



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

LOW LATENCY, EDGE MARKETS, GLOBAL REACH

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

- 21 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

HIGH GROWTH, HIGH-DENSITY SOLUTIONS

Cloud connectivity is important, and so is the ability for your data center to grow with you.

- 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

THE BEST CUSTOMER EXPERIENCE

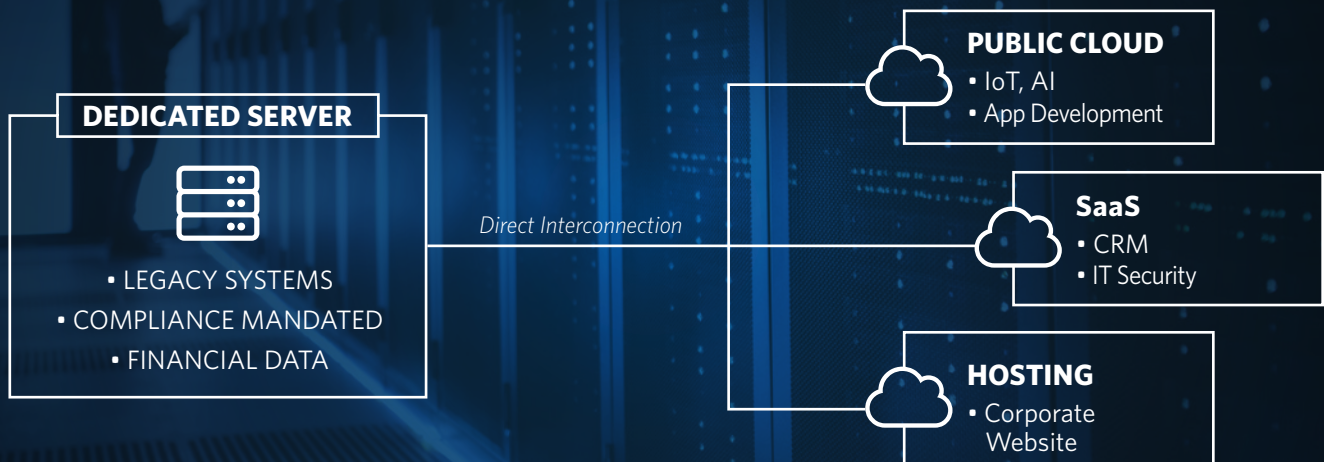
Products mean nothing without a dedicated team to ensure that everything runs smoothly and you feel that your needs are met no matter the time of day.

- Consistently ranked above industry average for customer satisfaction
- Dedicated move-in and service representatives, and in-house 24x7 security staff
- HIPAA, ISO 27001, PCI DSS, SOC 1 Type 1, and SOC 1 Type 2 compliant
- Operational excellence: 100% uptime SLA with Six 9s 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: All Eight Markets

Microsoft Azure ExpressRoute: LA, SV, DE, CH, BO, NY, VA

Google Cloud Interconnect: LA, DE, CH

IBM Cloud Direct Link: LA, DE, VA

Alibaba Cloud: SV, VA

Oracle FastConnect: VA

EXCHANGE **AVAILABILITY**

The CoreSite Open Cloud Exchange®: All Eight Markets

CoreSite Any2Exchange®: All Eight Markets

AMS-IX: SV, CH

DE-CIX: NY

BBIX: LA

LINX: VA

NYIIX: NY

United IX: CH

SCALABILITY IN **EDGE MARKETS**

We own and operate nearly 90% of our data center portfolio, providing greater predictability and peace of mind for our customers

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.

EASTERN EXPANSIONS AND DEVELOPMENTS



NEW YORK

- **NY2:** 35,000 sq. ft. under construction

Expected completion of Phase 3 – 1H-2020



BOSTON

- **BO1:** 20,000 sq. ft. under construction

Expected completion of Phase 1 – 2020



NORTHERN VIRGINIA

- **VA3:** Open and operational. Added 51,000 sq. ft.
 - Newly available Q2-2019
- **DC2:** Added 25,000 sq. ft.
 - Newly available Q1-2019



CHICAGO

- **CH2:** 56,000 sq. ft. under construction in downtown Chicago

Expected completion of Phase 1 – 1H-2020

WESTERN EXPANSIONS AND DEVELOPMENTS



LOS ANGELES

- **LA1:** Added 17,000 sq. ft.
 - Newly available Q2-2019
- **LA3:** 51,000 sq. ft. under construction

Expected completion of Phase 1 – 2H-2020



SILICON VALLEY

- **SV8:** 54,000 sq. ft. under construction
- Expected completion of Phase 3 – 1H-2020*
- **SV9:** Began pre-construction, will add 200,000 sq. ft. upon completion