



ASSESS | ENABLE | **MIGRATE** | OPTIMIZE

CLOUD ESCROW SERVICES

Worried about IT operations during your M&A or divestiture? Let Equinix Professional Services for Cloud (EPS Cloud) ensure a clean and simple cut over with next-to-zero operational impact.

Data migration and system integration are usually an afterthought in M&A or divestiture negotiations. Yet these factors can represent one of the biggest headaches in the asset transfer process. After the sale, line-of-business owners have the near-impossible task of making two or more highly complex, interdependent systems talk to each other – and the negative effects are often felt throughout the organization.

By utilizing leading cloud platforms, EPS Cloud works with both parties of an M&A or divestiture to create an escrow type of environment, a neutral zone, which can seamlessly and securely be transferred from seller to buyer at the completion of the business transaction.

Why EPS Cloud? Our proven track record within this niche market optimizes due diligence, expedites the overall deal, improves ROI and speeds up post-deal integration.



Microsoft Partner

Gold Cloud Platform
Gold Application Integration
Silver Application Development



PROFESSIONAL
SERVICES
CLOUD

Equinix.com/epscloud

Identifying your best path, and then guiding the journey

EPS Cloud works closely with seller and buyer teams to assess the current environment and clearly define the migration efforts needed. We use a phased approach to ensure that business and compliance requirements are delivered, challenges are documented, risks are mitigated and financial targets are met.

Cloud Escrow Benefits

SELLER

- Improves performance and time-to-market for existing applications
- Expands capabilities and increases growth potential
- Rapidly establish and scale down infrastructure and applications, with minimal impact
- Dynamically improve divestiture liquidity
- Pre-deal cloud due diligence cleans IT systems and attracts potential buyers
- Buyers seek companies that have lower operating costs, systems that are well- documented/understandable, and are fully supported by existing vendors

BUYER

- Obtain the IT infrastructure needed to support the business through the cloud. No need to purchase and support on-premises IT infrastructure and back-office applications
- Low cloud OPEX creates greater cash flow advantages
- Diminish lead time to procure, engineer, develop, implement and test sophisticated IT environments while minimizing CAPEX and equipment appreciation
- Increase technology agility and efficiency by leveraging the cloud to make architecture improvements
- Your IT operation saves time, money and resources since there is no need to support the cloud infrastructure of the new entity

About EPS Cloud

Equinix Professional Services for Cloud (EPS Cloud) provides enterprise hybrid cloud solutions and migration services, helping enterprise organizations adopt and integrate cloud technologies.

In partnership with cloud platform and product industry leaders, EPS Cloud delivers end-to-end capabilities to help enterprises build scalable, highly available, resilient, cost-efficient and secure interconnected cloud environments.

By continually providing superior hybrid cloud solutions to satisfy business objectives, simplifying IT management and meeting security and compliance requirements, EPS Cloud has become a trusted partner to CIOs of some of the world's largest organizations.

Cloud Escrow Phases and Resources



“We had an obligation to deliver a functioning, operational infrastructure to the buyer. We also had an obligation to Hess to make sure that infrastructure could be handed off in short order, both legally and physically. Using the cloud enabled us to meet all of these requirements and we are thrilled with the results.”

Jim McDonald, Lead Architect, Hess Corporation

Read Hess cloud escrow case study

Contact EPS Cloud today via [e-mail](#) or by calling +1 212 202 5800. We look forward to hearing from you!