

EQUINIX PARTNER PROFILE

Salesforce



TARGET MARKET

- Mid-size enterprises to Fortune 100 companies
- Customers requiring private, direct connection and ability to comply with regulatory requirements when connected to public cloud providers

CUSTOMER BENEFITS

- Private connection bypassing the internet
- Avoid potential reliability and congestion issues from the internet
- Multiple cloud providers available via the same physical port
- Guaranteed bandwidth for Salesforce traffic
- Reliable and predictable latency

FEATURES

- **Up to 10G** virtual connections
- **Managed peering** with Salesforce
- **Public IP space** available for purchase
- **99.9999%** high availability platform
- **Integrated APIs** and **web portal**
- **Control**—maintain control of your data by keeping it private and located outside the public cloud while utilizing flexible public cloud connections when necessary
- **Privacy compliance**—adhere to data privacy requirements by retaining control of where your data lives and how it is used
- **Regulatory and compliance**—meet industry-standard cloud mandate requirements by safeguarding critical data and direct connecting via Equinix Cloud Exchange™ to the leading public cloud service providers

JOINT SOLUTION

SALESFORCE EXPRESS CONNECT IS DELIVERED VIA EQUINIX CLOUD EXCHANGE (ECX)

- Offers customers the ability to bypass the internet to establish a private, dedicated, direct connection from your location to the Salesforce network edge

PRIMARY USE CASES FOR JOINT SOLUTION

Enterprises looking for the ability to leverage direct connectivity to the Salesforce platform to:

- Secure more sensitive workloads
- Adhere to both regulatory and compliance rules
- Make it easier and faster to enable managed peering with Salesforce and with other SaaS, PaaS and IaaS cloud services and networks

EQUINIX SOLUTIONS

- **Reliable colocation space**—Salesforce customers can have their application instances hosted in an Equinix International Business Exchange™ (IBX®) data center with 99.9999% uptime for redundancy and high availability
- **Power**—based on equipment requirements, an enterprise can order cabinets with the necessary power required for its deployment
- **Cross connects**—1G or 10G private fiber connections available within the Equinix facility or metro
- **Infrastructure Services**—includes Smart Hands™ support for both maintenance and installation requirements. Data center migration services are also available
- **Equinix Professional Services for Cloud (EPS Cloud)**—offers practical guidance for creating a comprehensive, multicloud hybrid plan, while configuring the cloud access ports for connecting to the leading cloud
- **Equinix Cloud Exchange**—provides the ability to connect to the leading cloud providers through one port by building virtual connections to as many clouds as you want. Customers can choose their committed bandwidth to Salesforce from 1Mbps to 10Gbps in 1Mbps increments
 - Port sizes of 1G or 10G
 - Virtual circuit sizes of 200M, 500M and 1G
 - Available in 20 global markets

About Equinix

Equinix, Inc. (Nasdaq: EQIX) connects the world's leading businesses to their customers, employees and partners inside the most interconnected data centers.

In 44 markets across five continents, Equinix is where companies come together to realize new opportunities and accelerate their business, IT and cloud strategies.

Unmatched global data centers

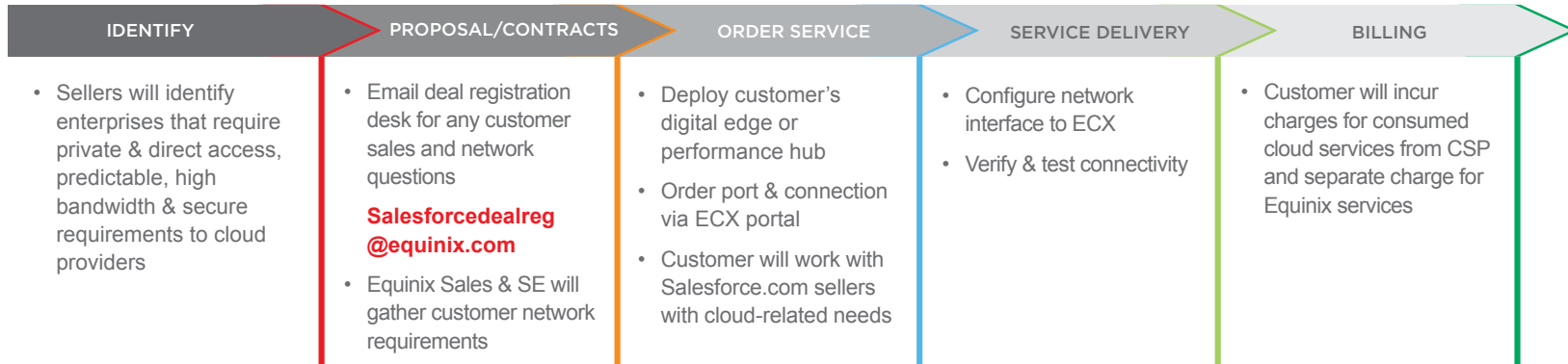
- **175+** data centers
- **44** strategic global markets
- **5** continents
- **17M+** square feet

Leading interconnection solutions

- Equinix Cloud Exchange in **20** global markets
- **100%** of tier 1 internet routes
- More than **230,000** cross connects
- More than **2,750** cloud & IT service providers including
 - Amazon Web Services
 - Microsoft Azure
 - Bluemix
 - Google
 - Oracle
 - and many more

Vibrant business ecosystems

- **2,750+** Cloud & IT
- **2,750+** Enterprises
- **1,000+** Financial Services
- **850+** Content & Digital Media
- **1,500+** Network Service providers



AVAILABILITY

Salesforce Express Connect is currently available in Washington, D.C., Silicon Valley and Frankfurt

HOW TO ENGAGE EQUINIX

For all questions, contact Equinix at Salesforcedealreg@equinix.com

