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tw telecom Expands Ethernet Footprint with Platform Equinix to Support Delivery of Next-Generation Cloud Services

tw telecom brings its Intelligent Network service portfolio – including plans for Bandwith on Demand services - to Equinix facilities nationally

HONOLULU--(BUSINESS WIRE)-- Equinix, Inc. (Nasdaq: EQIX), a provider of global data center services, today announced that **tw telecom** (Nasdaq: TWTC), a leading provider of managed services, including Business Ethernet, converged and IPVPN services to enterprises and carriers throughout the U.S. and globally, has expanded its presence in Platform Equinix™ to support growing customer demand for its carrier Ethernet services, and to securely reach cloud service providers and enterprise customers operating in Equinix data centers across the U.S.

One of the top three largest providers of Business Ethernet services in the U.S. (according to Frost & Sullivan and Vertical Systems Group), **tw telecom** is now located in 21 Equinix International Business Exchange™ (IBX®) data centers, with plans to expand into other key Equinix data center locations to meet carrier demand for domestic and international connectivity. **tw telecom** is leveraging its expanded presence in Platform Equinix and its own robust metro and national fiber infrastructure to bring connectivity options to next-generation cloud services for mid- to large enterprises in a wide range of industries, including healthcare, government, financial services, retail, technology and education.

These next generation cloud networking capabilities include **tw telecom's** Intelligent Network portfolio which includes services such as Enhanced Network Performance Management and Dynamic Capacity or "bandwidth-on-demand." **tw telecom's** Enhanced Network Performance Management provides enterprise customers with real-time network performance management data represented graphically for each network segment through an easy to use portal. With **tw telecom's** Dynamic Capacity service, enterprise customers will be able to scale their Ethernet bandwidth immediately across the network through a simple to use portal interface as their applications demand additional bandwidth.

With Platform Equinix, **tw telecom** is well-positioned to support growing demand for Ethernet services. Multiple connection options within Equinix IBX data centers enable **tw telecom** to quickly bring new service offerings to its 27,000 enterprise customers and reach more than 4,000 potential new partners, customers and suppliers of digital services via the Equinix Marketplace, a service that helps connect buyers and sellers of digital services within Equinix IBX data centers. According to Frost & Sullivan, the overall retail Carrier Ethernet services market expanded at an annual growth rate of 40 percent in 2010 to exceed $2.1 billion in revenues. Frost & Sullivan awarded **tw telecom** its prestigious Growth Leadership Award for Retail Carrier Ethernet Services for 2011. This award is based on consistent revenue and market share growth and customer service emphasis.

“As more enterprises adopt cloud-based applications, the demand for retail Ethernet ports and metro fiber networks increases,” said Tom Marx, President – National Sales, Wholesale Services for **tw telecom**. “By expanding our presence in Platform Equinix**, tw telecom** will be the premier network for the next-generation cloud. Our relationship with Equinix helps us deliver the best possible service to our existing customers, and also helps us identify opportunities to reach new customers and grow our business within the Equinix Marketplace. With Equinix, we are turning our data center into a revenue center.”

“Today, businesses of all types and sizes, from small businesses to organizations in regulated industries such as healthcare and the public sector, are transferring more of their data and computing to the cloud, and trusted service providers like **tw telecom** are leading the way in helping their customers make that transition,” said Jim Poole, general manager, global networks and mobility at Equinix. “With Equinix, **tw telecom** is able to propagate its offering to a broader set of customers and penetrate new markets by directly connecting to the robust ecosystems residing in Platform Equinix.”

Equinix at PTC’12

Visit Equinix at the telecommunications industry conference PTC in Honolulu, HI January 15-18, 2012. Learn how direct access to our rich ecosystem of customers and partners can connect your business to accelerated revenue. To schedule a meeting click here.

About Equinix

Equinix, Inc. (Nasdaq: EQIX) connects businesses with partners and customers around the world through a global platform of high performance data centers, containing dynamic ecosystems and the broadest choice of networks. Platform Equinix connects more than 4,000 enterprises, cloud, digital content and financial companies including more than 680 network service providers to help them grow their businesses, improve application performance and protect their vital digital assets. Equinix operates in 38 strategic markets across the Americas, EMEA and Asia-Pacific and continually invests in expanding its platform to power customer growth. http://www.equinix.com

Forward Looking Statements

This press release contains forward-looking statements that involve risks and uncertainties. Actual results may differ materially from expectations discussed in such forward-looking statements. Factors that might cause such differences include, but are not limited to, the challenges of acquiring, operating and constructing IBX centers and developing, deploying and delivering Equinix services; unanticipated costs or difficulties relating to the integration of companies we have acquired or will acquire into Equinix; a failure to receive significant revenue from customers in recently built out or acquired data centers; failure to complete any financing arrangements contemplated from time to time; competition from existing and new competitors; the ability to generate sufficient cash flow or otherwise obtain funds to repay new or outstanding indebtedness; the loss or decline in business from our key customers; and other risks described from time to time in Equinix’s filings with the Securities and Exchange Commission. In particular, see Equinix’s recent quarterly and annual reports filed with the Securities and Exchange Commission, copies of which are available upon request from Equinix. Equinix does not assume any obligation to update the forward-looking information contained in this press release.

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