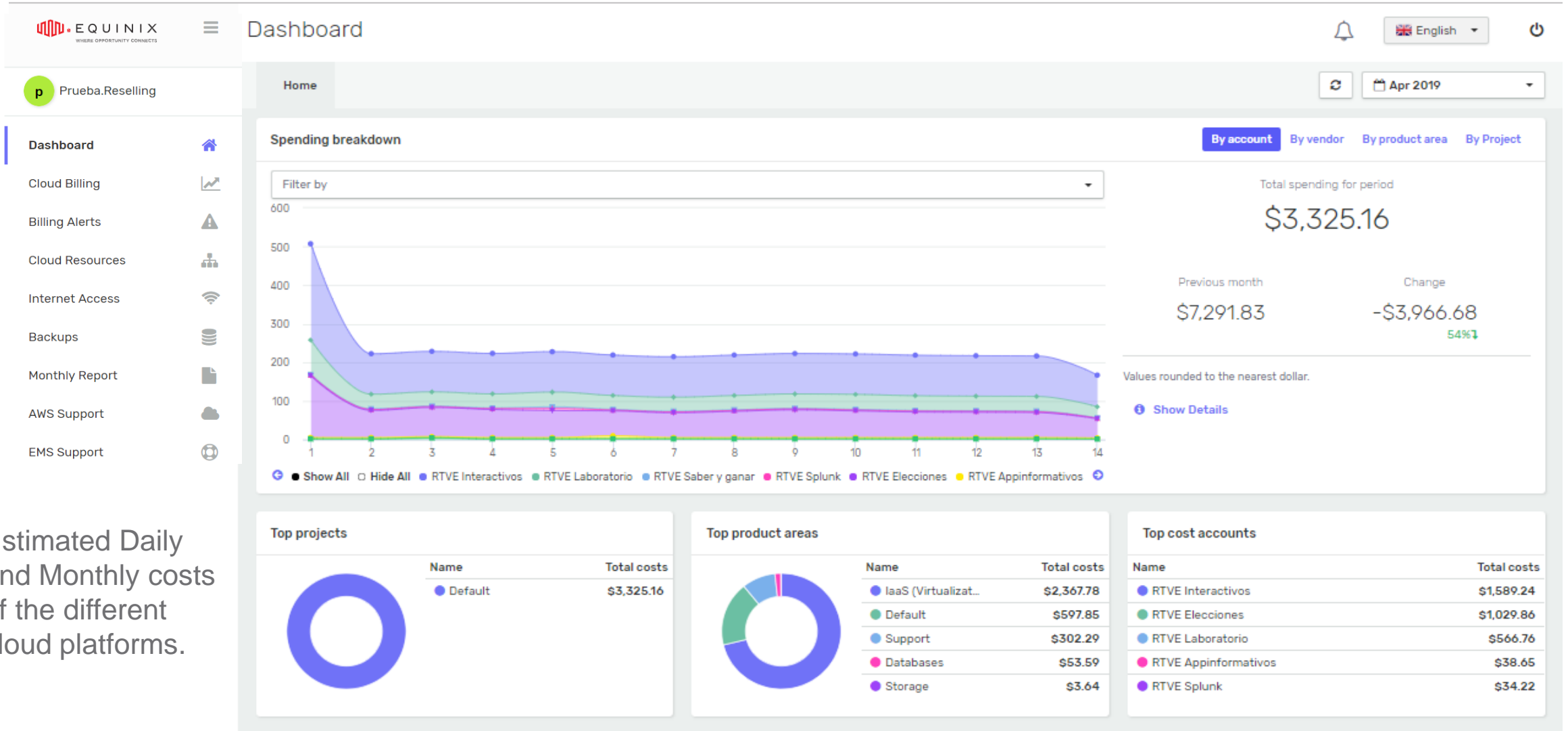
Cloud Glass is the ultimate tool to govern and manage all your Clouds

- **Multiplatform:** Cloudglass supports the main Cloud platforms
- **Control:** All services can be classified by any tag, across Clouds
- **Analysis:** Deep charges view ready for business users
- **Reports:** Online view of the Cloud usage
- **Alarms:** Customizable thresholds with email notifications
- **Single Pane of Glass:** All EMS provisioned services, in a single portal, with visualization and analysis designed for business users
- **And all that, for free**

Cloudglass comes at no cost for Equinix Managed Services customers, with Cloud charges at the same publicly available price list

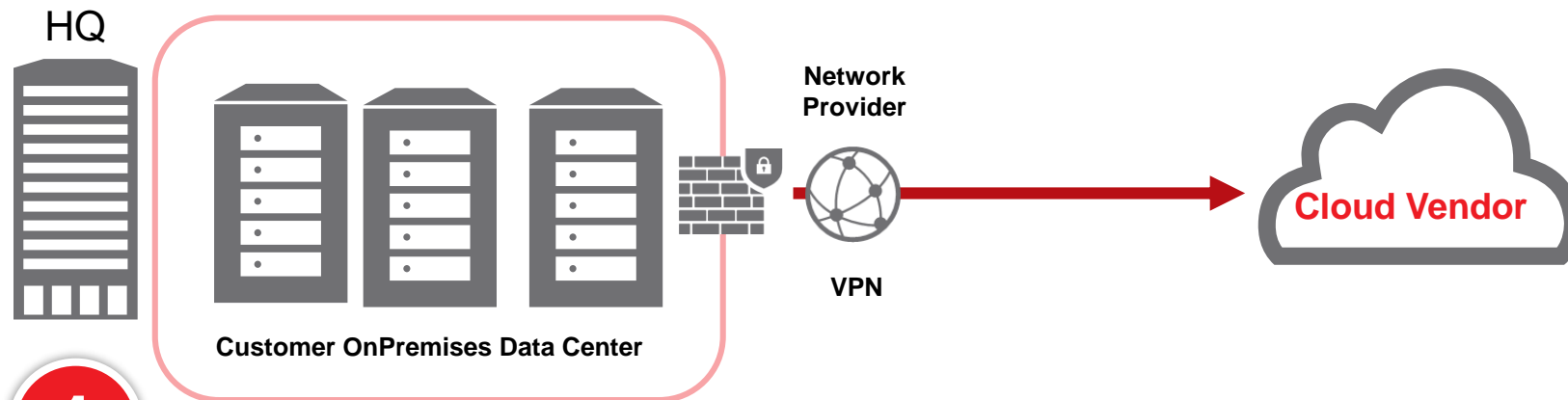
Cloudglass

Dashboard



Estimated Daily and Monthly costs of the different cloud platforms.

Our vision of the hybrid cloud journey



1

Cloud Experimentation

Loads in the public cloud: Content delivery platforms, websites. (5%)

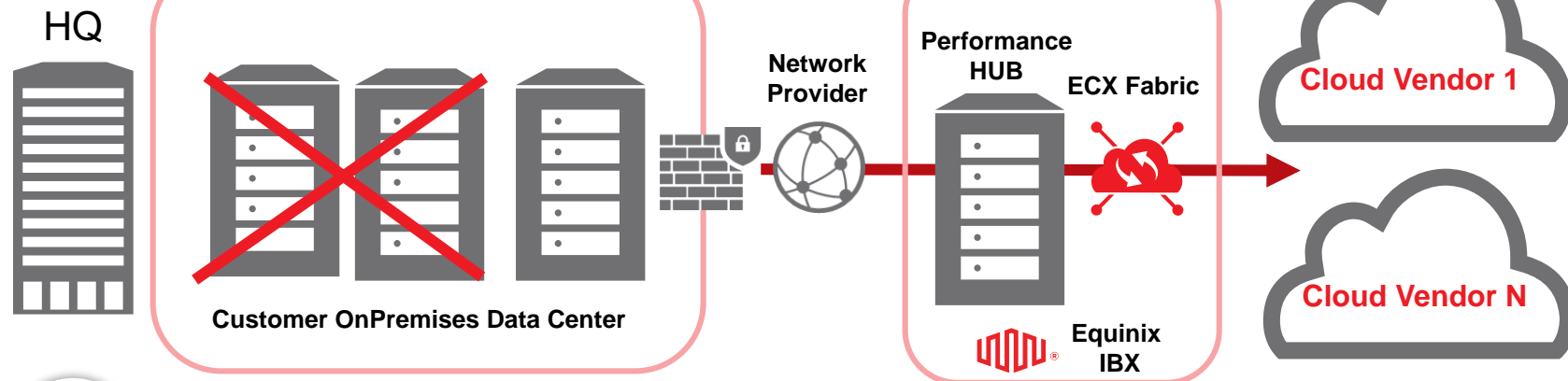
Customer needs: Public Cloud enablement

Connectivity to the cloud : VPN

Loads in on-premises: ~95%

Cloud ecosystem: Single Cloud

EQX Services: Public Cloud Reselling, Cloudglass, Public Cloud Enablement, Public Cloud Management



2

Cloud Migration

Loads in the public cloud: Enterprise Platforms non core business

Customer needs: Public Cloud enablement, management & Connectivity

Connectivity to the cloud : ECX Fabric

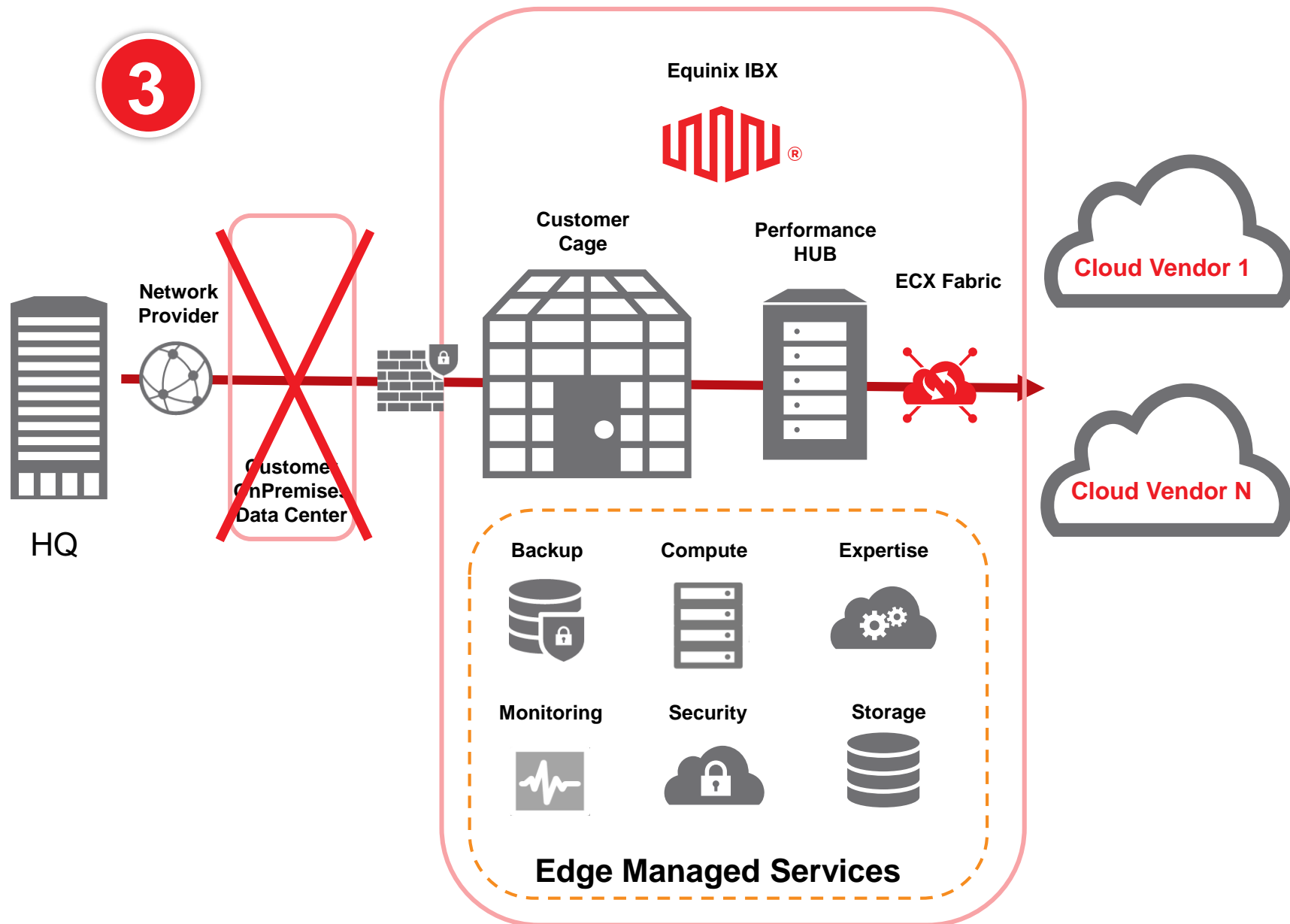
Loads in on-premises: ~45%

Cloud ecosystem: Multicloud Cloud

EQX Services: Public Cloud Reselling, Cloudglass, Public Cloud Enablement, Public Cloud Management, Performance HUB, ECX Fabric.

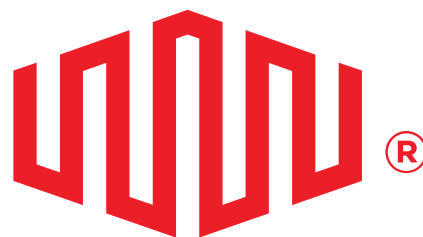
Infrastructure transformation

3



- Loads in the public cloud: Enterprise Platforms
- Customer needs: Data Center close to the cloud
- Connectivity to the cloud : ECX Fabric
- Loads in on-premises: 5%
- Loads in a interconnected DC: 35%
- Cloud ecosystem: Multicloud Cloud
- EQX Services:
 - Public Cloud Reselling + Cloudglass.
 - Public Cloud Enablement + Management
 - Cage
 - ECX Fabric
 - Platform Services





E Q U I N I X

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