



CoreSite Introduces New Channel Partner Program

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DENVER--(BUSINESS WIRE)--Feb. 27, 2014-- [CoreSite Realty Corporation](#) (NYSE:COR), a provider of secure, reliable, high-performance data center solutions, today announced a newly [designed channel partner program](#) at the [Channel Partners Conference & Expo](#) in Las Vegas. CoreSite's channel program features industry-leading incentives, aggressive promotions and compensation on all contracted services.

Agents can apply to sign up for the program through a newly launched partner web portal on CoreSite.com or through one of CoreSite's selected national master agents. Once enrolled, partners will soon have the ability to refer leads online with guaranteed rapid-response from a dedicated CoreSite team.

"Our new channel program allows our agent partners to work as a seamless extension of the CoreSite team," said Steven Smith, senior vice president of sales at CoreSite. "CoreSite is committed to constant improvement, and we're confident that this program will strengthen our agent community with dedicated support, attractive incentives and a differentiated portfolio."

Agent partners can directly sell solutions across CoreSite's scalable platform of over 2.5 million gross square feet of efficient, network-dense, cloud-enabled data center capacity, including deployments at the company's recently opened "[NY2](#)" facility in Secaucus, N.J. CoreSite owns and operates 16 enterprise-class data centers in eight key markets, including Los Angeles, New York/New Jersey, Silicon Valley, Chicago, Washington, D.C./Northern Virginia, Boston, Denver and Miami.

"CoreSite has long served as a trusted partner to WTG and our 3,300 subagents," said Vince Bradley, president and CEO at [WTG](#). "The features of CoreSite's new channel program are a testament to its dedication to agent partners and differentiate the program from those offered by other providers."

In addition to extending the accessibility of CoreSite solutions to customers, the program will create significant sales opportunities for qualified agents and master agents in the U.S. Participating agents will be able to offer CoreSite's full portfolio of interconnection and colocation solutions, including connection to the company's [Open Cloud Exchange](#)—a rapidly growing community of enterprises and public, private and hybrid cloud providers, such as AWS Direct Connect.

For information on becoming a CoreSite Channel Partner, visit www.coresite.com/about/partners.

About CoreSite

CoreSite Realty Corporation (NYSE:COR) delivers secure and reliable data center solutions across eight key North American markets. CoreSite connects, protects and delivers an optimal performance environment and continued operation of mission-critical data and IT infrastructure for enterprises and Internet, private networking, mobility, and cloud service providers. CoreSite's scalable platform of over two and a half million square feet of efficient, network-dense, cloud-enabled data center capacity enables customers to accelerate business performance, reduce operating costs and increase flexibility across their IT and communications systems. CoreSite's 350 professionals deliver best-in-class service by placing customer needs first in supporting the planning, implementation and operating requirements foundational to delivering reliable, secure and efficient IT operating environments.

More than 750 of the world's leading enterprises, carriers and mobile operators, content and cloud providers and media and entertainment companies choose CoreSite to connect, protect and optimize their performance-sensitive data, applications and computing workloads. CoreSite provides valuable gateways to global business opportunities with direct access to more than 275 carriers and ISPs, inter-site connectivity and CoreSite's Open Cloud Exchange, which supports rapid, efficient and scalable Ethernet access to multiple key public clouds, enabling simple, flexible, multiple-cloud capabilities. 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.

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