



CoreSite Announces Enhancements to Its Channel Partner Program at the 2017 Channel Partners Conference

April 10, 2017

DENVER--(BUSINESS WIRE)--Apr. 10, 2017-- CoreSite Realty Corporation (NYSE:COR), a premier provider of secure, reliable, high-performance [data center](#) and [interconnection](#) solutions across the U.S., today announced that it is introducing enhancements to its [channel program](#), as well as announcing new channel sales leadership and 2016 top partner awards, at the Channel Partners conference in Las Vegas, NV on April 10-13, 2017.

Building upon the success of previous years and its commitment to the channel's continued success, CoreSite is announcing a new referral program for its partners, available immediately. With this new offering, CoreSite will now go to market with three distinct engagement models available through its Partner Program – referral, agent and reseller, with corresponding earnings opportunities based on the level of partner engagement. Referral partners can easily and efficiently engage with CoreSite by referring an opportunity and subsequently allowing CoreSite to directly manage the sales process and ensuing relationship.

As part of its ongoing commitment to its channel program, CoreSite is also announcing a new Vice President of Channel and Alliances, Dave Biermann. Dave brings more than 20 years of global technology sales, marketing and P&L leadership experience to the CoreSite team. Prior to joining CoreSite, Dave held channel leadership roles with Rackspace, Level 3 and Global Crossing.

"We are very pleased to have Dave join our sales leadership team. The Channel Partner Program is an integral component of CoreSite's overall growth strategy and our goal of continuing to attract enterprises to our value-added platform," said Steve Smith, Senior Vice President of Sales and Marketing at CoreSite. "With 20 current operating data centers across eight strategic markets, and expansions announced in the Denver, Northern Virginia, and Washington D.C. markets, the channel represents an important contributor to our success in filling these facilities and fueling future expansions across our portfolio."

CoreSite also announced its partner awards for 2016, reflecting the success of its partnerships throughout that year.

- Top Revenue Producer – Stratacore earns this designation for the second consecutive year;
- Top Regional Partners, based on transaction numbers, closed new revenue, and support/engagement with CoreSite:
 - East Coast Partner of the Year – Intelisys
 - West Coast Partners of the Year – ColoPeople and DATAMOB

CoreSite makes it easy for its partners and their customers to support the growing demand for hybrid cloud solutions. CoreSite's 100% uptime service-level agreement, and robust customer ecosystems include leading network, cloud, content and manage service providers, enable CoreSite to provide its partners and their customers with highly reliable solutions for their mission-critical IT infrastructure.

CoreSite invites attendees to its booth (Booth #139) at the Channel Partners Conference and Expo in Las Vegas, NV, April 10-13 to learn more about incorporating CoreSite solutions into their portfolios. For more information please visit: www.coresite.com/pages/events/2017/channel-partners/.

About CoreSite

CoreSite Realty Corporation (NYSE:COR) delivers secure, reliable, high-performance data center and interconnection solutions to a growing customer ecosystem across eight key North American markets. More than 1,000 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 400+ 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

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