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Equinix Recognizes Channel Partners for Exemplary Business Contributions

Designates global "Agent of the Year" awards to honor partners who have significantly impacted Equinix business

REDWOOD CITY, Calif., April 11, 2017 /PRNewswire/ -- Equinix, Inc. (Nasdaq: EQIX), the global interconnection and data center company, today announced the recipients of its second annual agent partner awards – the 2017 Master Agent of the Year and 2017 Agent of the Year awards. These recognitions spotlight Equinix's top performing agent and master agent partners, globally, for outstanding delivery and execution of Equinix solutions and services, and highlight excellence in customer acquisition and retention, sales performance and sales effectiveness.

The 2017 honorees are:

- **Master Agent of the Year: AVANT**

  AVANT is a channel sales enablement company and the nation's premiere distributor for next generation technologies. AVANT adds unique value with its focus and expertise in channel sales assistance, sales training, sales guidance, and sales tools to fuel IT services business growth. From complex cloud designs, to global wide-area network deployments, AVANT sets the industry standard in enabling its partners and clients to make more intelligent decisions about services, technology and cost-effective communications.

- **Agent of the Year: Cloudwirx**

  Cloudwirx is a premier global supplier and systems integrator for critical IT infrastructure, helping companies source, build, and optimize systems. Whether it is for a start-up or Fortune 100 firm, Cloudwirx matches enterprises with the right technologies, services, and suppliers, with the goal of decreasing costs while increasing the value of IT systems.

These are the second annual agent partner awards issued by Equinix, and are specifically designed to show appreciation for the ongoing commitment and success that the company's agent-level partners demonstrate. Equinix agent partners provide companies with the expertise needed throughout the data center implementation process. Equinix agents such as AVANT and Cloudwirx have proven that they have the knowledge, skill and experience to help customers deploy interconnection and colocation services across Equinix's 150 data centers in 41 markets worldwide.

Quotes

- **Dick O'Hara, senior director of worldwide partner sales at Equinix:**

"We are thrilled to recognize and honor these valuable Equinix partners today with this award. The Equinix Partner Program was developed with the goal of building a rich ecosystem of top providers to help our customers to design and deploy the right cloud solution—whether it is a public, private or hybrid cloud. These two partners exemplify that, with their deep understanding of how to leverage and integrate the advantages of the Platform Equinix™ global footprint, high performance connectivity options and global supply-chain ecosystems to deliver solutions that precisely meet the performance, reliability and cost requirements of our mutual customers. We look forward to continued success together to ensure our mutual enterprise customers maximize their interconnection and cloud strategies."

- **Ian Kieninger, CEO, AVANT**

  "We are honored to be recognized by Equinix as its Master Agent of the Year for 2017. AVANT is, at its heart, a channel enablement company. Equinix, with its world class data center facilities and interconnection services, combined with AVANT's channel sales enablement program, is a perfect match, helping channel partners maximize capturing the sales opportunities of today's sophisticated IT organizations and buyers. AVANT is passionate about providing hands-on channel sales enablement, and its sales results with Equinix prove that our program works."

- **Jeremy Dodds, CEO, Cloudwirx**

  "There are so many choices today with public, private, and hybrid cloud solutions which can be a very time consuming endeavor for our clients. Cloudwirx cuts through the complexity and makes recommendations based on a combination of factors, including cost, performance and security. Our approach makes it easy for our clients to realize the benefits of cloud, and Equinix is a critical partner in achieving our clients' business objectives. We are proud of this achievement and are looking forward to a long-term partnership with Equinix."

Additional Resources

- More about Equinix Channel Partner Program **[website]**
- How Interconnectivity Drives More Revenue for Equinix Partners **[blog]**

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