February 28, 2012

RightScale and Equinix Partnership Delivers New Cloud Management Service for Private and Public Cloud Infrastructure

The RightScale and Equinix cloud package for corporations and service providers increases the speed and reliability of developing and managing automated clouds

MIAMI--(BUSINESS WIRE)-- Equinix, Inc. (Nasdaq: EQIX), a provider of global data center services, and RightScale®, Inc., the leader in cloud computing management, today announced a strategic global partnership to deliver a complete cloud solution to the corporate IT and service provider markets. With this partnership, the RightScale Cloud Management Platform will provide Platform Equinix™ customers with a comprehensive management offering for all cloud infrastructure — including public, private and multi-cloud/hybrid clouds —managed and controlled through a single cloud service.

As the result of this partnership, corporate IT organizations will be able to leverage RightScale and Platform Equinix to seamlessly manage workloads among private clouds and various public cloud providers. This allows global enterprises to access an unprecedented choice of cloud services in real-time through the RightScale management platform, ensuring high availability, business continuity and disaster recovery without compromising data security, compliance or risk mitigation. Now IT teams can leverage the powerful combination of their own corporate private cloud with a direct high-speed connection to public clouds already in an Equinix facility managed through a single dashboard with RightScale. This new cloud package provides customers with true workload deployment freedom by connecting their private cloud infrastructure directly to joint Equinix and RightScale public cloud partners such as Amazon Web Services (AWS), Rackspace and Logicworks as well as others such as SoftLayer and Datapipe.

In addition, service providers who have invested in deploying assets in Platform Equinix to establish their cloud offerings will have the opportunity to partner with RightScale to enhance their services and participate in building out a network of clouds enabled by Platform Equinix. Service providers can offer their customers a state-of-the-art management platform that will allow them to deploy workloads on demand to various clouds based on their requirements, ensuring optimal end-user performance, minimizing delivery costs and accelerating time-to-market for new services.

“Unlike other offerings, this partnership allows IT teams and service providers to increase the speed and reliability of delivering comprehensive cloud environments, particularly for those organizations with high data security and compliance needs or for those looking for increased performance for specific applications. Customers can literally provision entire server deployments in minutes with full-featured automation and govern them over their entire lifecycle,” said Josh Fraser, senior vice president of business development for RightScale. “This unique combination of RightScale cloud management and Platform Equinix provides a compelling value proposition for companies looking to accelerate their business with private and public cloud infrastructures.”

Customers will access RightScale cloud management using RightScale myCloud, which provides a "single pane of glass" for enterprises to provision and manage servers in private clouds and multiple public clouds. Customers will also benefit from the RightScale MultiCloud Marketplace which includes a library of pre-built cloud ServerTemplates™, scripts and architectures published by RightScale, ISV and SI partners. All of the pre-built configurations are fully customizable and provide a variety of solutions ranging from standard application stacks to middleware components to database solutions.

"Organizations are quickly seeing the need for a single management platform when looking to develop automated and comprehensive cloud infrastructures," said Chris Sharp, general manager, cloud and content for Equinix. "With this partnership, customers can leverage RightScale's leading cloud management offering for maximum visibility, organization and control across public, private and hybrid clouds. This collaboration is a natural fit, as Platform Equinix is the destination of choice for more than 4,000 companies as well as the home to a rich ecosystem of more than 300 cloud service providers."

RightScale CEO, Michael Crandell and Equinix CMO, Jarrett Appleby will speak together on a panel titled "New Technologies, Content and Services: What are the Bandwidth Drivers of the Future?" at the Metro Connect 2012 Conference in Miami, Florida on Tuesday, February 28th at 11:30am ET.

The Equinix partner program assembles Platform Equinix services with industry leading technology solutions into solution bundles that help simplify and accelerate complex global solution deployments.

For more information on RightScale Cloud Computing Management with Platform Equinix, please visit: http://info.equinix.com/Equinix-Rightscale.html.

About RightScale

RightScale® cloud management enables organizations to easily deploy and manage business-critical applications across public, private, and hybrid clouds. RightScale provides efficient configuration, monitoring, automation, and governance of cloud computing infrastructure and applications. Since 2006, millions of servers have been launched with the RightScale solution by leading enterprises including the Associated Press, CBS Interactive, Intercontinental Hotels Group, PBS, and Zynga.

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 690 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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Source: Equinix, Inc.