Partner Solution Brief

Tranform your network to deliver secure, high-performance application experiences

Cisco and Equinix have joined forces to help you directly connect and transform your WAN for the cloud era, offering tightly integrated solutions to meet its requirements

We now live in a subscription-based economy that relies on universal and ubiquitous connectivity. Consumers of video, collaboration software and connected devices expect real-time interaction and have little tolerance for hiccups of any kind. For passengers in autonomous vehicles and practitioners of remote surgery, poor connectivity can be quite a bit more serious. Organizations of all kinds can meet these challenges head-on with a hybrid multicloud architecture that provides agility, high-performance connectivity, collaboration and security while reducing costs. Cisco and Equinix have joined forces to help you directly connect and transform your WAN for the cloud era—offering tightly integrated solutions to help you meet its requirements.

| Challenge

The cloud has delivered exciting changes to enterprise networks   as businesses increasingly choose to run business-critical applications on hybrid and multicloud architectures that also allow them to benefit from a variety of third-party Software as a Service (SaaS) applications.

However, successful cloud migration presents a significant challenge to organizations due to its reliance on overall WAN performance. Many legacy WAN architectures—those not built for the current cloud era—feature a centralized topology that runs over multiprotocol label switching (MPLS) circuits. These expensive circuits often connect the data center to branch offices and then backhaul data traffic from these offices to the data center, where they then connect to public cloud and SaaS providers. This approach is problematic for several reasons:

- Long-distance data paths mean jittery application performance and increased latency, which damage the user experience.

- Greater physical distance between endpoints and the data center increases bandwidth and network costs.

- Data egress charges imposed by public cloud providers increase overall operating costs.

- Indirect, insecure access and a lack of visibility into data traversing the public internet expose enterprises and users alike to security risks.

- Carriers may require several months to establish new MPLS connections, creating unacceptable delays, while self-provisioning of virtual circuits can occur in minutes.

About Cisco

Cisco (NASDAQ: CSCO) is the worldwide leader in technology that powers the internet. Cisco inspires new possibilities by reimagining your applications, securing your enterprise, transforming your infrastructure, and empowering your teams for a global and inclusive future.
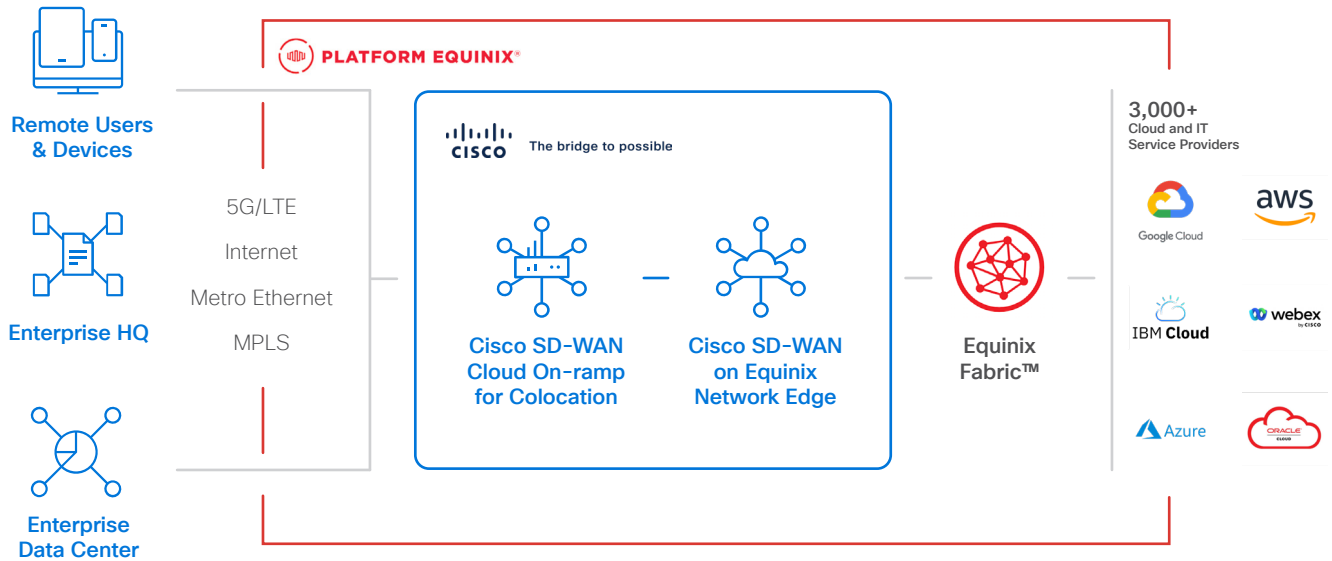
Cisco.com

About Equinix

Equinix is the world's digital infrastructure companyTM. Digital leaders harness our trusted platform to bring together and interconnect the foundational infrastructure that powers their success. We enable our customers to access all the right places, partners and possibilities they need to accelerate advantage. With Equinix, they can scale with agility, speed the launch of digital services, deliver world-class experiences and multiply their value.

Equinix.com

PLATFORM EQUINIX®

Remote Users & Devices

Enterprise HQ

Enterprise Data Center

5G/LTE
Internet
Metro Ethernet
MPLS

CISCO The bridge to possible

Cisco SD-WAN Cloud On-ramp for Colocation

Cisco SD-WAN on Equinix Network Edge

Equinix Fabric™

3,000+
Cloud and IT Service Providers

Google Cloud
aws
IBM **Cloud**
webex by cisco
Azure
ORACLE CLOUD

| The network is the foundation of digital transformation

A digital-ready network requires a foundational infrastructure that is flexible, scalable and secure. Cisco's Cloud and SD-WAN solutions deployed on Platform Equinix is a cloud-agile infrastructure approach comprised of a digital core, a digital ecosystem and a digital edge. The market's leading networking solutions reside at the core, on the world's digital infrastructure platform. An ecosystem of robust digital infrastructure building blocks and on-demand services can be accessed via software-defined interconnection using Equinix FabricTM, a software-defined interconnection service that allows any business to connect its own distributed infrastructure to any other company's infrastructure on Platform Equinix®. Finally, Cisco SD-WAN, optimized for a multicloud environment, ensures a predictable, reliable application experience at the digital edge, anywhere in the world.

| Digital core

With business-critical applications increasingly running in hybrid multicloud environments, enterprises must carefully consider and optimize the wide area network (WAN) architecture that connects headquarters, branches, remote workers, IoT devices and the data center to cloud providers. A flexible digital core with a limitless amount of bandwidth optimizes the infrastructure for SaaS, enabling you to turn service up or down in mere minutes. A distributed architecture can reduce WAN costs by 45 percent, improve latency by 83 percent and provide a staggering 700 percent increase in bandwidth.[1]

Core

Cisco SD-WAN on Equinix Network Edge

Performance-optimized and 80% cost reduction (SD-WAN)

Cisco routing & network management at Equinix

Global leader hosting most cloud on-ramps (multicloud connectivity)

Ecosystem

Cisco Webex Edge Connect at Equinix

High-performance, secure VoIP connectivity (secure collaboration)

UCM Cloud at Equinix

Fast global on-ramps to high- performance, quality connections (collaboration connectivity)

Edge

Cisco HCI, Big Data, SASE & Intersight at Equinix

Speed migration from on-prem data centers (cloud adjacent)

1   Gene McColm and Vivek Kumar, "3 Steps Toward Cloud WAN Optimization for AWS Interconnection" Equinix Interconnections Blog, March 18, 2020.

cisco.com/go/equinix

CISCO Partner | EQUINIX

Hybrid multicloud environments are now table stakes for the digital-first era. 93% of enterprises now embrace multicloud strategies.[1] 57% of enterprise workloads will be deployed to public clouds in the next 12 months.[2] And IaaS spending is projected to grow 24%—to $74 billon—by 2022.[3]

| Digital ecosystem

The Cisco-Equinix partnership provides an integrated portfolio of solutions and a digital ecosystem that connects the world's leaders to help you meet your enterprise WAN, SaaS, private cloud and collaboration needs. Businesses like yours have an on-ramp to high-performance Cisco Webex collaboration services for fast, reliable, flexible and secure access to superior meeting experiences, regardless of location. Access to Equinix ecosystems— including cloud computing; payments and commerce; financial services; content and digital media; manufacturing; and healthcare—connect partners, suppliers, providers and customers to accelerate innovation and drive greater revenue.

| Digital edge

Regardless of where your digital edge is, you need to connect to it. Agile infrastructures enable secure connectivity, flexibility, scalability and reliability at that edge. This results in high performance, imperative for dynamic business-critical operations. According to Gartner, 85% of all enterprise infrastructure strategies will integrate on-premises, colocation, cloud and edge delivery options by 2025.[4] The Cisco-Equinix alliance helps organizations like yours build these cloud-adjacent architectures at the digital edge. Deploy applications from the core to the edge via a common, hyperconverged infrastructure (HCI) with Cisco HyperFlex on Platform Equinix.

| Use cases

Enterprises can deploy the Cisco-Equinix solution to optimize application performance for these typical use cases:

- SD-WAN
- Multicloud connectivity
- Collaboration connectivity
- Cloud adjacent architecture

Benefits

Architected directly into Platform Equinix, Cisco SAE extends an enterprise's infrastructure to produce a fast, flexible, intelligent network that can take digital business initiatives in stride, while addressing data consumption and security risks. Benefits include:

Improved and consistent application performance/QoE.
Locate application services and other IT infrastructure adjacent to users and fast, efficient networks.

Digital ecosystem density.
Collaborate, exchange data and execute ultra-fast transactions with direct, private connections among numerous discrete entities.

Secure, private and direct connectivity.
Migrate a wide range of applications and business processes for fast, reliable and secure access to cloud service providers.

Virtualized network stack.
Secure traffic throughout the data center, from the network and WAN, all the way to the cloud.

Hybrid cloud deployment flexibility.
Interconnect to multiple cloud service providers for seamless functionality.

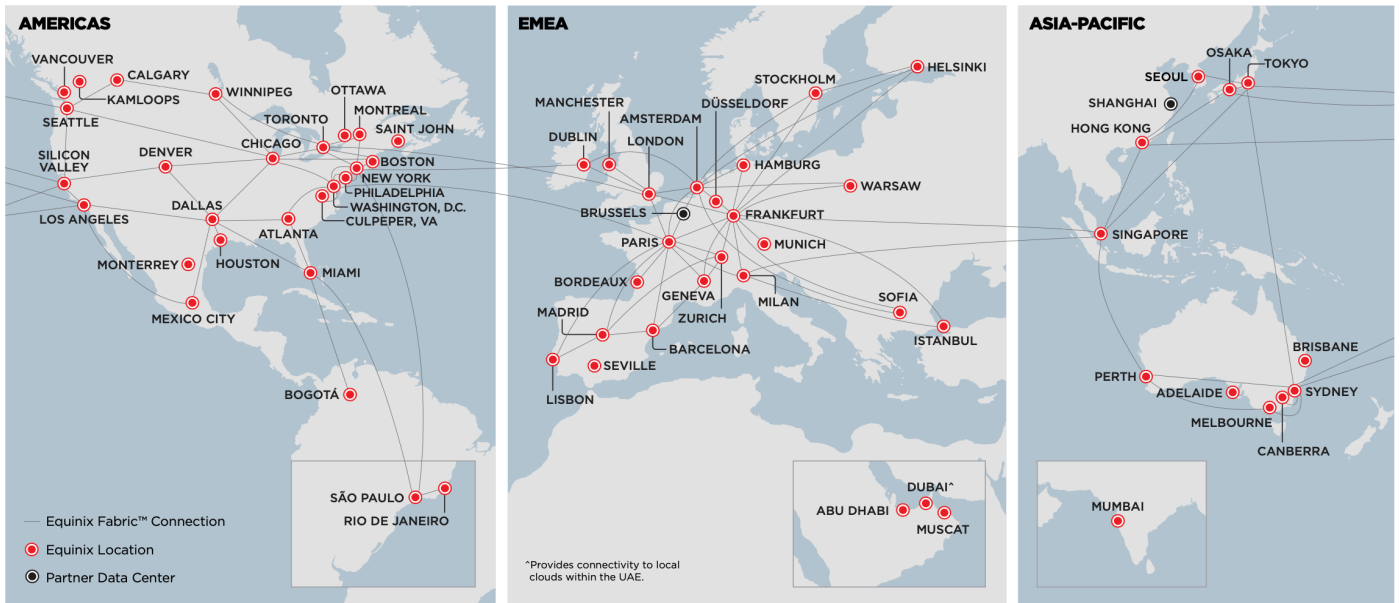**Dynamic and orchestrated delivery of network functions.**
Easily meet rapidly changing business requirements.

1,3   "2021 State of the Cloud Report," Flexera, March 2021.

2   "Forecast Analysis: Public Cloud Services, Worldwide," Gartner, June 3, 2020.

4   David J. Cappuccio and Henrique Cecci, "Your Data Center May Not Be Dead, but It's Morphing," Gartner, Sept. 17, 2020.

cisco.com/go/equinix

AMERICAS

VANCOUVER · CALGARY · KAMLOOPS · WINNIPEG · OTTAWA · MONTREAL · SEATTLE · TORONTO · SAINT JOHN · SILICON VALLEY · DENVER · CHICAGO · BOSTON · NEW YORK · PHILADELPHIA · WASHINGTON, D.C. · CULPEPER, VA · DALLAS · ATLANTA · LOS ANGELES · MONTERREY · HOUSTON · MIAMI · MEXICO CITY · BOGOTÁ · SÃO PAULO · RIO DE JANEIRO

— Equinix Fabric™ Connection
● Equinix Location
◉ Partner Data Center

EMEA

MANCHESTER · DUBLIN · LONDON · AMSTERDAM · STOCKHOLM · DÜSSELDORF · HELSINKI · HAMBURG · WARSAW · BRUSSELS · FRANKFURT · PARIS · MUNICH · BORDEAUX · GENEVA · MILAN · SOFIA · MADRID · ZURICH · BARCELONA · ISTANBUL · SEVILLE · LISBON

ABU DHABI · DUBAI^ · MUSCAT

^Provides connectivity to local clouds within the UAE.

ASIA-PACIFIC

OSAKA · TOKYO · SEOUL · SHANGHAI ◉ · HONG KONG · SINGAPORE · PERTH · ADELAIDE · BRISBANE · SYDNEY · MELBOURNE · CANBERRA

MUMBAI

C Cisco Deployment **E** Equinix Planned Expansion
N Network Edge Location **F** Equinix Fabric Planned Expansion

---

Americas

Atlanta		Montreal	**C**
Bogota		New York	**C N**
Boston		Ottawa	
Calgary		Philadelphia	
Chicago	**C N**	Rio de Janeiro	**C**
Culpeper	**C**	Saint John	
Dallas	**C N**	Sao Paulo	**C N**
Denver	**C**	Seattle	**C N**
Houston		Silicon Valley	**C N**
Kamloops	**C F**	Toronto	**C N**
Los Angeles	**C N**	Vancouver	**F**
Mexico City	**C**	Washington, D.C.	**C N**
Miami	**C N**	Winnipeg	
Monterrey			

EMEA

Abu Dhabi		Lisbon	
Amsterdam	**C N**	London	**C N**
Barcelona		Madrid	**N**
Bordeaux		Manchester	**C**
Brussels		Milan	**C**
Dubai	**C**	Munich	**C**
Dublin		Muscat	
Dusseldorf		Paris	**C**
Frankfurt	**C N**	Seville	
Geneva		Sofia	
Genoa	**E**	Stockholm	**C**
Hamburg		Warsaw	
Helskinki		Zurich	
Istanbul			

Asia-Pacific

Adelaide	
Brisbane	
Canberra	
Hong Kong	**C N**
Melbourne	**C**
Mumbai	**C**
Osaka	**C**
Perth	
Seoul	**C**
Shanghai	**C**
Singapore	**C N**
Sydney	**C N**
Tokyo	**C N**

Cisco designs and sells a broad range of technologies that have been powering the internet since 1984. Across networking, security, collaboration and the cloud, Cisco's evolving intent-based technologies are constantly learning and adapting to provide customers with a highly secure, intelligent platform for their digital businesses. Together, Cisco and Equinix enable companies to interconnect a digital core, integrate a digital ecosystem and interact at the digital edge. So your business can become more agile, scalable and resilient.

More Information

To learn more about Cisco SAE and Equinix, visit

Equinix.com/partners/cisco

Cisco.com/global-partners/equinix