

The background of the entire page is a high-resolution, close-up photograph of a red printed circuit board (PCB). The intricate network of copper traces and circular solder pads is visible, creating a complex, geometric pattern. The red color is vibrant and consistent across the board.

The Arrow & Equinix Partnership

The world's digital
infrastructure
company

ARROW

“As our Channel grows from strength to strength, this partnership is an exciting and logical next step towards providing our partners with even more options to build solutions with Equinix”

Orla Ni Chorcara

VP – EMEA Channel Sales, Equinix

EQUINIX OVERVIEW

Equinix is the world's digital infrastructure company®. Digital leaders' harness Equinix's trusted platform to bring together and interconnect foundational infrastructure at software speed.

Equinix enables organisations to access all the right places, partners, and possibilities to scale with agility, speed the launch of digital services, deliver world-class experiences, and multiply their value, while supporting their sustainability goals.

WHY PARTNER WITH ARROW?

- Simple Mechanism – Easy processes to transact Equinix business
- Demand Creation - Impactful joint marketing initiatives, promotions, and incentives
- Support - Access to training materials and experienced sales and technical teams
- Automation - Access to world-class Cloud management portals

WHY PARTNER WITH EQUINIX?

- New Revenue Streams - Recurring for life of the contract and paid monthly
- New Conversations - Equinix compliments your current vendor portfolio
- Digital Transformation - Provide your customers with proven answers to their challenges
- Sustainability - Equinix are a proven leader with a global climate-neutral goal by 2030
- Industry Leader - 10,000 customers enjoying a global footprint of 240+ data centres in 32 Countries

EQUINIX PROMOTIONS

- Additional Rewards - X1 monthly partner payment for selected customers
- Secure Cabinet Express – The standardised, easy-to-deploy, interconnection-ready cabinet for changing infrastructure needs. Set-up charges waived until end of 2023*.

Email arrowEMEA@equinix.com for details on any of the above.

FURTHER LINKS AND MATERIALS

- [Equinix Partner Central Portal](#)
- [Sustainability Initiatives](#)
- [Deal Registration](#)

Start your Arrow & Equinix journey today, email arrowEMEA@equinix.com



Developing technology solutions that help improve business and daily life, Arrow guides innovation forward for the world's leading technology manufacturers and service providers.

Learn more at [**arrow.com/fiveyearsout**](https://arrow.com/fiveyearsout)

Arrow Electronics, Inc.

Nidderdale House, Beckwith Knowle,
Otley Rd, Harrogate HG3 1SA United Kingdom
[**arrow.com/globalecs/uk**](https://arrow.com/globalecs/uk)

©2023 Arrow Electronics, Inc.
Arrow and the Arrow logo are
registered trademarks of Arrow
Electronics, Inc. Other trademarks
and product information are the
property of their respective owners.

ARROW
Five Years Out