

## CABLE&WIRELESS WORLDWIDE AND EQUINIX COLLABORATE TO DELIVER CLOUD-BASED SERVICES FOR GLOBAL ENTERPRISES

- *Building on the success of its successful Flexible Computing platform in the UK, C&W Worldwide expands cloud offering to customers globally*
- *Global enterprises will have access to world-class data centre services in multiple countries*

**Singapore, January 12, 2012** — Cable&Wireless Worldwide, a global provider of mission critical communications, is collaborating with Equinix Inc. (Nasdaq: EQIX) - a provider of global data centre services, to become a one-stop shop for global enterprises that require best-of-breed data centre services.

This collaboration will strengthen C&W Worldwide's existing cloud capabilities and will be a springboard from which the company will deliver a comprehensive suite of data centre services, such as co-location, managed hosting and cloud computing services to global customers.

Gartner predicts that, by 2015, 50 percent of Global 1000 enterprises will rely on external cloud-computing services for their top 10 revenue-generating processes<sup>1</sup>. C&W Worldwide's hybrid cloud offering, which brings together the best of managed hosting, multi-tenant and private cloud deployments, will help companies reduce complexity, minimise infrastructure costs and increase business agility. The company already offers a Flexible Computing product in the UK that has been successfully deployed with clients in industries such as facilities management, IT services, media, retail and financial services.

"Telcos are natural providers of enterprise-class infrastructure services. Our ambition is to create an ecosystem of best-of-breed solutions from different service providers that can deliver a flexible and risk free cloud computing roadmap for customers," said Nick Lambert, Managing Director, Wholesale, Mid-markets and Global Markets, C&W Worldwide.

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<sup>1</sup> Gartner: 'Emerging Technology Analysis: Cloud Storage and Its Impact on Data Center Transformation', February 2011

<http://my.gartner.com/portal/server.pt?open=512&objID=249&mode=2&PageID=864059&resId=1541314&ref=Browse>

“He added, “Equinix is the ideal company for us to collaborate with because its footprint of data centres closely aligns with our global network. Both companies share a complementary vision to deliver reliable, on-demand services that will enable some of the largest organisations to transit into a world-class cloud computing and communications environment.”

“Our global relationship with Cable&Wireless Worldwide is a testament to the value of [Platform Equinix™](#) for enabling network service providers to easily expand their service reach to access new revenue opportunities,” said Samuel Lee, Equinix President, Asia Pacific. “As part of our growing network ecosystem of more than 680 network service providers, C&W Worldwide has access to our global platform of 99 data centres, while customers have a broad choice of best-in-class network providers to meet their telecommunications needs.”

Enterprise customers can expect a complete approach to service management with a single point of accountability for the company’s network and hosted computing infrastructure. C&W Worldwide and Equinix will help customers deal with the complexities of supporting geographically diverse operations, so that customers can focus on their core business and respond rapidly to changing market conditions and emerging opportunities.

### **Additional resources**

For more information and best practices for aligning the networks and cloud communities, download and watch the Equinix webinar, “Networks & Clouds: Navigating the Potential” [here](#).

For more information about C&W Worldwide’s Flexible Computing platform, please click [here](#)

### **About Cable&Wireless Worldwide**

Cable&Wireless Worldwide (LSE: CW.) is a leading global telecoms company providing a wide range of high-quality managed voice, data, hosting and IP-based services and applications to large multinational companies, governments, carrier customers and resellers across the UK, Asia Pacific, India, Middle East & Africa, Continental Europe and North America. Established in the 1860s, Cable&Wireless Worldwide helps more than 6,000 organisations deliver their goals. The Group’s vision is to be the first choice for mission critical communications.

Reaching 20,500km in length, Cable&Wireless Worldwide owns the UK’s largest fibre network dedicated to business users of telecoms, and provides ubiquitous nationwide access through a combination of fibre, digital, microwave, radio and leased circuits. The network has presence in over 400 towns and cities in the UK, with 864 unbundled exchanges covering 56% of the population.

Internationally, Cable&Wireless Worldwide’s global next-generation network (NGN) stretches to more than 425,000km, including interests in 60 global cable systems, enabling connectivity to more than 150 countries. The Group’s IP-based Multi-Service Platform operates at the core of our NGN, offering a single environment on which voice and data applications can be converged to drive business efficiencies. Cable&Wireless Worldwide’s network is uniquely designed with inbuilt resilience.

With more than 6,000 colleagues globally, Cable&Wireless Worldwide is committed to delivering exceptional customer service and developing long term partnerships with its customers

To find out more, visit [www.cw.com](http://www.cw.com).

## About Equinix

Equinix, Inc. (Nasdaq: EQIX) connects businesses with partners and customers around the world through a global platform of high performance data centers, containing dynamic ecosystems and the broadest choice of networks. Platform Equinix connects more than 4,000 enterprises, cloud, digital content and financial companies including more than 680 network service providers to help them grow their businesses, improve application performance and protect their vital digital assets. Equinix operates in 38 strategic markets across the Americas, EMEA and Asia-Pacific and continually invests in expanding its platform to power customer growth. <http://www.equinix.com>

## Forward Looking Statements

This press release contains forward-looking statements that involve risks and uncertainties. Actual results may differ materially from expectations discussed in such forward-looking statements. Factors that might cause such differences include, but are not limited to, the challenges of acquiring, operating and constructing IBX centers and developing, deploying and delivering Equinix services; unanticipated costs or difficulties relating to the integration of companies we have acquired or will acquire into Equinix; a failure to receive significant revenue from customers in recently built out or acquired data centers; failure to complete any financing arrangements contemplated from time to time; competition from existing and new competitors; the ability to generate sufficient cash flow or otherwise obtain funds to repay new or outstanding indebtedness; the loss or decline in business from our key customers; and other risks described from time to time in Equinix's filings with the Securities and Exchange Commission. In particular, see Equinix's recent quarterly and annual reports filed with the Securities and Exchange Commission, copies of which are available upon request from Equinix. Equinix does not assume any obligation to update the forward-looking information contained in this press release.

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