



# EQUINIX CUSTOMER SUCCESS STORY

## AMISTAD NETWORKS



**Distributor of UC solutions it is aiming at growth for this year and needed greater space. By migrating to Equinix, the company already sees savings in energy costs.**

**“At Equinix, we provide high availability, more security, scalability, and direct access to all networks in the country. This allows us to rapidly expand and reach new regions in Brazil. Equinix’s support team is extremely responsive and efficient, enabling support during rapid changes and maintenance of the environment, so common in telecom infrastructures.” Celso Silveira, CEO of Amistad Networks**

### About Equinix

Equinix, Inc. (Nasdaq: EQIX) connects the world’s leading businesses to their customers, employees and partners inside the most interconnected data centers. In 40 markets across five continents, Equinix is where companies come together to realize new opportunities and accelerate their business, IT and cloud strategies. Learn more at [Equinix.com](http://Equinix.com)

### About Amistad Networks

Amistad Networks has been operating in the market for more than 10 years, having a wide and integrated portfolio, knowledge in leading-edge technologies and providing solutions in voice communication, data, network security with well recognized suppliers in the market, not to mention the highest quality customer service. Learn more at [amistadnetworks.com.br](http://amistadnetworks.com.br)

### Business

Amistad Networks, an enterprise that provides voice communication, data, and network security solutions, is a reseller for Mitel Networks in Brazil and has chosen to outsource its IT infrastructure with Equinix, a global data center and interconnection services company.

### Challenge

Before migrating to Equinix, the company kept its Information Technology infrastructure in-house. “That limited us considerably since it was difficult to expand, in addition to making us totally dependent on the telecom network operators that could reach us,” says Celso Silveira, CEO of Amistad Networks. “We intend to expand operations in the country and reach 6.000 active telephone branch lines over the next 12 months.” Today the organization has 1.000 operating branch lines.

### Solution

Amistad Network’s entire communication system, which relies on Call Center, Unified Communication with IP telephony and video collaboration services from Mitel, is hosted at Equinix’s data center in Tamboré, São Paulo. The company has colocation services and direct connections with telephone network operators. “Within Equinix’s data centers, Amistad Networks has the power to connect directly to several network operators, which ensures even more speed and quality for the company’s services. In addition, Mitel is already an Equinix customer in North America, and we are happy to be able to support one of its major partners in Brazil,” says Rodrigo Guerrero, Sales Director at Equinix Brazil.

### Result

“At Equinix, we provide high availability, more security, scalability, and direct access to all network operators in the country. This allows us to rapidly expand and reach new regions in Brazil. Equinix’s support team is extremely responsive and efficient, enabling support during rapid changes and maintenance of the environment, so common in telecom infrastructures,” celebrates Celso. “Amistad’s operation has been a success and we hope to continue supporting growth in this organization in the coming years,” adds Rodrigo Guerrero.

