



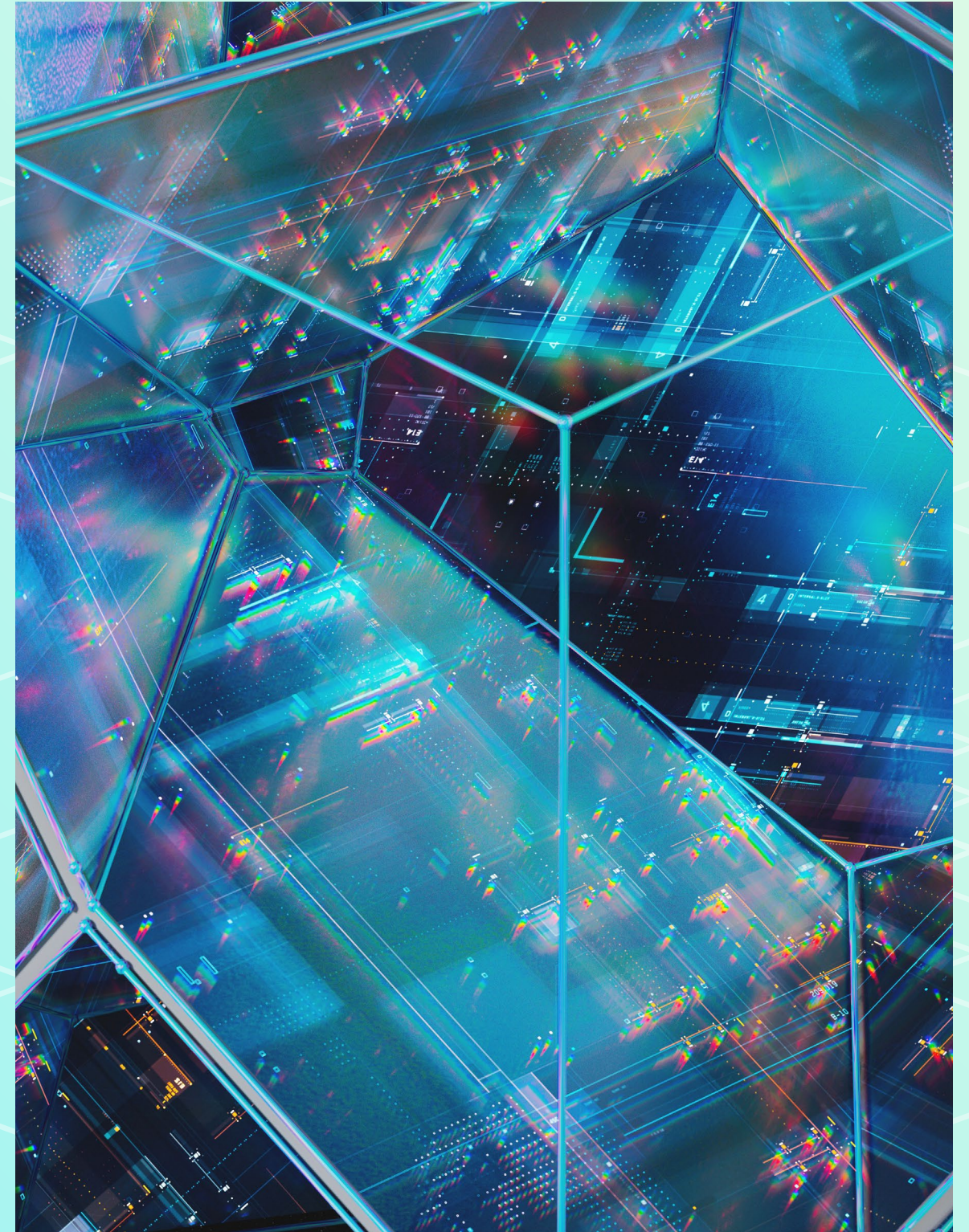
Network  
Edge

# Accelerate business opportunity with on-demand multicloud networking

Enhance capabilities with a marketplace of high-performance virtual network solutions from world-leading vendors like Cisco, Palo Alto, Juniper and Fortinet—available at the digital edge

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**Partner Data Sheet**



Rapidly deploy and scale virtual network services that enhance agility, connectivity and application performance for your customers.

In today's ever-evolving digital landscape, businesses face increasing demands for network capacity and agility. Your customers seek scalable network solutions that can be swiftly deployed to support new services and applications across geographies, while ensuring exceptional user experiences.

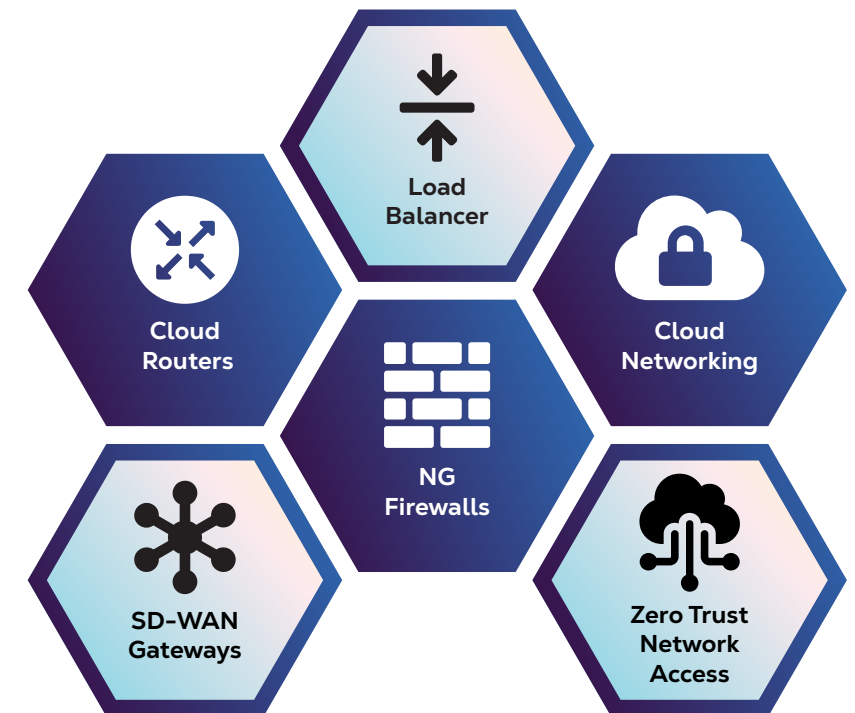
You need offerings that can enhance your customers' existing network architectures, lower capital expenditures (CAPEX) significantly and ensure faster time-to-market.

## Equinix Network Edge: A transformative solution

Equinix Network Edge is designed to help you meet the diverse demands of multiple customers. With a dynamic network automation tool, enable fast, secure and sustainable connection for multiple virtual network services at the digital edge in minutes—without needing additional space, power and hardware.

As a partner, you can leverage Network Edge to deliver essential networking capabilities quickly to your customers, enhancing their digital infrastructure while generating new opportunities and revenue streams for your business. Network Edge solution innovation provides a variety of flexible use cases, allowing you to meet growing customer demands and position yourself as a market leader.

Additionally, your customers gain access to our expansive ecosystem of clouds and industry-leading network providers, offering unparalleled connectivity and opportunities without large up-front investments.



# Benefits

Network Edge offers unmatched benefits for you and your customers.

## **Reduce CAPEX**

Deploy network services at a predictable cost with no additional hardware.

## **Gain multivendor flexibility**

You can choose from an extensive array of vendor virtual-network services, leveraging the same technologies and solutions used for on-premises deployments.

## **Achieve faster time-to-market**

Available in minutes rather than months through automated network configurations.

## **Support expansion strategies**

Build virtual infrastructure at scale to match opportunities in growth markets.

## **Improve performance**

Distribute and deploy low-latency network infrastructure closer to end users.

# Partner outcomes

Partner outcomes that help build strong, long-term customer associations.

## **Accelerate profitability with faster revenue cycles**

Spin up and scale virtual network functions (VNFs) in minutes, enabling faster customer deployments and quicker revenue realization.

## **Drive scale through simplicity and consistency**

Deploy and replicate VNFs effortlessly with click-and-go simplicity, allowing you to deliver consistent, scalable solutions with minimal effort.

## **Gain a competitive edge with world-leading vendor choice**

Access top providers like Cisco, Palo Alto, Fortinet and Juniper, giving you the flexibility to meet customer needs and unlock new growth opportunities.

## **Respond to customer needs instantly**

Quickly deploy virtual network functions in minutes, enabling you to meet urgent customer demands and adapt to changing business requirements with ease.

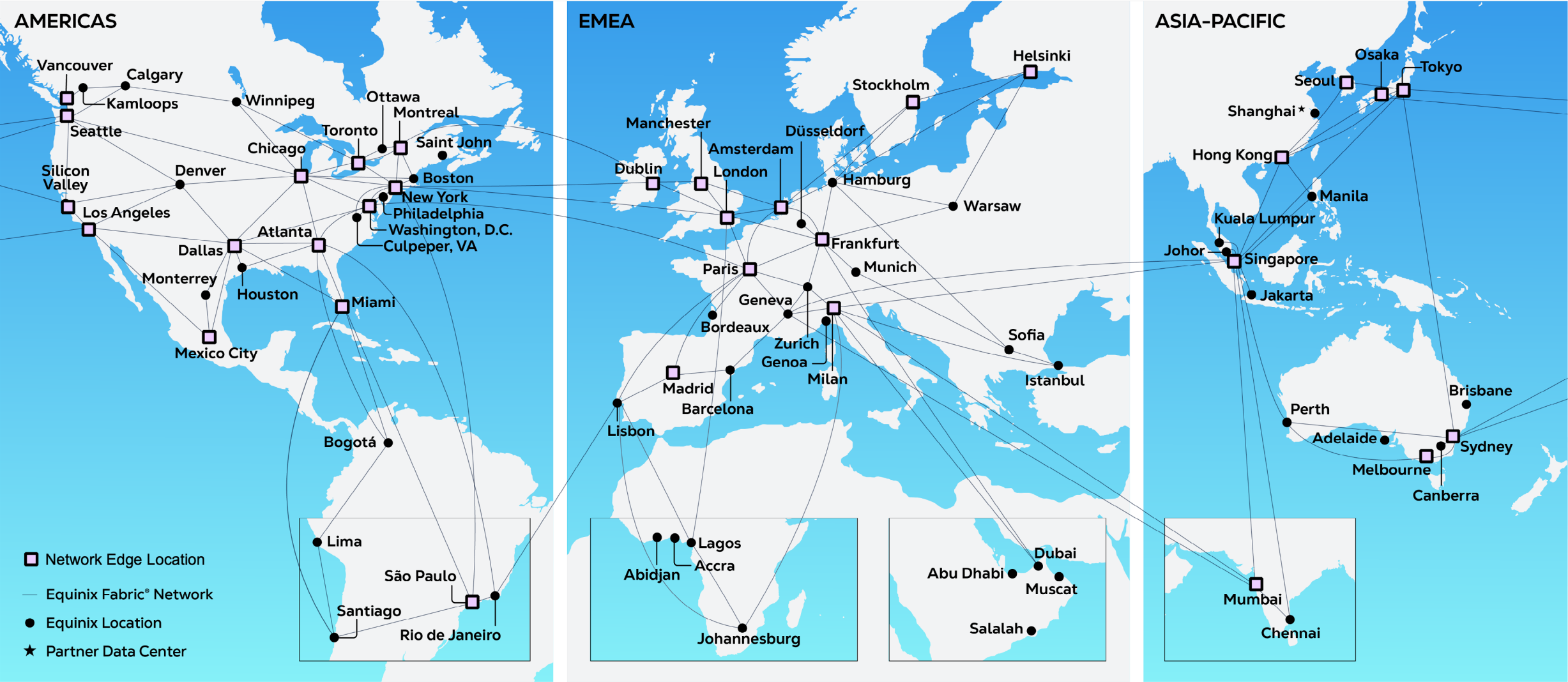
## **Expand your service potential**

Maximize your team's Cisco, Palo Alto, Fortinet and other vendor certifications to swiftly deploy and manage Network Edge services, enhancing efficiency and reducing time-to-implementation.

## **Drive more value with high-margin services**

Leverage Network Edge to offer premium services like consulting, managed solutions and complementary components—boosting profitability while enhancing your customers' experience.

# Network Edge locations



# Network Edge use cases

## Hybrid multicloud networking

Privately connect to and between cloud providers for optimized application performance.

## Private extranet

Distribution across partners and counterparties.  
Onboard B2B connections privately at the metro edge.

## Managed SD-WAN

On-demand provisioning and rapid deployment of SD-WAN appliances for seamless integration with cloud and IT services globally.

## M&A, divestitures and joint ventures

Distribution that changes shape on a deadline.  
Stand up entire network footprints without long-lived physical commitments.

# Technical documentation

For the latest product documentation, check the [Network Edge product documentation](#) on our website.

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## Get started today

Visit [Partner Central](#)—your digital hub for onboarding, deal registration, upcoming events and marketing resources, including co-brandable content, social and email campaigns.

For more information on how to sell Network Edge, please contact your partner sales manager or email [partnerprogramteam@equinix.com](mailto:partnerprogramteam@equinix.com).

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## Drive your future forward with Equinix

Equinix provides the accessible, scalable, secure digital infrastructure that shapes your success. Our data center footprint and unmatched global ecosystem bring you to the forefront of innovation—and closer to your goals. With interconnection-rich solutions built for speed and scale, we shorten the path to boundless connectivity, anywhere in the world.

