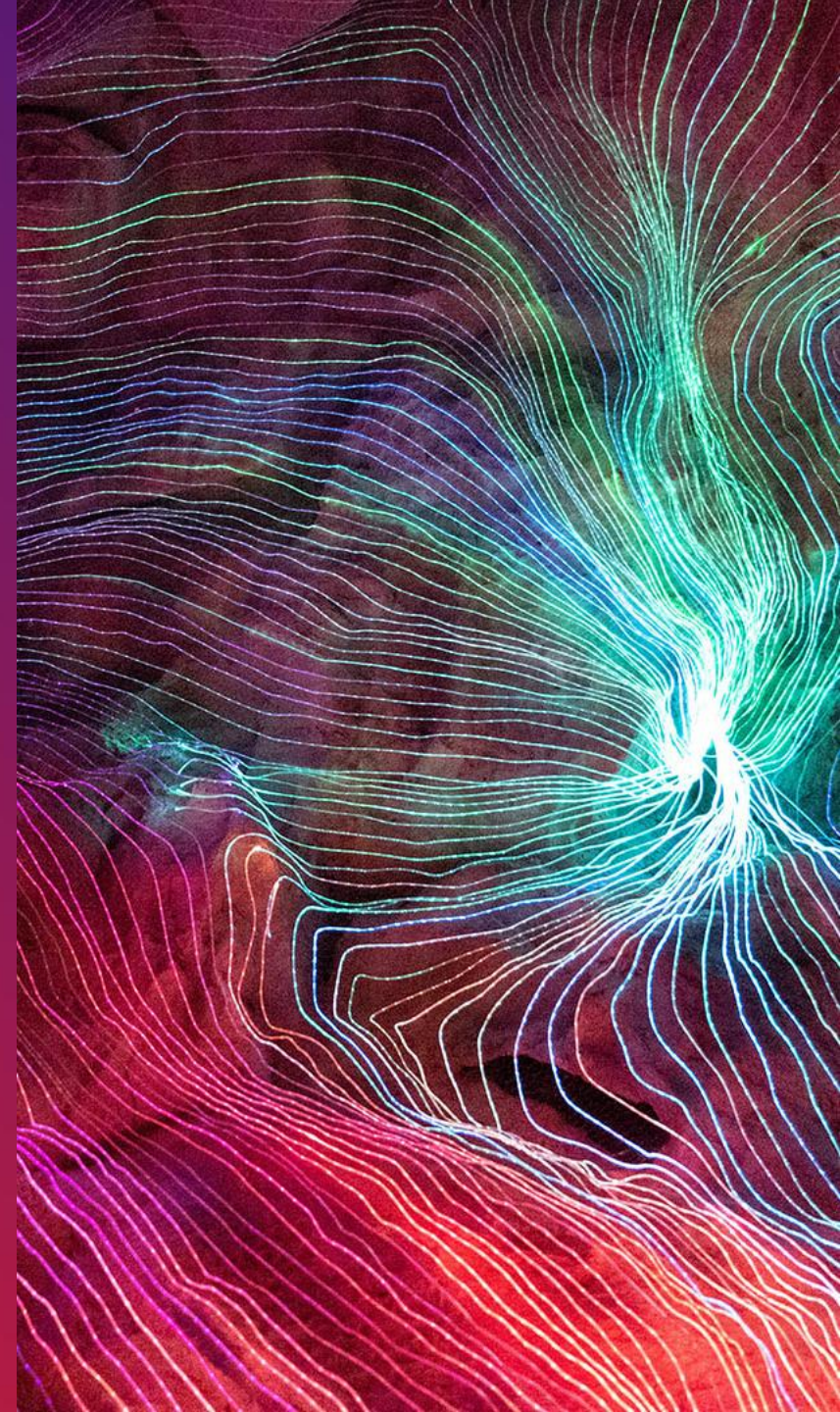


The New AI Crossroads of Central & Eastern Europe: Connectivity, Clouds and the Sofia Metro

Zdravko Nikolov,

Managing Director, Equinix Bulgaria



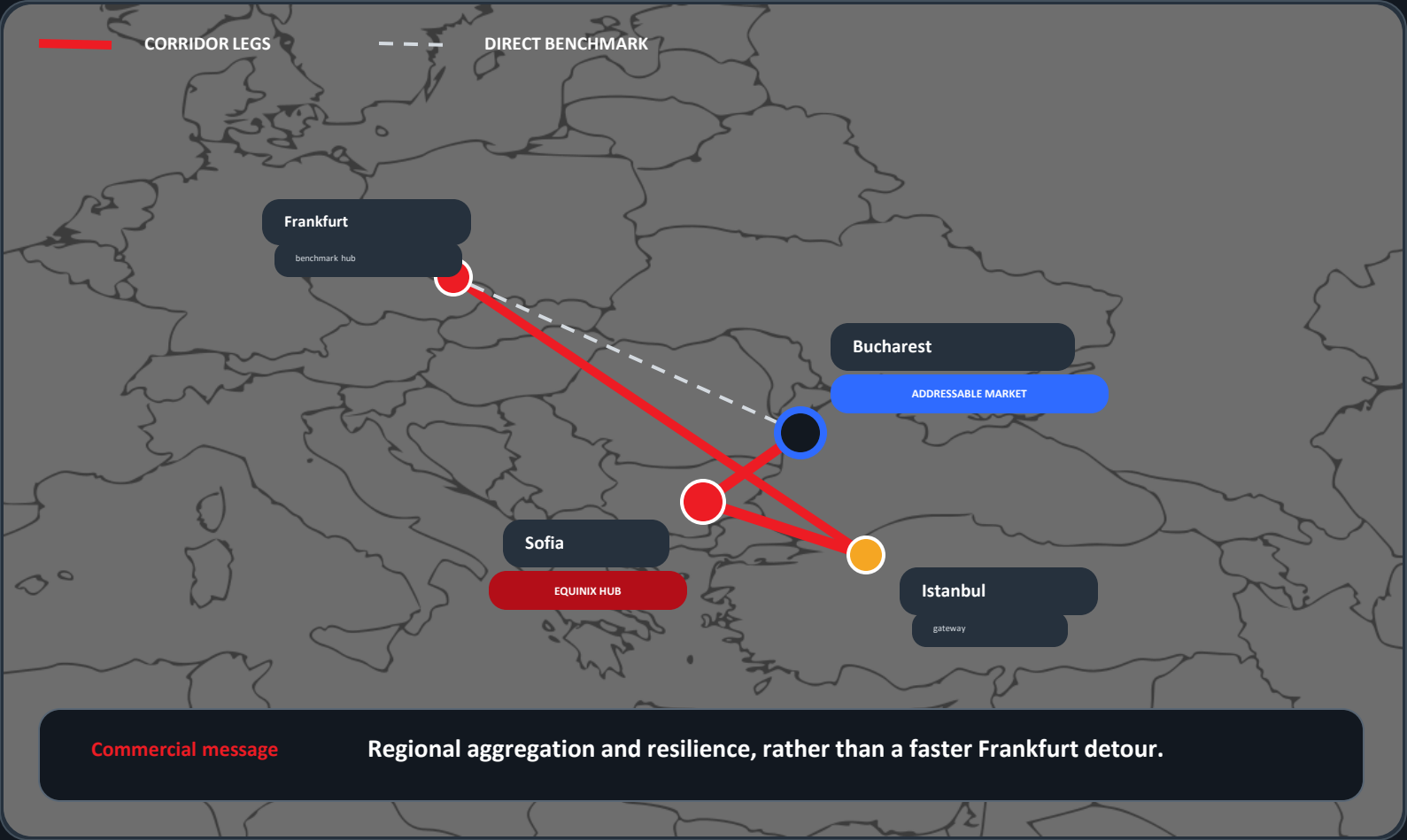
Romania in the CEE digital corridor

Traffic growth, observed latency and future Black Sea capacity



Romania anchors the addressable corridor

Bucharest is a target market, not an Equinix location. Sofia is the proposed regional service hub.



ROMANIA MARKET

ADDRESSABLE MARKET, NO LOCAL EQUINIX FACILITY

6.0
2026 Tbps

14.0
2031 Tbps

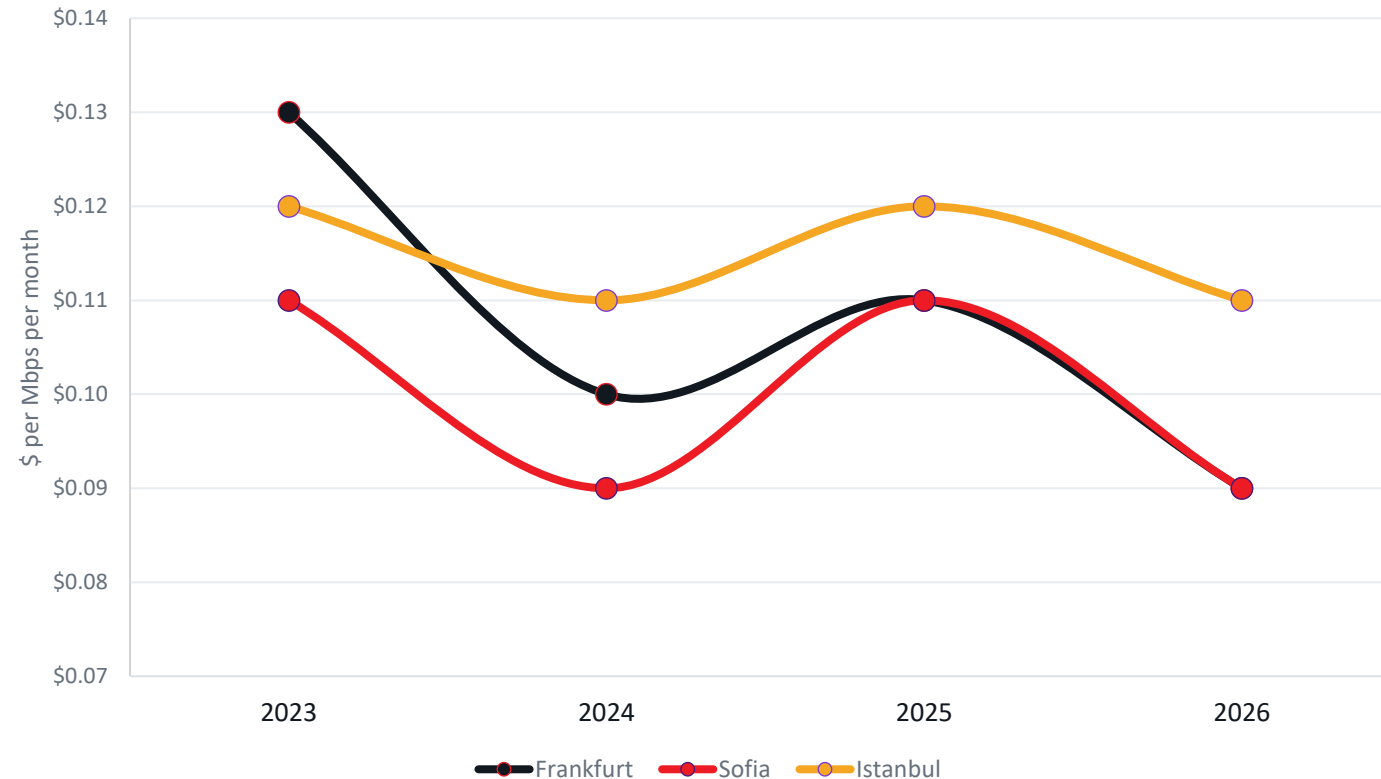
18.7%
CAGR

MEASURED RTT

BUH → SOF	21 ms
SOF → IST	13 ms
IST → FRA	39 ms
Direct BUH → FRA	28 ms

Transit price parity changes the routing economics

Sofia and Frankfurt both reach a \$0.09 per Mbps weighted median for 100 GigE in 2026



Network implication

A cheaper transit port alone will not move traffic from Frankfurt.

Sofia must lower the customer's total delivered cost through:

Local peering and cache access

Simple cross connect and innerduct economics

Protected regional transport and gateway reach

2,000+

Network operators and
service providers trust
Equinix as their digital
infrastructure partner.



10,500+

customers
globally

60%+

of the
Fortune 500

44%+

of the Forbes
Global 2000



280+

Data centers

77

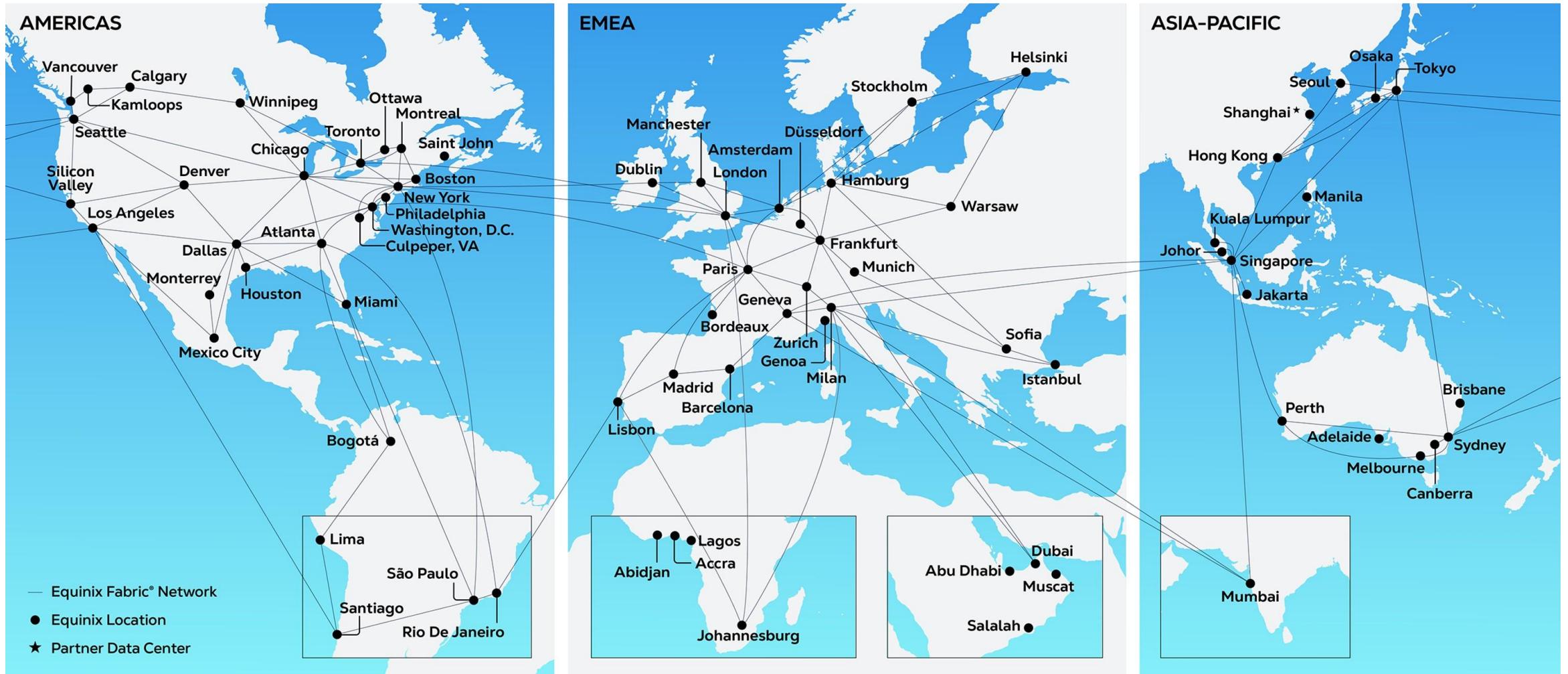
Metros

36

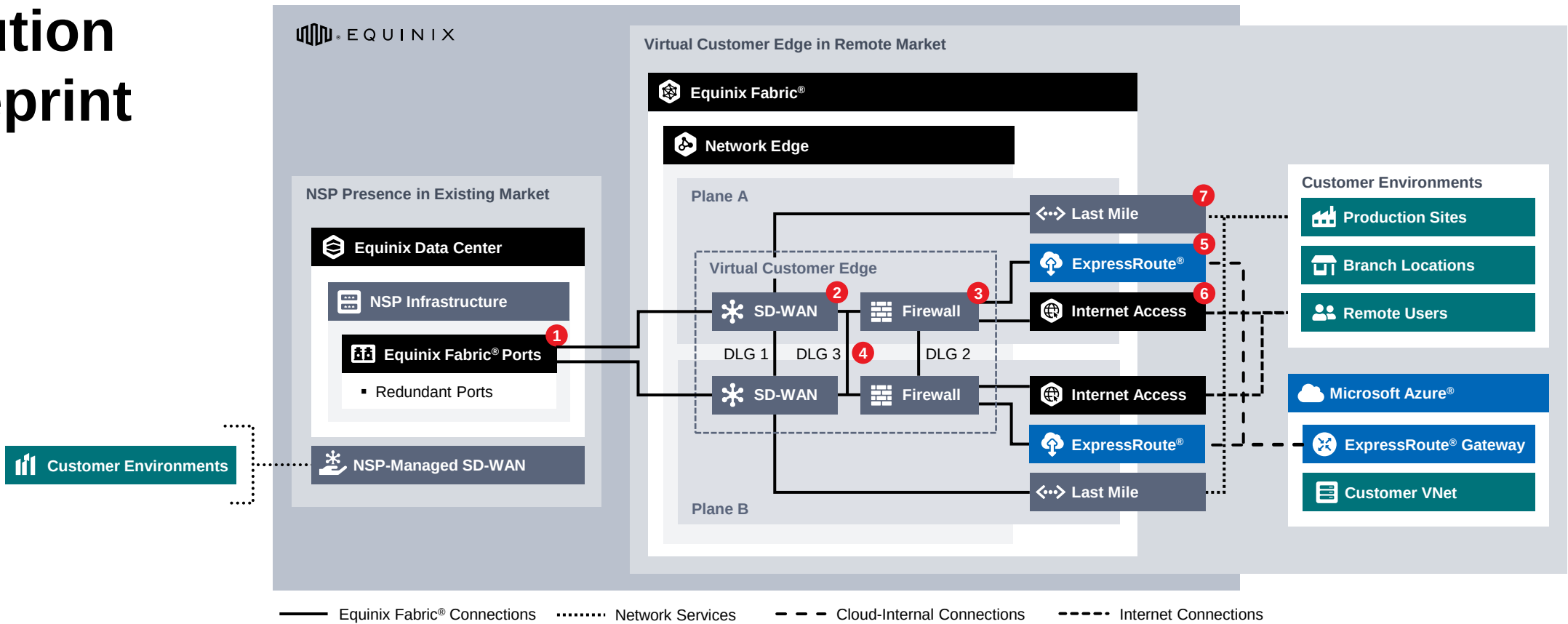
Countries

99.9999%+

Uptime record*



Solution blueprint



1 Backbone extension
Global backbone extension into new metro via Equinix Fabric, provisioning gigabit capacity in minutes.

2 SD-WAN
Virtual SD-WAN devices via Network Edge as aggregation points allow immediate service activation and fast time-to-value.

3 Cybersecurity
Virtual firewalls via Network Edge for centralized security enforcement, ensuring traffic inspection before traversing the network.

4 Resilience and scale
Device Link Groups ensure redundancy and secure service paths, providing reliability and policy enforcement.

5 Multicloud access
Direct Layer 2 connections to clouds via Equinix Fabric, with virtual firewalls enforcing security and simplifying compliance requirements.

6 Internet access
Local internet breakout with Equinix Internet Access, protecting SaaS and web traffic via firewall threat prevention.

7 Last-mile / local access
Customer sites connected via private circuits, terminating on SD-WAN devices for trusted, secure access.





CONNECTIVITY FOR AI

Zayo needed an AI-ready data center partner to expand its 400G wavelength services and enable service deliveries in less than 24 hours.

1 Solution

Expansion of 400G capabilities

Infrastructure and support teams at Equinix data centers worked to meet the demand for high-bandwidth connectivity on Zayo's 400G-enabled network.

2 Outcomes

On-demand wavelengths

Instantly delivered letters of authorization/Circuit Facility Assignments (LOAs/CFAs).

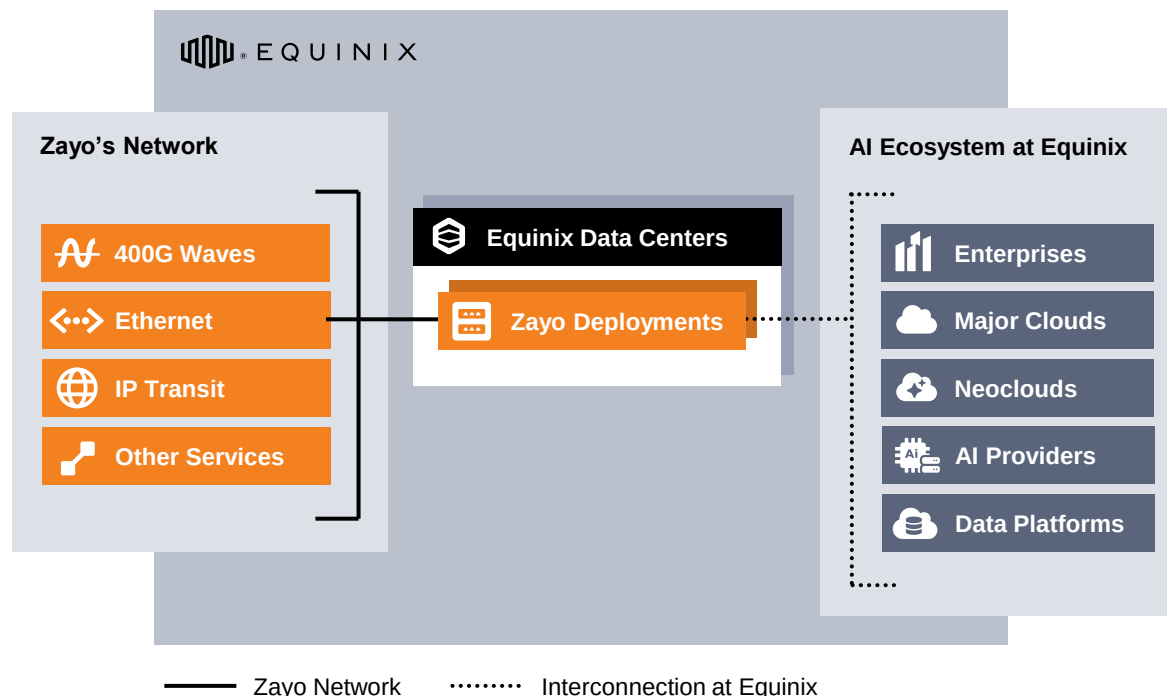
Fast service delivery

Enabled access to high-capacity bandwidth without lengthy setup times—less than 24 hours.

3 Benefit

Bandwidth for AI

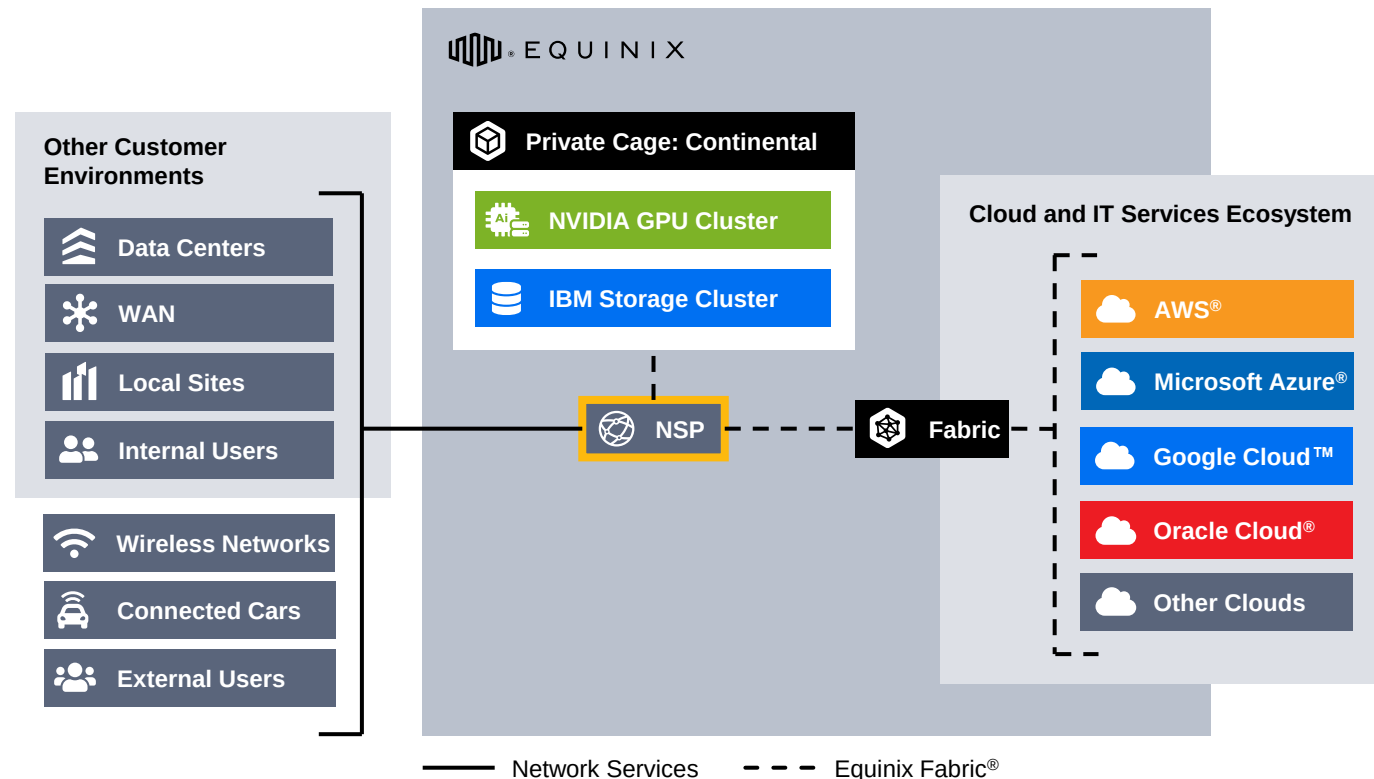
400G waves deliver the high-performance connectivity needed for AI, real-time analytics and cloud workloads.





ENTERPRISE AI

Continental needed a distributed AI solution to centrally process vehicle data generated at the edge.



1 Solution

Connected AI Center of Excellence

A distributed AI solution with reliable edge-to-core connectivity through NSP services, interconnected via Equinix Fabric®.

2 Outcomes

Rapid deployment

Two-week deployment of AI and storage infrastructure as well as edge-to-cloud connectivity.

Room to scale

20% growth headroom—hundreds of GPUs and 150+ TB storage.

3 Benefit

Fast AI learning for safer vehicles

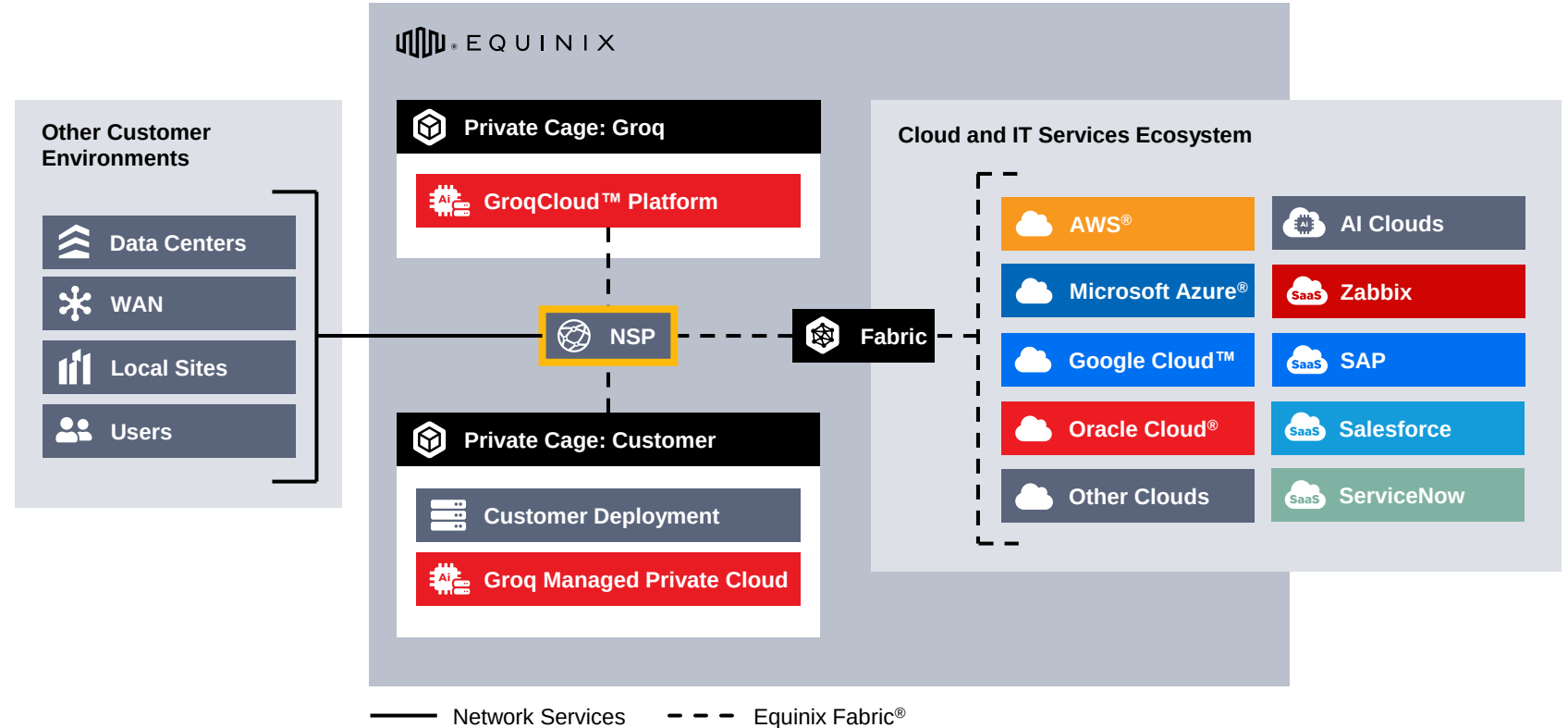
70% reduction in AI model training time, allowing for 14x more deep learning trainings per month.





AI SERVICE PROVIDER

Groq needed to expand its high-performance infrastructure globally and bring AI inference capacity closer to users across Europe.



1 Solution

Interconnected AI inferencing

AI-ready data center infrastructure for an AI inference platform with simplified, low-latency access to cloud and network ecosystems.

2 Outcomes

Fast deployment

Rapid deployment unlocks AI ambitions immediately, not months from now.

Ecosystem access

Ability to connect with partners and service providers privately and in real time.

3 Benefits

Better access with lower latency

Faster response times for user networks in Europe.

AI sovereignty

Data governance aligned with regional privacy and sovereignty expectations.



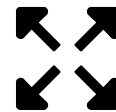
Unlock new opportunities and connect the AI ecosystem at Equinix

Contact us >>



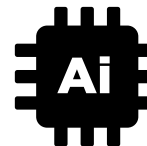
Discover geographic network expansion opportunities

Strengthen your growth and expansion plans.



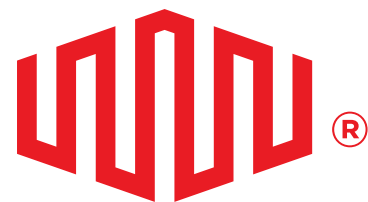
Explore joint growth strategies

Partner on strategic growth and communication initiatives.



AI capitalization workshop

Attend a joint AI workshop to uncover opportunities to capitalize on AI.



EQUINIX