



## OVERVIEW

Cyxtera brings together the one of the largest global retail colocation footprints with an innovative colocation on-demand solution platform and hybrid- cloud-ready security solutions. The result enables you to increase your time to market, reduce infrastructure costs and maintain control and security by enabling:

- Auto-provisioning of secure dedicated network assets within the data center and external to the data center in an OPEX model
- Massive connection to public cloud providers, network carriers and other customers within the Cyxtera customer marketplace.
- Intelligent, adaptive security access which is location agnostic, extending across public clouds, colocation and on-prem infrastructure to meet your evolving needs.



## KEY FEATURE AND DIFFERENTIATORS

• Over 3500 customers trust Cyxtera to house and secure their mission-critical infrastructure, including 33% of the Fortune 100 companies. • On-Demand Infrastructure - The Cyxtera Extensible Data Center (CXD) platform leverages our software-defined network platform using Nutanix or bare metal hyper converged infrastructure nodes bringing cloud-like speed and agility to dedicated infrastructure in colocation • 100% teaming with direct sales, so there is no channel conflict or cost to partners, 100% protected deal registration and evergreen agreements. • Extremely competitive pricing. • Massive interconnection – 120 network service providers and 600 networks, average 12 NSP/ facility, AND within 3ms latency to public clouds. • Cyxtera is one of the largest global retail colocation



## LOCATIONS

Coral Gables, FL

- Albuquerque, NM
- Atlanta, GA
- Columbus, OH
- Denver, CO
- Dallas, TX
- NYC/NJ
- Washington, DC/VA
- Las Vegas, NV
- Los Angeles, CA
- Moses Lake, WA
- Chicago, IL
- Phoenix, AZ
- Tempe, AZ
- Seattle, WA
- San Francisco, CA
- Tampa, FL

Canada

- Montreal, QC - Canada
- Vancouver BC - Canada
- Mississauga ON - Canada
- Markham ON - Canada

Europe

- London, United Kingdom

providers with 50+ world-class data centers in 36 cities across three continents giving your clients global reach, featuring: •50+ Data centers with Uptime Institute M&O Stamp of Approval, more than any other provider in the world (reliable data center operations your clients can trust) • 2.6 million sq. ft. of data center space with 220+ Megawatts of power • 100% Uptime SLAs and proven track record of better than 99.999% performance • 600+ certified engineers and operations personnel, with an average of 20 years experience.

## IDEAL CUSTOMER PROFILE

Ideal Customer Profile: Mid-sized to large global enterprises (1,000+ employees) and XaaS & MSPs of all sizes

Key Verticals: Financial services, healthcare, media/content, legal, technology and public sector, XaaS and MSPs

Target Customer Titles: IT Director, VP IT, VP Infrastructure, VP/Director Data Center Operations, CIO, CTO

Needs/pain points:

- Out of capacity in current data center and need to deploy additional IT capacity
- Current data center critical infrastructure (power & cooling) is approaching end-of-life and face large CapEx investment
- Public cloud not meeting all business or technical requirements (control, security/compliance, cost)
- Impending M&A activity will necessitate the rapid standup of new IT infrastructure environment
- Uncertainty of future IT needs makes predicting data center capacity challenging
  - IT sprawl has created an excessive number of data centers driving need for consolidation for cost, efficiency, and security reasons
  - Traditional network security – FW, VPNs, VLANs, & NAC – are not equipped to support today's Hybrid IT environment, incl. colocation

- Frankfurt, Germany
- Asia Pacific
- Singapore
- Tokyo, Japan
- Shanghai, China
- Beijing, China
- Brisbane, Queensland, Australia
- Bruce, Australian Capital Territory
- Port Melbourne, Victoria, Australia
- Tullamarine, Victoria, Australia
- Malaga, Western Australia
- Macquarie Park, New South Wales, Australia

## SERVICE OFFERINGS

### INTERNATIONAL

Global Colocation - Cyxtera is one of the largest global retail colocation providers with a footprint of 50+ connectivity-rich data centers in 36 cities across three continents with the industry's largest portfolio of Uptime Institute Approved M&O Stamps for operational excellence.

### COLOCATION

Global Colocation - Cyxtera is one of the largest global retail colocation providers with a footprint of 50+ connectivity-rich data centers in 36 cities across three continents with the industry's largest portfolio of Uptime Institute Approved M&O Stamps for operational excellence.

### IAAS

On-Demand Infrastructure - The Cyxtera Extensible Data Center (CXD) platform leverages our software-programable network platform to provision Nutanix appliances or HPE bare metal infrastructure nodes. This enables:

- simple point and click provisioning of connectivity helping your clients expand their



## CUSTOMER TESTIMONIALS

"We look for flexibility of our providers and how willing they are to work with to support our growth. We have had a lot of success with Cyxtera in those particular issues." ~ Brian Bosley, Associate Director Data Center Operations, Wayfair

See video testimonial here- <https://cyxtera.wistia.com/medias/d0povh7bap>



## QUALIFYING QUESTIONS

1. What is your current data center approach/strategy? Have you considered colocation?
2. Have you had any outages or issues lately?
3. Are you outgrowing your data center space and power?
4. Is your company moving from a CapEx to an OpEx model of spend?
5. Are you committed to a hybrid cloud strategy? Do you have a cloud first mandate?
6. Are you moving applications back from the cloud? (Infrastructure on-demand is an alternative with more control & security)
7. Do you need a replacement for your VPN solution? (software defined perimeter solution with Zero Trust could be solution)



## INDUSTRY RANKINGS

Cyxtera was named as a Strong Performer in Forrester's report "The Forrester Wave: Zero Trust extended Ecosystem Providers, Q4 2018."

Cyxtera has been ranked #2 on the Top Colocation Providers List by TechRadar

infrastructure when they need to and want to, on demand

- reduction in your clients' deployment time from months to days
- your customers to lower their infrastructure costs by 25-50% and align with a cloud-first strategy

### SECAAS

AppGate SDP- the leading software-defined perimeter solution for intelligent, adaptive secure access which is location agnostic, extending across public clouds, colocation and on-prem infrastructure to meet your clients evolving needs. This identity centric solution enforces Zero Trust.

