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Equinix and Tier 3 Partner to Accelerate Cloud Adoption in Enterprise

Companies team to deliver enterprise-class hybrid cloud solutions

REDWOOD CITY, Calif. & BELLEVUE, Wash.--(BUSINESS WIRE)-- Equinix, Inc. (Nasdaq: EQIX), a provider of global data center services, and Tier 3, the enterprise cloud platform provider, today announced a partnership to create an enterprise-ready gateway to the cloud by offering Tier 3's Enterprise Cloud Platform via Equinix International Business Exchange™ (IBX®) data centers. The partnership enables enterprise customers to take advantage of the business agility and cost efficiency cloud technologies offer by using Tier 3's enterprise-grade Infrastructure as a Service across Platform Equinix™. Initially, Tier 3's solution will be available in Equinix's Chicago and New York data centers with plans to expand globally, first into Europe and later to Asia.

"Platform Equinix provides secure, scalable and highly interconnected data center services across 38 strategic global markets. Our network choice combined with access to a wide array of leading cloud services solutions, gives customers a rich environment to build and integrate private, public, and hybrid cloud solutions," said Chris Sharp, general manager, cloud and content for Equinix. "Our partnership with Tier 3 further strengthens Equinix's position as the destination of choice for enterprise cloud deployments through high availability, security and business continuity required for a hybrid or virtual private cloud solution."

Tier 3 serves the enterprise market with a public cloud solution known for its high-availability and built-in business continuity, as well as security features that enable isolated environments for each customer. Through a secure, cross connect, customers inside Equinix data centers will be able to quickly deploy a Virtual Private Cloud solution from Tier 3. This creates an extension of the customer's enterprise, transforming the public cloud into a virtual private environment that meets IT's stringent requirements for security and compliance.

"2012 is a tipping point year for hybrid cloud adoption as businesses move production workloads to the cloud. Virtual private cloud offerings such as the one created by the combination of high availability and security in Tier 3's enterprise cloud and the high performance, low latency connectivity of Platform Equinix, are uniquely positioned to serve this growing demand," said Adam Wray, president and chief executive officer at Tier 3.

Resources

- Learn more about the Tier 3 and Equinix solution

About Tier 3

Tier 3 brings enterprise-class cloud services to enterprises globally via its Federated Cloud. The Bellevue, Wash.-based company provides an enterprise-grade virtual private cloud software platform, enhanced by a framework-agnostic cloud orchestration layer to enable IT automation and agility. Architected for security, risk mitigation and high availability — with

99.999% SLA at all layers and disaster recovery in every deployment — Tier 3 Federated Cloud services are optimized for production environments and mission-critical applications. For more information, visit www.tier3.com

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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