



CORESITE

## DATA CENTERS ARE THE FOUNDATION OF YOUR DIGITAL STRATEGY — FIND A PROVIDER THAT WON'T CREATE BARRIERS TO YOUR GROWTH.

You can't predict the future, but you can prepare for it. Businesses choose CoreSite because they know that connectivity should come with optionality, and that they can grow cost-effectively from a single cabinet to a large-scale deployment in major metros while still accessing the cloud and network providers they need.

### EVERYTHING YOU NEED IN ONE DATA CENTER

#### CONNECTIVITY TO NETWORKS AND CLOUDS

Connecting to cloud and network providers within the same data center can save thousands of dollars a month in networking and data egress fees while reducing latency.

- Optionality to connect to your choice of 675+ cloud, IT and network service providers as business needs evolve
- Peering and cloud exchanges
- Direct connections to AWS, Alibaba, Microsoft, Google and IBM cloud services

#### LOW LATENCY, EDGE MARKETS, GLOBAL REACH

The closer you are to your end users, the easier it is to provide a better experience.

- Twenty data centers (and growing) in eight major metros that provide access to 75% of US businesses within 5 milliseconds
- National footprint with international cloud and data center partnerships for multi-market requirements
- Subsea cables for international reach

#### HIGH GROWTH, HIGH-DENSITY SOLUTIONS

Cloud connectivity is important, and so is the ability for your data center to grow with you.

- The ability to cost-effectively scale from a single cabinet to a large-scale deployment
- Density of 30kW+ per cabinet in many markets
- Data center campuses that connect our downtown carrier hotels to scalable infrastructure via short, high-count dark fiber

#### THE BEST CUSTOMER EXPERIENCE

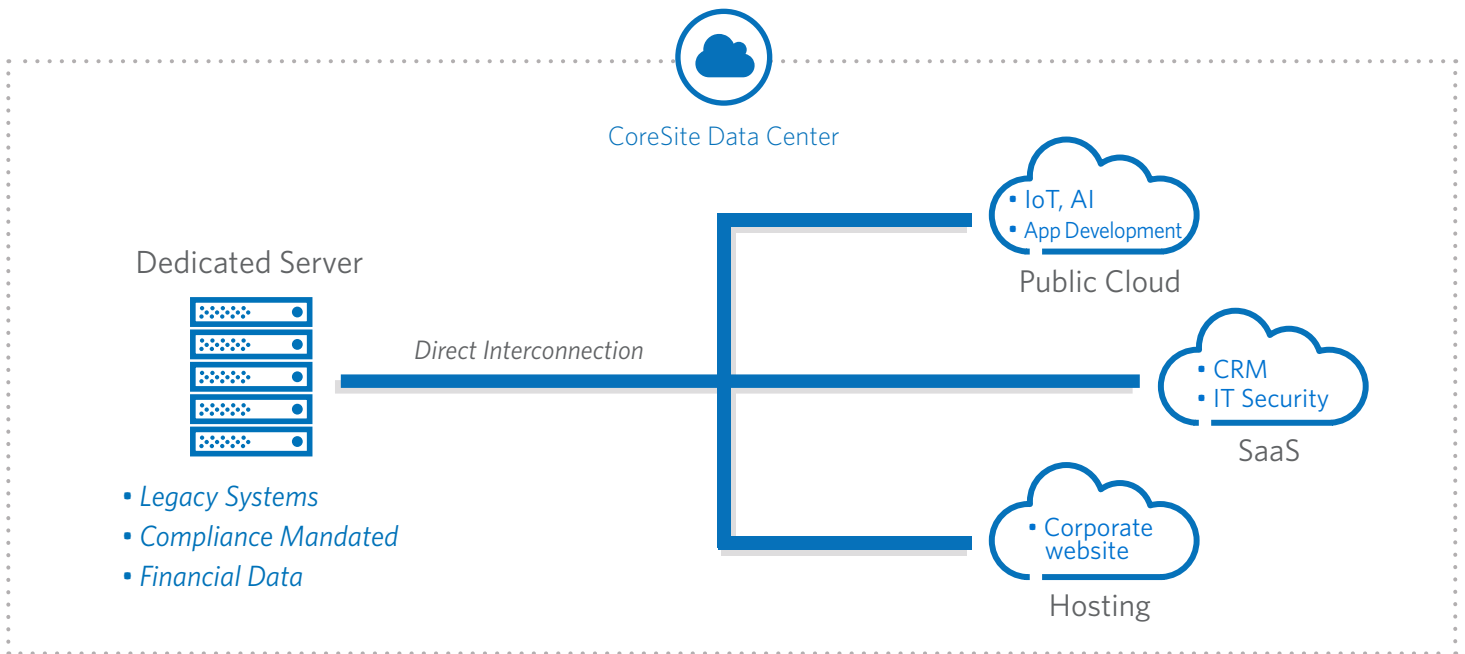
Products mean nothing without a dedicated team to ensure that everything runs smoothly and you feel that your needs are met no matter the time of day.

- Consistently ranked above industry average for customer satisfaction
- Dedicated move-in and service representatives
- CoreSite staffed data centers with 24x7 security
- 100% uptime SLA with six-nines uptime

## HYBRID CLOUD MADE BETTER

While hybrid cloud is commonplace, it is not often set up in the most efficient and effective way. Enterprises often use a mix of cloud providers, connecting to each via the internet from a primary data center. This creates unnecessary costs and complexity, vendor lock-in, and ultimately more room for error.

Interconnecting to cloud providers within the same colocation data center — either through a one-to-one direct connection, or through a one-to-many cloud exchange — offers significant advantages and helps to create vendor optionality. These improvements have led Gartner to predict a 600% increase in adoption of direct connect solutions over the next year. We categorize the benefits of directly connecting hybrid cloud in five main categories:



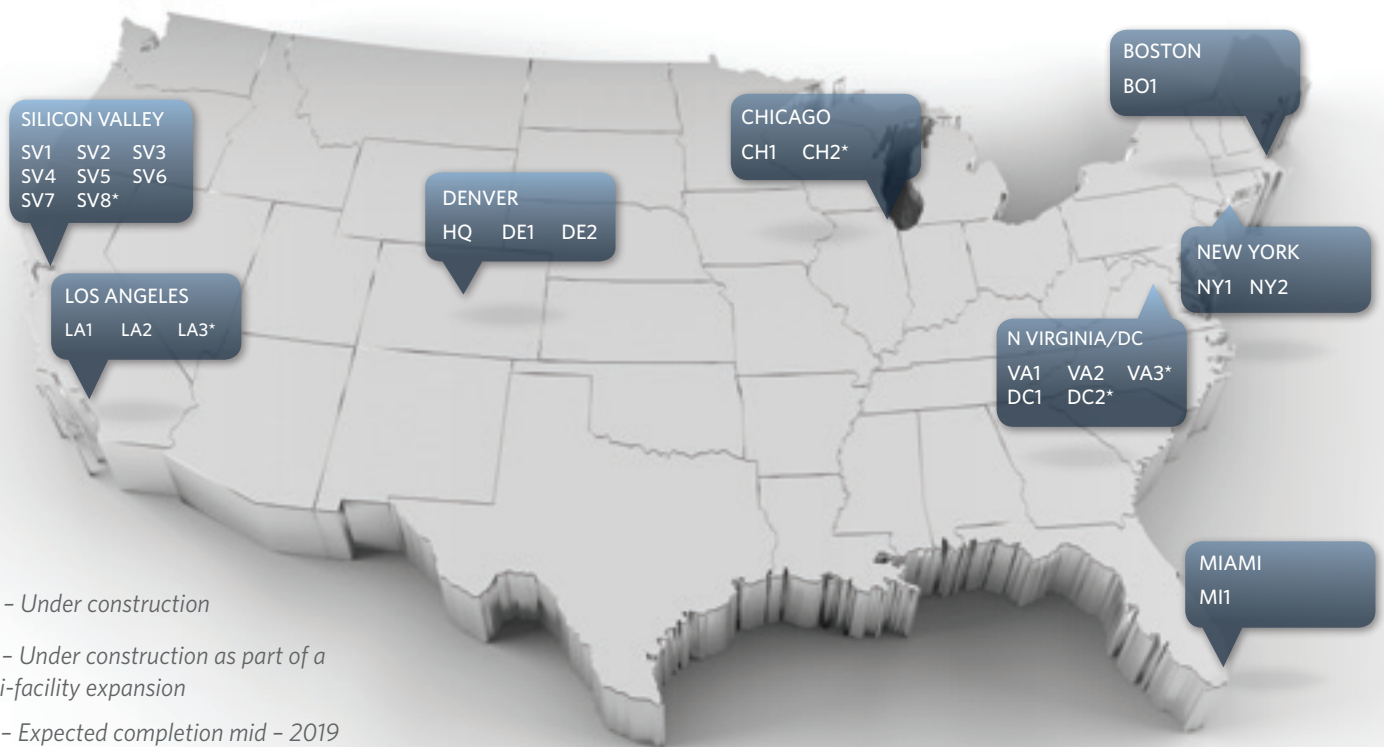
### THE BIG FIVE BENEFITS OF DIRECTLY CONNECTING YOUR HYBRID CLOUD SOLUTION

- 1. Security:** Direct connections limit the points of network access and provide point-to-point connectivity. Our ecosystem also includes cybersecurity service providers to strengthen defense.
- 2. Performance:** In a head-to-head speed test, direct connections saw an average 44% reduction in latency vs. the public Internet.
- 3. Reduced Costs:** A cross connect fee is far lower than the cost for redundant WAN connections or scaling your ISP to support your connectivity requirements. Cloud providers incentivize their direct interconnection products by reducing egress rates, such as the 60%-70% reduced rates offered with AWS Direct Connect.
- 4. Reliability:** Direct connections provide the high reliability of a private network. In a head-to-head speed test, direct interconnections averaged 60% less variability than the public Internet.
- 5. Ease of doing business:** With direct cloud interconnections, you no longer need to rely on network providers for connections to each cloud provider. You also have access to a more diverse supplier ecosystem that can centralize resources to support rapid access to the public cloud.

## NATIONAL REACH—8 STRATEGIC MARKETS

Ability to cover more than 75% of U.S. businesses within 5 milliseconds.

Low-latency, secure and reliable on-premises access to Amazon, Microsoft, Google, Alibaba Cloud and IBM Cloud from all 8 markets via inter-site connectivity and a robust set of network service providers.



\*DC2 - Under construction

\*VA3 - Under construction as part of a multi-facility expansion

\*SV8 - Expected completion mid - 2019

\*LA3 - Expected completion late - 2019

\*CH2 - Construction expected to begin late 2018 / early 2019

### Cloud On-Ramp Availability

AWS Direct Connect: LA, SV, DE, CH, BO, NY, VA

Microsoft Azure ExpressRoute: LA, SV, DE, CH, BO, NY, VA

Google Cloud Platform: LA, DE, CH

IBM Cloud: LA, DE, VA

Alibaba Cloud: SV, VA

### Exchange Availability

The CoreSite Open Cloud Exchange: LA, SV, DE, CH, BO, NY, VA

CoreSite Any2Exchange®: LA, SV, DE, CH, BO, NY, VA, MI

AMS-IX: SV, CH

DE-CIX: NY

BBIX: LA

LINX: VA

NYIIX: NY

United IX: CH

## SCALABILITY IN EDGE MARKETS

If you need colocation with connectivity options to clouds and networks, but also require the flexibility to expand as your compute needs evolve, we've got you covered. We are constantly investing in expansions and developments to ensure our customers can continue to grow with us.

### WESTERN EXPANSIONS AND DEVELOPMENTS



#### LOS ANGELES

- **LA2:** We recently added 87,000 square feet
- **LA3:** The newest addition to our Los Angeles campus will add 180,000 square feet directly adjacent to LA2  
*Expected completion late-2019*



#### SILICON VALLEY

- **SV8:** This brand new building will add 175,000 square feet to our Santa Clara campus  
*Expected completion mid-2019*



#### DENVER

- **DE1:** We are adding 15,600 square feet to our downtown interconnection hub  
*Expected completion late 2018*

### EASTERN EXPANSIONS AND DEVELOPMENTS



#### WASHINGTON, D.C.

- **DC2:** Our new downtown data center will add 25,000 square feet with connectivity back to DC1  
*Expected completion late 2018*



#### RESTON, VA

- **VA3:** This new building will add 610,000+ square feet to our Reston campus upon full build out
  - Phase 1A: Added 25,000 square feet
  - Phase 1B: 50,000 square feet*Expected completion late 2018*



#### CHICAGO

- **CH2:** In 2018, we acquired a 2-acre land parcel to build a 175,000 square foot building that will connect via dark fiber back to CH1
  - Construction expected to begin late 2018 / early 2019