



CoreSite Celebrates Success of Channel Program

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Further Investment into Supporting Partners to be Discussed by CoreSite at the 2015 Channel Partners Conference

DENVER--(BUSINESS WIRE)--Mar. 12, 2015-- [CoreSite Realty Corporation](#) (NYSE: COR), a premier provider of secure, reliable, high-performance data center solutions across the U.S., today announced that it will continue to grow its channel program by adding resources and expanding the program's scope. Details of CoreSite's channel program enhancements will be shared by CoreSite employees at the upcoming Channel Partners conference in Las Vegas, NV, March 16-18, 2015.

Over the past year, CoreSite's channel program has seen tremendous growth due to the formation of new relationships with key master agents and strengthening relationships with established strategic partners.

"We've worked hard to formalize a high-quality channel program and back it with the resources needed to support our partners and enable their success," said Dave Sroka, vice president of agent and channel sales. "The feedback we've received from our partner advisory board is very valuable and we've worked purposefully to implement their suggestions with regard to compensation, education and marketing."

To further support its growing partner relationships, CoreSite will expand its channel program to include the Value-Added Reseller (VAR) community by making products available through key distributors.

"The success of CoreSite's channel program is driven by the daily focus and resources applied by our channel team in supporting our valued partners," said Steven Smith, senior vice president of sales at CoreSite. "We look forward to continuing to develop innovative ways to work with our channel partners to reach enterprise customers."

Agent partners and resellers can sell solutions across CoreSite's scalable platform of over 2.7 million square feet of network-dense, cloud-enabled, data center capacity. CoreSite owns and operates 17 enterprise-class data centers in eight key North American markets, including Los Angeles, New York/New Jersey, Silicon Valley, Chicago, Northern Virginia/Washington D.C., Boston, Denver and Miami.

CoreSite channel team members will host a booth and reception at the upcoming 2015 Channel Partners Conference and Expo in Las Vegas, NV, March 16-18. Appointments can be set by attendees interested in learning more about CoreSite's channel program by visiting www.coresite.com/events/2015/channel-partners/meeting.

Partner Quotes

Andrew Pryfogle, senior vice president of cloud transformation at Intelisys

"At Intelisys, we are very thoughtful about the suppliers we add to our portfolio," said Andrew Pryfogle, senior vice president of cloud transformation at Intelisys. "For Intelisys, it's not about having the largest portfolio, it's about having the right suppliers who can truly help our sales partners grow their businesses. CoreSite is a leader in the data center industry and is clearly committed to the channel. We're convinced CoreSite will drive the data center growth the industry's top producing sales partners demand."

Matthew Harty, president and CEO at CNSG

"The dedicated support staff, various trainings, and marketing materials that CoreSite has developed for the agent community makes CoreSite's dedication to their channel program obvious," said Matthew Harty, president and CEO at CNSG. "We were pleased to add CoreSite's high-performance data center solutions to our robust IT portfolio, and we look forward to continuing to work with CoreSite to solve the critical business needs of our customers."

Jay Schwartz, COO and general counsel at StrataCore

"At StrataCore we are strategic about the companies and products we choose to include in our agents' portfolio," said Jay Schwartz, COO and general counsel at StrataCore. "CoreSite is a leader in the data center industry and is clearly committed to the agent community. It shows in the careful consideration with which they have built their channel program, and it was a big reason why we chose to add CoreSite solutions to the StrataCore portfolio."

Brian Miller, co-founder of Bridgepointe Technologies

"CoreSite's secure, reliable, high-performance data center solutions have made them an industry leader, and their dedication to the agent community is demonstrated by the many resources they have added to their channel program over the past year," said Brian Miller, co-founder, Bridgepointe Technologies. "We are pleased to include CoreSite products in our portfolio."

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.

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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