



EQUINIX

Infopaper
Global Solutions Architects*

GAIN AGILITY, FLEXIBILITY AND SCALABILITY DURING TIMES OF CHANGE

BUILD ONLINE COLLABORATION AND SECURE ACCESS FOR REMOTE WORKERS

As more employees work from home, enterprises must find new ways to keep business moving

During the unprecedented global events of 2020, organizations worldwide began making dramatic changes to their work environments in order to keep employees safe and solve sometimes overwhelming challenges. Often these challenges are linked to limitations within a legacy IT infrastructure. Equinix is seeing an increase in businesses faced with issues such as finding the right way to quickly and securely connect employees working from home and how to maximize internet bandwidth.

Enterprises that began transforming their digital architectures with Equinix before 2020 proved ready to meet the demands of a suddenly remote workforce. These customers continue to work with their Equinix sales teams and Global Solutions Architects (GSAs) to address evolving needs and implement the best solutions.

And for enterprises looking to just now bolster their IT, GSAs can still help organizations evolve quickly to meet urgent and ever-changing challenges. These specialists work with businesses to understand the issues at hand and identify potential solutions. Following is a closer look at the challenge of scaling connectivity for remote workers and several ways in which Equinix can help.

Organizations must scale to handle thousands of VPN connections

A leading global pain point for Equinix customers and prospects is the need to add capacity from VPN concentrators for employees now working from home. IT departments may find that their legacy infrastructure can't handle the surge in demand for remote connectivity, resulting in poor network performance, inhibiting worker productivity and business continuity.

With Equinix, enterprises can quickly enable thousands of employees working from home to access mission-critical applications and connect with partners and networks to keep business moving.

Software-defined connections provide flexibility

With network capacity stretched at the physical layers, Equinix can provide software-defined interconnection to reach clouds, services and networks. Software-defined networking allows you to add the network elements you need while still maintaining the flexibility to make changes along the way.

As an example, a European biomedical company needed to connect its remote employees in Ireland with additional facilities in China. The GSA advised the company to connect its presence at two Dublin Equinix International Business Exchange™ (IBX™) data centers privately and securely over Equinix Cloud Exchange Fabric™ (ECX Fabric™) to a Singapore IBX, which is tied to a business partner connected to the company's offices and production facility in China.

With ECX Fabric, companies exchange data along nodes of a network. If data is traveling from one IBX data center to another and encounters an overcrowded connecting node, the connection automatically shifts to another node on the global network—be it in a nearby metro or on another continent.

Hybrid multicloud accommodates surging sales and VPN demand

Retail organizations are particularly vulnerable to conflicting demands as surging online sales often compete for critical bandwidth with the company's at-home workers. One such instance seen by Equinix GSAs involved a major retailer whose stores and websites were flooded by consumers in search of everyday household goods. When thousands of employees began working from home, existing VPN channels into the retailer's corporate data centers became overloaded. Just as web and sales traffic surged, collaboration on Microsoft Teams slowed to a crawl, putting the retailer's mission-critical web applications at risk.



However, their IT department began deploying services with Equinix several months earlier and worked with the Equinix team to identify the best option for meeting future business needs: a hybrid cloud solution running on Platform Equinix®, Equinix's global interconnection platform. This fix first helped ease production and disaster recovery workloads at the company's on-premises data centers. With ECX Fabric directly and securely connecting these data centers to Equinix IBX data centers, company operations could then easily interconnect with leading cloud computing services Google Cloud Platform and Microsoft Azure.

This unique solution from Equinix GSAs created VPN virtual appliances in Azure that could scale users in to alleviate bandwidth issues. Scaling up VPN access for thousands of remote employees took less than one week.

Virtual VPN connections across cloud services such as Azure ExpressRoute connected through ECX Fabric enable employees to access cloud resources, data center resources and company tools from home without impacting the corporate internet. In this instance, the retailer's Teams traffic runs entirely on Azure, ensuring streamlined online collaboration and freeing bandwidth for online sales.

A hybrid cloud infrastructure provides the agility and flexibility needed to meet these enormous demands. With the resulting efficiency gains and cost savings, businesses can achieve a competitive edge.

Virtualization satisfies VPN demand and deploys cloud services

Most businesses are unprepared for a sudden, dramatic increase in remote users. As a result, enterprises scramble for equipment to meet the new demand, and there may be a month or more of lead time to source, acquire, ship, rack, stack and run cables for a new deployment. But time is short, and gear is often scarce.

Fortunately, a desirable outcome can be achieved without adding CAPEX, and in much less time. Network Edge provides virtual connections to help IT meet quickly changing network infrastructure demands by

deploying additional network services such as routers, firewalls and SD-WAN in minutes, without access to any physical hardware.

Equinix GSAs recently helped a unified communications company, whose solutions are used in global call centers, with a unique need. The challenge was to get cloud-based applications to more customers without purchasing any physical equipment. The Equinix team proposed a virtual deployment with Network Edge at IBX data centers, securely connected over ECX Fabric.

Similarly, Equinix can provide immediate solutions to businesses who have future data center deployment plans but need to quickly pivot and create thousands of VPN connections for newly remote workers. A temporary virtual deployment with Network Edge to handle remote VPN needs can be deployed virtually in less than two days, connecting with an existing IBX data center directly and securely across ECX Fabric.

The real value in this solution is its agility, as business operations through these connections can begin in a day or two or in some cases, mere minutes.

Equinix is here to help

With Equinix, organizations can rapidly scale to connect their remote workers with industry-leading cloud and IT providers to solve today's challenges while ensuring the flexibility to solve for tomorrow.

Regardless of industry or geography, businesses are experiencing similar challenges with newly or significantly expanded remote workforces. To help meet these demands, Equinix GSAs are ready to build the solutions that best suit the needs of our customers.

To learn more about Equinix or to speak with an expert, please visit our website. Let our GSAs help you transform your business.

Equinix.com/GlobalSolutions



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Globally deploy your infrastructure and services wherever opportunity leads. Directly and privately interconnect to your most important clouds, services and networks. Activate edge services on demand to scale for success. On Platform Equinix, you'll reach everywhere, interconnect everyone and integrate everything you need to create your best future. Get digital ready with Equinix.