

GAME-CHANGING PARTNERSHIP

DELLTechnologies

No. 1 global leader in enterprise storage¹

EQUINIX

A leader in worldwide Data Center Colocation and Interconnection Services²

The power of Dell-managed interconnected colocation

Dell APEX Storage Services at Equinix data centers³ enhances the value of your as-a-Service resources with software-defined interconnectivity, enabling access to an ecosystem of partners, service providers, and public cloud services without sacrificing performance, security or control.

Benefits of Dell-managed interconnected colocation:

- 10x speed to market when using Equinix digital services when compared to physical deployments⁴
- 142% ROI with an NPV of \$15.6 million⁴
- 60% decrease in holistic costs for internal infrastructure⁴

Equinix data centers are strategically located globally with immediate proximity to digital ecosystems.

A global ecosystem of over 10,000 customers⁵

Over 3,000 cloud and IT Service providers⁵

Over 2,000 Network service providers⁵

Global access to low latency, multicloud connectivity

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A P E X



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 Dell 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

Multicloud connectivity with no cloud vendor lock-in

RESPONSIVE

Deliver resources to your customers as needed, where they deliver the most value



CONTROL

Reduce risk with flexible, reliable, multicloud-ready storage services:

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 Dell APEX

Learn more about Dell APEX Data Storage Services at Equinix

Get Started Now

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¹IDC Quarterly Enterprise Storage Systems Tracker, 2022Q3, December 6, 2022, Vendor Revenue.

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

³For regional availability of Dell-managed colocation deployment, visit [Dell.com/Access-APEX](https://www.dell.com/access-apex)

⁴"The Total Economic Impact™ of Equinix Digital Services," a commissioned study conducted by Forrester Consulting on behalf of Equinix, September 2022. Results are for a composite organization based on interviewed customers.

⁵https://www.equinix.com/content/dam/eqxcorp/en_us/documents/resources/infopapers/ip_equinix_company_fact_sheet_en.pdf