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tw telecom and Equinix Provide Enterprise Customers with Seamless, Direct Access to the Cloud via Equinix Cloud Exchange

tw telecom national Ethernet services and Equinix U.S. data centers drive cloud adoption

REDWOOD CITY, Calif. and LITTLETON, Colo., May 7, 2014 /PRNewswire/ -- Equinix, Inc. (Nasdaq: EQIX), the global interconnection and data center company, and **tw telecom** (NASDAQ: TWTC), a leading provider of Business Ethernet and networking solutions, today announced that tw telecom will provide seamless and direct access to multiple cloud services and providers on the Equinix Cloud Exchange in all U.S. locations and is also directly connected or interconnected in nearly 40 Equinix data centers across the United States. This offering gives enterprises better, faster, easier access to Equinix's cloud ecosystem through **tw telecom**'s secure, scalable, elastic and predictable Business Ethernet connections.



The Equinix Cloud Exchange is an advanced interconnection solution that enables seamless, on-demand and direct access to multiple clouds and multiple networks across the globe. By bringing together network and cloud service providers with cloud consumers, and enabling them to establish private, high-performance connections, the Equinix Cloud Exchange gives enterprises secure, direct access to the services they need to build sophisticated hybrid cloud solutions inside Equinix's International Business Exchange™ (IBX®) data centers.

"As more businesses embrace the adoption of cloud, integration between it and our unique Intelligent Network capabilities will ensure the delivery of elastic and predictable network solutions that are easier to manage," said Graham Taylor, senior vice president of Marketing, **tw telecom**. "Equinix's ability to provide on-demand and direct access to multiple types of

clouds – hybrid, public and private – as well as connections to multiple destinations from their data center locations is critical in helping our customers improve their business performance."

Businesses can join the Equinix Cloud Exchange in 13 markets globally – Silicon Valley, Washington D.C., New York, Toronto, Seattle, Los Angeles, Atlanta, Dallas, Chicago, London, Amsterdam, Frankfurt and Paris – with expansion planned to a total of 19 markets by the end of 2014.

Innovative WAN solutions all the way to the network edge
Customers benefit from better, faster and easier access to data and applications all the way to the network edge with **tw telecom**'s Intelligent Network. The Intelligent Network delivers a highly scalable solution that helps solve business challenges as IT environments evolve, providing real time automation to increase productivity and more efficiently manage costs. Its capabilities allow enterprise IT departments to be more agile when deploying in the cloud, while **tw telecom**'s Dynamic Capacity® gives customers the ability to double or triple their bandwidth on demand in real-time, through pre-scheduled planning or automatically without human intervention. In addition, customers can connect to application service providers, as well as connect to thousands of potential customers and partners.

Simple, managed connections into the cloud
Using **tw telecom**'s secure Business Ethernet connection, customers can reach multiple locations and cloud service providers such as Amazon Web Services and GoGrid. By leveraging the Equinix Cloud Exchange, **tw telecom** provides customers with "normalized" cloud network integration that demystifies connectivity to cloud providers in the data center. By working together, Equinix and **tw telecom** make connection options simple and straightforward. Customers now work with a single provider and integration point for direct connection to the cloud.

"We're delighted to have **tw telecom** services available on the Equinix Cloud Exchange to offer enterprise customers another great option for connectivity to the cloud in an easy to manage and secure environment," said Sara Baack, CMO, Equinix. "As our customers' IT needs change, it's our goal to provide direct access to the network and cloud services they need to build sophisticated hybrid cloud solutions inside Equinix data centers."

Network connectivity delivered faster
tw telecom and Equinix offer a combination of cloud, network and data center services, providing customers the ability to quickly deploy flexible cloud solutions. **tw telecom** can leverage the Equinix Cloud Exchange and Portal to simplify the process of establishing and managing connections. This capability provides faster performance, better reliability, increased security and simplified deployment of cloud applications.

Today over 4,500 customers, including 450 cloud service providers and 975 networks, are deployed within Equinix's 100+ global data centers, which are located in close proximity to hundreds of thousands of enterprises. With the introduction of Cloud Exchange, Equinix is building upon its successful heritage and leveraging the power of interconnection to bring cloud buyers and providers together in new ways to realize the benefits of cloud computing.

Additional Resources

- Better Cloud Access for the Enterprise as tw telecom Joins Equinix Cloud Exchange [blog]

- Equinix Launches Cloud Exchange to Unlock Full Potential of Cloud Computing [press release]
- Equinix HD Episode 4: Equinix Cloud Exchange with Bill Long [video]

About tw telecom
tw telecom, headquartered in Littleton, Colo., is a leading national provider of managed services, including Business Ethernet, converged and IP VPN solutions for enterprises throughout the U.S. and globally. **tw telecom** also delivers secure, scalable private connections for transport data networking, Internet access, voice, VPN, VoIP and security to large organizations and communications services companies. Employing a resilient fiber network infrastructure, robust product portfolio and its own Intelligent Network capabilities, **tw telecom** delivers customers overall economic value, an industry-leading quality service experience, and improved business productivity. Please visit www.twtelecom.com for more information.

About Equinix Cloud Exchange
The Equinix Cloud Exchange is an advanced interconnection solution that enables seamless, on-demand and direct access to multiple clouds, across multiple networks around the globe. By combining the automated interconnection of cloud, network and managed service providers with advanced service orchestration for the first time, the Equinix Cloud Exchange provides enterprises with simple, scalable, direct access to the multiple cloud services they need to build highly flexible hybrid cloud solutions. This removes the security, performance and vendor lock-in concerns holding many organizations back from fully adopting and reaping the benefits of cloud services. For more information on the Equinix Cloud Exchange, please visit http://www.equinix.com/solutions/by-services/interconnection/exchanges/equinix-cloud-exchange/.

About Equinix
Equinix, Inc. (Nasdaq: EQIX), connects more than 4,500 companies directly to their customers and partners inside the world's most networked data centers. Today, businesses leverage the Equinix interconnection platform in 32 strategic markets across the Americas, EMEA and Asia-Pacific. 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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