

A background image showing three business professionals (two women and one man) in a meeting, looking at a document. The image is overlaid with a semi-transparent white box containing the title.

# SOLUTION PARTNERS

## Our partner programme

At Interxion we believe partnerships should be mutually beneficial. That's why we have designed our partner model to make it easy for you to grow your business by selling our colocation and cloud connectivity services as part of your solutions.

## Why partner with Interxion?

The value that we deliver to your business builds on an colocation and cloud interconnectivity service delivery excellence. Our partners value us because:

- **We do not compete with you** - we do not offer consultancy, hosting, management, cloud, or network services, and work with you to service our customers.
- **We take a personal, human approach to doing business** - we like doing business with entrepreneurs as entrepreneurs, and work as partners to capture opportunities together and deliver customer satisfaction.
- **We are focused on supporting our partners' business growth** - our partner programme is designed to increase the ease-of-doing business with us and to accelerate your business.
- **We operate local data centres with local knowledge and local business networks** - with local teams, in 13 major European business centres, we can support your requirements across Europe.

### Cloud Connect

Our Cloud Connect service allows you to build and manage private, high-performance, secure connections to multiple cloud platforms through a single interface. It's a highly scalable, fast and cost-effective way to create hybrid, multi-cloud IT environments.

#### Benefits:

- Build new revenue opportunities
- Reduce time-to-market
- Improve network performance
- Guaranteed availability

## About Interxion

Interxion (NYSE: INXN) is a leading provider of carrier and cloud-neutral colocation data centre services in Europe, serving a wide range of customers through over 40 data centres in 11 European countries. Interxion's uniformly designed, energy efficient data centres offer customers extensive security and uptime for their mission-critical applications. With over 600 connectivity providers, 21 European Internet exchanges, and most leading cloud and digital media platforms across its footprint, Interxion has created connectivity, cloud, content and finance hubs that foster growing customer communities of interest.

For more information, please visit [www.interxion.com](http://www.interxion.com)

## What are the benefits?

Our Solution Partner Programme unlocks three types of benefits for **Solution Partners** looking to incorporate colocation and cloud connectivity services into their cloud solutions:

### 1. NEW REVENUE OPPORTUNITIES

Solution Partners can leverage our colocation and cloud access services to quickly and cost-effectively build and bring-to-market hybrid cloud solutions. Leveraging readily available low-latency, private interconnections to Microsoft Azure (via ExpressRoute) and Amazon Web Services (via Direct Connect).

We deliver new revenue opportunities by:

- Working with you to deliver hosted, managed and hybrid cloud-based solutions to our customers and prospects.
- Introducing you to other partners when business models are complementary and commercially relevant.
- Engaging in joint marketing and business development activities.

### 2. INCREASED EASE OF DOING BUSINESS TOGETHER

Our Solution Partners receive detailed sales documentation, technical and commercial product training, and pre-sales and bid support required to close deals.

### 3. FINANCIAL BENEFITS

Solution Partners benefit from competitive pricing and a transparent progressive discount model, based on current volume of business and projected growth. In addition, Solution Partners can benefit from joint marketing budgets and resources.

## How can you join?

Interested in joining our partner community? Get in contact with:

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**Cofounder:** Uptime Institute EMEA chapter, **Founding member:** European Data Centre Association, **Patron:** European Internet Exchange Association, **Member:** The Green Grid, with role on Advisory Council and Technical Committee, **Contributor:** EC Joint Research Centre on Sustainability, **Member:** EuroCloud.

Interxion is compliant with the internationally recognised ISO/IEC 27001 (537141) certification for Information Security Management and ISO 22301 (BCMS 560099) for Business Continuity Management across all our European operations. © Copyright 2016 Interxion. xx-xx-xx-HQ-eng-10/16