



## CoreSite Selects Lifeboat as a North American Distributor

March 16, 2015

*Resellers and managed service providers may now increase their revenue opportunities by adding colocation services to their portfolio*

DENVER--(BUSINESS WIRE)--Mar. 16, 2015-- CoreSite Realty Corporation (NYSE:COR), a premier provider of secure, reliable, high-performance data center solutions across the U.S., announced today a distribution agreement with Lifeboat Distribution, an international value-added distributor for virtualization, business continuity and other technically sophisticated products. Lifeboat will now offer CoreSite's data center solutions to its network of resellers and managed service providers for resale to enterprise customers.

"As we expand the CoreSite Value-Added Reseller program, we look for partners that deliver the same high-performance solutions and exceptional customer service for which CoreSite is known," said Dave Sroka, Vice President of Agent and Channel Sales, CoreSite. "With Lifeboat, we are partnering with a strong company with a proven record of ensuring excellence in the delivery of technology solutions and services across a robust network of service providers. Lifeboat's broad portfolio of products enables the delivery of complex IT offerings required by enterprise customers."

As resellers deliver IT solutions to meet the critical business needs of enterprise customers, a secure and reliable data center component is often foundational. Further, data center capacity featuring a rich mix of network, cloud and IT service providers can be a key differentiator in supporting performance-sensitive customer requirements. With 17 secure and reliable data centers across the United States, CoreSite provides a strong foundation for the hosted services, disaster recovery, offsite storage, and cloud solutions that IT service providers bring to their customers. For service providers not already offering data center services, this portfolio addition can help increase their revenue and customer loyalty.

"Managed services and cloud offerings — especially related to disaster recovery — are an important component of the business models for our service partners," said William R. Botti, Executive Vice President, Lifeboat Distribution. "With CoreSite's premium data center services, we see tremendous opportunity — especially in the small business and mid-market space — for resellers to provide their customers with off-site solutions such as backup/recovery, hot data replication, and managed security."

### About CoreSite

CoreSite Realty Corporation (NYSE:COR) delivers secure, reliable, high-performance data center solutions across eight key North American markets. More than 800 of the world's leading enterprises, network operators, cloud providers, and supporting service providers choose CoreSite to connect, protect and optimize their performance-sensitive data, applications and computing workloads. Our scalable, flexible solutions and 350+ dedicated employees consistently deliver unmatched data center options — all of which leads to a best-in-class customer experience and lasting relationships. For more information, visit [www.CoreSite.com](http://www.CoreSite.com).

### About Lifeboat Distribution

Lifeboat Distribution, a subsidiary of Wayside Technology Group, Inc. (NASDAQ:WSTG), is an international value-added distributor for virtualization/cloud computing, security, application and network infrastructure, business continuity/disaster recovery, database infrastructure and management, application lifecycle management, science/engineering, and other technically sophisticated products. The company helps vendors recruit and build multinational solution provider networks, power their networks, and drive incremental sales revenues that complement existing sales channels. Lifeboat Distribution services thousands of solution providers, VARs, systems integrators, corporate resellers, and consultants worldwide, helping them power a rich opportunity stream, expand their margin+ services revenues, and build profitable product and service businesses. For more information, visit [www.lifeboatdistribution.com](http://www.lifeboatdistribution.com), or call +1.800.847.7078 (US), +1.732.389.0037 (International), +1.888.523.7777 (Canada), or +31.36.8200.236 (Europe). Follow Lifeboat Distribution on Twitter ([@LifeboatVAD](https://twitter.com/LifeboatVAD)) and Facebook ([LifeboatDistribution](https://www.facebook.com/LifeboatDistribution)).

### Forward-Looking Statements

*This press release may contain forward-looking statements within the meaning of the federal securities laws. Forward-looking statements relate to expectations, beliefs, projections, future plans and strategies, anticipated events or trends and similar expressions concerning matters that are not historical facts. In some cases, you can identify forward-looking statements by the use of forward-looking terminology such as "believes," "expects," "may," "will," "should," "seeks," "approximately," "intends," "plans," "pro forma," "estimates" or "anticipates" or the negative of these words and phrases or similar words or phrases that are predictions of or indicate future events or trends and that do not relate solely to historical matters. Forward-looking statements involve known and unknown risks, uncertainties, assumptions and contingencies, many of which are beyond CoreSite's control, that may cause actual results to differ significantly from those expressed in any forward-looking statement. These risks include, without limitation: the geographic concentration of CoreSite's data centers in certain markets and any adverse developments in local economic conditions or the demand for data center space in these markets; fluctuations in interest rates and increased operating costs; difficulties in identifying properties to acquire and completing acquisitions; significant industry competition; CoreSite's failure to obtain necessary outside financing; CoreSite's failure to qualify or maintain its status as a REIT; financial market fluctuations; changes in real estate and zoning laws and increases in real property tax rates; and other factors affecting the real estate industry generally. All forward-looking statements reflect CoreSite's good faith beliefs, assumptions and expectations, but they are not guarantees of future performance. Furthermore, CoreSite disclaims any obligation to publicly update or revise any forward-looking statement to reflect changes in underlying assumptions or factors, of new information, data or methods, future events or other changes. For a further discussion of these and other factors that could cause CoreSite's future results to differ materially from any forward-looking statements, see the section entitled "Risk Factors" in CoreSite's most recent annual report on Form 10-K, and other risks described in documents subsequently filed by CoreSite from time to time with the Securities and Exchange Commission.*

Source: CoreSite Realty Corporation

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