HPE GreenLake at Equinix

DRIVING HYBRID CLOUD SOLUTIONS
WHO IS EQUINIX?

Microsoft’s Leading ExpressRoute™ partner worldwide in 22 Equinix markets

Largest global data center provider with 200+ data centers worldwide

Founded 1998 (NASDAQ: EQIX)
Market Cap $41B

2018 revenues: $5B, $2.4B adjusted EBITDA

65 consecutive quarters of growth
Microsoft Azure ExpressRoute™ Deployments at Equinix Data Centers
WHAT IS INTERCONNECTION?

Interconnection enables the Enterprise to directly and securely connect employees, partners and customers with their data.

Equinix is the world’s interconnection leader with 9,500+ customers spanning 44 markets and five continents.

“Colocation-based Interconnection is the “glue” for advanced digital business applications.”

Gartner
WE ARE HYBRID CLOUD EXPERTS

The Equinix interconnection platform accelerates deployment of highly performant workloads and drives increased Azure consumed revenue (ACR).
• Equinix Addresses Microsoft’s Top Obstacles To Cloud Adoption

(Healthcare = Microsoft Cloud Operating Model customer guidance)
Microsoft Azure Stack
The Power of Azure in the Data Center

• Brings the agility and innovation of cloud to the on-prem environment
• Full integrated system: Microsoft software working in conjunction with major OEM hardware
• Same portal, DevOps tools, Azure Resource Manager, and base IaaS & PaaS features
• Azure IaaS and PaaS: Compute, Networking, Storage App Service, Web and Mobile
• 4-16 node configurations

"CIO survey also indicates that an incredible 72% of Azure customers see themselves deploying workloads in Azure Stack over the next three years, which is our strongest indication yet that this product has significant potential,"

Piper Jaffray®
Equinix-Microsoft Azure Stack Use Case
Equinix and Microsoft Azure Stack with ExpressRoute for consistent hybrid cloud

Challenges
• Requirement for an on-premise component due to performance, regulatory and/or technology considerations
• Preference for a turnkey managed experience combining on-premise components with cloud offering as an integrated solution
• Multiple branch offices/regional deployments require centralized management and integration with cloud or shared services

Solutions:
• Fully integrated Azure Stack deployment
• Address latency issues with edge hybrid connectivity via Equinix Cloud Exchange Fabric and ExpressRoute
• Speed up development with consistent processes, DevOps tools, and open-source components

Benefits:
• Updated legacy applications in hybrid mode with a consistent DevOps process in both cloud and on-premises deployments
• Very low latency to Microsoft Azure provides superior application performance
• Large bandwidth connectivity enables scalability to meet growing cloud needs
• High-availability and redundant infrastructure matches mission-critical business requirements
Equinix-Microsoft Azure Stack

Equinix and Microsoft Azure Stack with ExpressRoute for consistent hybrid cloud

PLATFORM EQUINIX®

- OEM Converged Infrastructure
- Equinix Cloud Exchange Fabric™
- Microsoft ExpressRoute
- 10G Cross Connect
- Dedicated ExpressRoute connection into Azure

AZURE STACK SOFTWARE

- End-user experiences
  - Azure portal
  - Tool integration
- Unified app model
  - Azure portal
  - Tool integration
- Service delivery framework
  - Marketplace content
  - Services (IaaS and PaaS)
- Cloud infrastructure
  - Operational management and hardware
- Service Fabric Clusters
- Virtual Machines (Windows and Linux)
- Storage Blobs
- Websites
- Virtual Networks

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Introducing HPE GreenLake Hybrid Cloud at Equinix
Managing your consumption experience

Consume your right mix of hybrid clouds across public and private

- Run your public cloud/Multi-Cloud Strategy
- Run Azure Stack private cloud
- Consume your top workloads
- Consume infrastructure on premises
Equinix strengths bolster HPE’s position to simplify Hybrid IT

HPE and Equinix offers are perfectly complementary without overlap

- **HPE GreenLake**
  - Provides the benefits of public cloud
  - Pay-per-use model
  - Scalable IT solutions
  - Deployed in Equinix data centre

- **Equinix**
  - No up-front capital outlay
  - Reduces complexity, no care and feeding of a datacenter
  - Capacity for high power/weight density workloads
  - Connect to multiple clouds
  - Private, on-demand interconnections
  - Datacenter locations around the globe

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**Customer Needs**

- Scalability
- Time to Market
- Efficiency
- Control
- Agility

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**No upfront Capital required**
These steps can be done both physically and virtually, in both cases they consume colocation capacity as well as interconnection.

HPE GreenLake and Equinix Use Cases sell each other...

Network and Hybrid Cloud consumption, drive the need for Security, and open the door to Data.

From the Edge

On Platform Equinix, By HPE

To the Cloud

Flexible Capacity as a service
- Compute as a service
- Storage as a service
- HPC as a service
- Azure Stack as a Service
- Converged Network & Security as a service

HPE Hybrid Cloud as a service
- Hybrid Azure as a service
- VMWARE Hybrid Cloud
- Hybrid Cloud Management as a Service
- Hybrid Container as a service
- Hybrid Backup as a service
- Hybrid DR as a service
- Continuous Cost and Compliance service

HPE Hybrid Workload as a service
- Hybrid Data Platform as a service
- Hybrid DB as a service
- Hybrid SAP HANA as a service
- Hybrid AI / ML / RPA Platform as a Service
- VDI as a service

Distributed Data

Hybrid Multicloud

Distributed Security

Network Optimization

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