CONSULTING PARTNER PROGRAM OVERVIEW

Become an Equinix Consulting Partner

The Equinix Consulting Partner Program is a way for companies that have influence over data center purchase decisions, and prospects that have a data center requirement, to earn revenue by referring qualified customer opportunities to Equinix.

How the Equinix Consulting Partner Program Works

All companies enter the program as Referral Consultants and have the opportunity to earn status as a Sales Consultant.

Category 1: Referral Consultant
Referral Consultants earn commissions for referring qualified new opportunities to Equinix that lead to a new Equinix contract. Referral Consultants simply register the lead, brief an Equinix sales contact on the opportunity and participate in a verbal or written handoff of the referred customer. To become a Referral Consultant, you need only submit a lead registration form.

Category 2: Sales Consultant
Equinix Sales Consultants are proven Equinix partners that deliver consistent bookings in the program and who take an active role in qualifying, nurturing, forecasting and closing new opportunities. Sales Consultants are responsible for registering leads with Equinix and coordinating with the Equinix account team throughout the sales cycle. Sales Consultants also invest in having employees trained and certified on key Equinix value propositions and technical training modules.

The reward for consistent performance and training investment is the opportunity to increase payout levels. Another value delivered to Sales Consultants is Equinix Sales Engineering and Solution Architect Support, providing subject matter expertise and personalized attention at a local market level to each prospective customer.

How Consulting Partners Benefit from the Program
In addition to earning commissions for referrals that lead to new Equinix contracts, Sales and Referral Consultants benefit from their association with the global industry leader offering the greatest inventory of data centers located in key strategic cities around the world. When you refer companies to Equinix, you can be confident they will enjoy unparalleled service, industry-leading uptimes and very high customer satisfaction levels.

Key Program Benefits

Earn commissions while leveraging an industry leader in data center services.

Protect your reputation: Equinix offers the industry's highest uptime and customer satisfaction levels.

No program fees.

Sales and engineering resources available.

Enable your customers to leverage all the advantages Equinix has to offer.

www.equinix.ae

EQUINIX

About Equinix

Equinix, Inc. (Nasdaq: EQIX), connects more than 4,000 companies directly to their customers and partners inside the world's most networked data centers. Today, enterprise, cloud, networking, digital media and financial services companies leverage the Equinix interconnection platform in 31 strategic markets across the Americas, EMEA and Asia-Pacific. By connecting directly to their strategic partners and end users, customers are forming dynamic ecosystems inside Equinix. These interconnected ecosystems enable companies to optimize the performance of their content and applications and protect their vital digital assets.

Learn more at www.equinix.ae

How the Companies You Refer Will Benefit from Equinix

Success in the digital economy requires highly reliable and secure colocation with the ability to easily and efficiently connect to customers, vendors and partners on a global scale. More than 4,000 companies around the world rely on Equinix for deploying infrastructure and connecting to each other. We provide reliable, secure, carrier-neutral connectivity in more than 95 data centers in 31 strategic markets on five continents, and offer direct connections to more than 950 network service providers. Each data center features complete ecosystems of buyers and sellers of services that accelerate business growth, increase agility and support long-term scalability. Equinix benefits include:

- Scalability – Reach target markets quickly, efficiently and with confidence using the most trusted global data center provider.

- Global Reach – Locate data where it matters most : across the largest worldwide footprint of data center locations covering 31 key markets in 15 countries and five continents.

- Choice – Choose ideal network service providers from the broadest selection of more than 950 networks, helping maximize performance and lower costs.

- Ecosystems – Connect with over 4,000 customers and partners who form critical business ecosystems inside Equinix International Business Exchange™ (IBX®) data centers.

No other data center facilities provider can match Equinix for security and performance:

- Industry-leading 99.999% uptime record featuring full UPS power, backup systems and N+1 (or greater) redundancy, with an array of security equipment, techniques and procedures to control, monitor and record access to the facility and individual cages.

- SSAE16 SOC-1 Type II Compliance (Americas), ISO Certification (EMEA and Asia-Pacific) and LEED Certification in a variety of markets.

- Robust heating, ventilation and air conditioning (HVAC) systems that exceed the requirements of even the most power-hungry deployments.

Refer a Lead Now!

Refer companies now
Go to www.equinix.ae

Become an Equinix Consulting Partner
If you are interested in becoming an Equinix Consultant Partner, visit www.equinix.ae

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