



# PARTNER DIRECT QUOTING

The Partner Direct Quoting (PDQ) tool allows you to create budgetary quotes for the top 12 Equinix products within minutes.

Quotes can be created directly from the [Partner Central Portal](#) (PCP) and you can easily contact the Equinix Sales Team within the tool to move forward with an order or ask for sales assistance.

The PDQ tool provides resellers with an efficient self-service quoting option that is easy to use and helps to accelerate the pre-sales process.

## PDQ scope and parameters

### Use the PDQ tool for deals that:

- Have been registered and approved
- Only require a budgetary quote (subject to approval, product and space availability)
- Are for Global Reseller Rate Card pricing and standard T&Cs
- Have a new colocation footprint

### Create quotes for the top 12 Equinix products

You can use the PDQ to quote for the following products:

- Secure Cabinet with kVA Based Power
- Private Cage with kVA Based Power
- Equinix Fabric Port
- Equinix Fabric Connection
- Cross Connect
- Fiber Connect
- Metro Connect
- Equinix Connect: Minimum Bandwidth Commit
- Equinix Connect: Additional IP Allocation
- Equinix Internet Exchange
- Smart Hands Support (hourly)
- Power Distribution Unit/Powerstrip

### Don't use the PDQ tool for deals that:

- Are referral deals where the customer contract is signed by Equinix
- Include product outside the available parameters:
  - Non-standard cabinet size
  - Custom parts & labor (cage build out)
  - All other products not in scope
- Are for data centers only accepting pre-sales or locations of recent acquisition
- Are an amendment, MACD, or renewal of existing asset
- Contain special pricing, ramps, free months, or non-standard T&Cs
- Require a quote in a non-English language
- Are based in China
- Are for a data center with price marked as "ICB" in the Reseller Rate Card

## Where to go for PDQ support

### Partner Sales Support Associate (PSSA) or Sales Support Associate (SSA)

The PSSA or SSA is your primary point of contact for quoting questions. They provide training, answer questions, and gather feedback.

### Equinix Account Executive (AE)

The AE is your point of contact for budgetary quotes that fall outside of the PDQ parameters or if the opportunity changes midstream and is no longer within parameters.

## Ready to get started?

Take the required PDQ training in Partner Central by accessing [Train > Access Training > Foundational Courses > Partner Direct Quoting](#).

If you have questions or are ready to get started with the Partner Direct Quoting tool, contact your Equinix Partner Manager or [partnercentral\\_support@equinix.com](mailto:partnercentral_support@equinix.com)