

A background image showing four business professionals in a meeting, overlaid with a semi-transparent teal and blue gradient.

CHANNEL 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 our 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 your 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 45 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 700 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

What are the benefits?

Our Channel Partner Programme unlocks three types of benefits for **Channel Partners** looking to sell our colocation and cloud connectivity services as part of their product portfolio:

1. NEW REVENUE OPPORTUNITIES

Colocation and cloud connectivity services represent attractive new revenue streams for Channel Partners as:

- Cloud adoption is driving enterprise data centre outsourcing.
- Revenues are recurring and deal size significant.
- Private connections to **Microsoft Azure (via ExpressRoute), Amazon Web Services (via Direct Connect), Oracle Cloud Infrastructure (via FastConnect) and IBM Cloud (via DirectLink)** through our Cloud Connect service provides a unique differentiator for any hybrid cloud deployment.

2. INCREASED EASE OF DOING BUSINESS TOGETHER

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

3. COMPETITIVE COMPENSATION SCHEME

Channel Partners benefit from a competitive referral fee, paid quarterly in advance, commencing within one month after the deal is closed.

How can you join?

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

Holger Nicolay

Business Development Manager

E-Mail: holgern@interxion.com

Tel: +49 69 40 147 - 171

For more information, please visit:

www.interxion.com/about-us/partner-programme/



www.interxion.com
customer.services@interxion.com



Interxion Frankfurt
Tel.: +49 69 40147 0
E-Mail: de.info@interxion.com

Interxion Düsseldorf
Tel.: +49 211 7496670-0
E-Mail: de.info@interxion.com

European Customer Service Centre (ECSC)
Toll free Europe: + 800 00 999 222 / Toll free US: 185 55 999 222
Email: customer.services@interxion.com

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 2018 Interxion. PF-GEN-HQ-CHANNEL-HQ-eng-3/18