



# 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.

## ONE DATA CENTER PROVIDER. **EVERYTHING YOU NEED.**

### 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 775+ cloud, IT and network service providers as business needs evolve
- Peering and cloud exchanges
- Direct connections to AWS, Alibaba, Microsoft, Google, Oracle and IBM cloud services

### 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

### LOW LATENCY, EDGE MARKETS, GLOBAL REACH

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

- Twenty-one 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

### 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.

## CORESITE DATA CENTER



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:

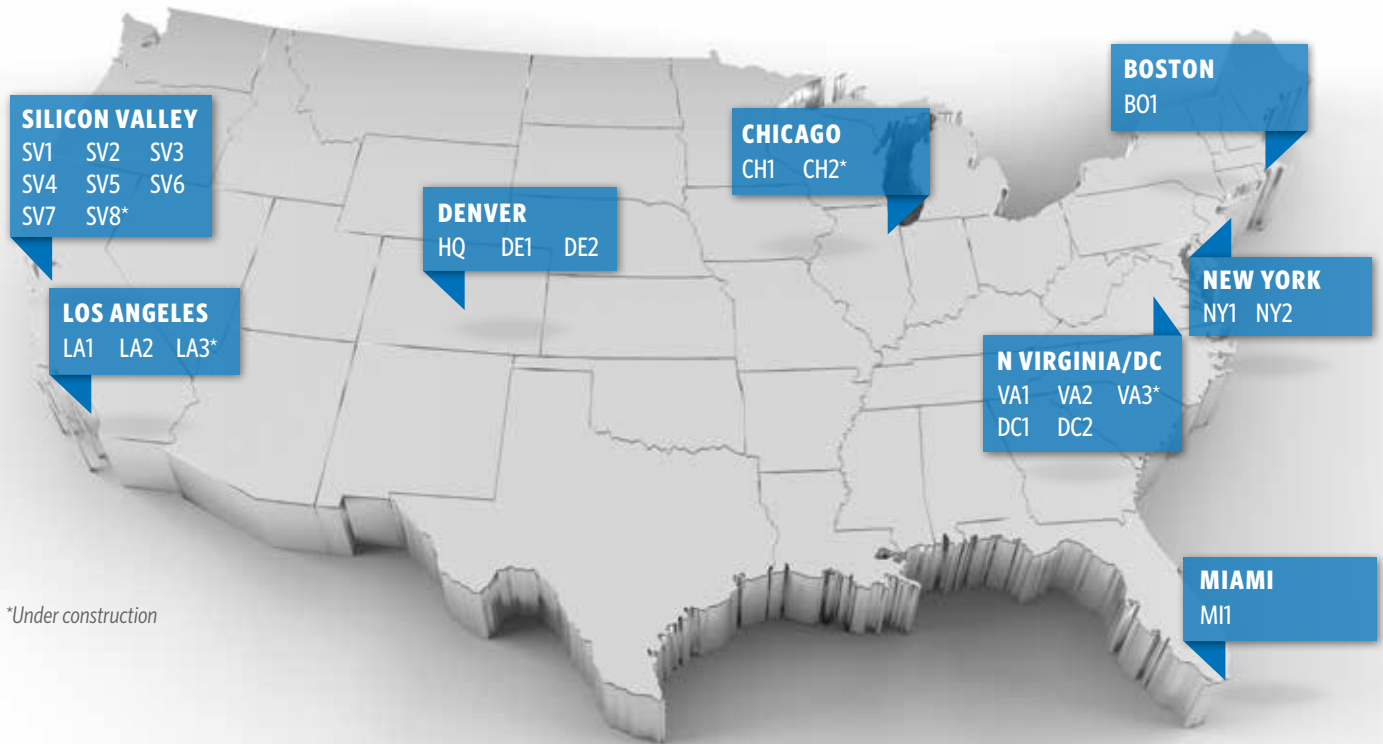
## THE BIG **5** BENEFITS OF DIRECTLY CONNECTING YOUR **HYBRID** CLOUD SOLUTION

- 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, Oracle and IBM Cloud from all 8 markets via inter-site connectivity and a robust set of network service providers.



## 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

Oracle FastConnect: 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:** 28,000 sq. ft. under construction  
*Expected completion Q2-2019*
- **LA3:** Will be in development adding 180,000 sq. ft. and 18 MW  
*Expected completion of Phase 1 late-2019*



### SILICON VALLEY

- **SV8:** Will be comprised of 175,000 sq. ft. at 18 MW
  - Adjacent to existing Santa Clara campus
  - 58,000 sq. ft. under construction at Phase 1 of SV8*Expected Phase 1 completion Q3-2019*

## EASTERN EXPANSIONS AND DEVELOPMENTS



### WASHINGTON, D.C.

- **DC2:** Adding 25,000 sq. ft.
  - Newly available Q1-2019
  - Connects via dark fiber to DC1



### RESTON, VA

- **VA3:** Undergoing expansion
  - 50,000 sq. ft. (6 MW)*Expected to come online Q1-2019*



### CHICAGO

- **CH2:** Acquired 2-acre land parcel January 2018
  - CH2 will be comprised of 175,000 sq. ft. at 18 MW
  - Dark fiber campus connectivity to CH1*Construction expected to commence early 2019 with Phase 1 completion early 2020*