

THE SAAS REVOLUTION

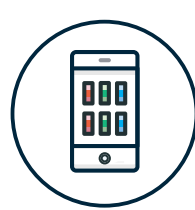
The SaaS Revolution is in Full Effect



Global SaaS Market: **More than 21% CAGR** through 2023¹



73% of companies say nearly all their apps will be SaaS by 2020²



The average organization uses **16 or more SaaS apps**³



38% of US businesses have moved to a SaaS-exclusive workplace⁴

Why SaaS and Why Now?

Enterprise SaaS companies average **\$200K revenue per employee**

1

Leading SaaS orgs have **gross margins over 80%**

2

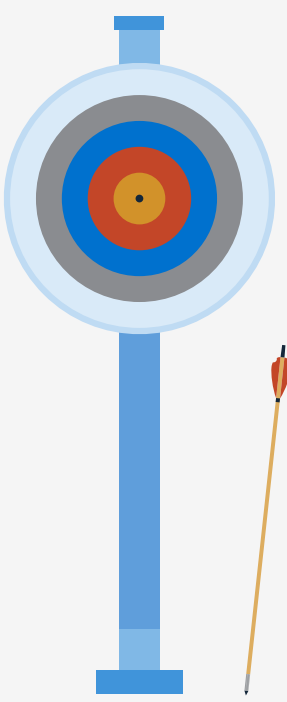
SaaS total cost of ownership (TCO) is up to **33% lower**⁵

3

Most Recognized SaaS companies



SaaS Challenges



Finding available resources/manpower



Maintaining/optimizing performance



Maintaining availability

- ✗ Downtime can cost **more than \$5,000** per minute⁶
- ✗ **27 hours** - average downtime organizations experience per month⁷
- ✗ **28%** - permanent abandonment rate of sites with slow performance⁸



Ensuring Security

- ✗ **191 days** - average time it takes for organizations to identify data breaches⁹
- ✗ The cost of the data breach approaches **\$40 million dollars** (the average cost of a breach of 1 million records)¹⁰

SaaS Success with Hyperconnected Data Centers

Gain massive scale and agility

by centralizing colocation with direct interconnections to cloud providers

Improve Performance

and lower latency by up to **44%**¹¹ with edge connectivity

100% uptime SLA

Guaranteed availability with six 9s uptime

WHY CORESITE?

27K+

INTERCONNECTIONS

Our data centers serve as the interconnection hubs in edge markets across the U.S.

450+

NETWORKS

Connect to subsea cables, global carriers, SDNs and other providers of your choice directly or through peering exchanges

325+

CLOUD & IT PROVIDERS

Low-latency, high-performance connectivity to nearly any cloud or network you need

100%

UPTIME SLA

Our SLA is backed by performance. We achieved six 9s uptime across our portfolio last year

Sources:

1. Global Software as a Service Market Analysis (2018-2024). ResearchAndMarkets.com
2. 2017 State of the SaaS-Powered Workplace. BetterCloud.
3. 2017 State of the SaaS-Powered Workplace. BetterCloud.
4. 2018 SaaS Industry Market Report: Key Global Trends & Growth Forecasts. Lamber, Sebastian. FinancesOnline.com. Accessed March 1, 2019.
5. 2018 EXPANSION SAAS BENCHMARKS. Fanning, Sean and Poyar, Kyle. OpenView Advisors. July, 2018.
6. "The cost of IT downtime." The20.com. June 18, 2018.
7. The Cost of Server, Application, and Network Downtime Survey and Calculator. IHS. January 2016.
8. The Complete Guide to Performance Testing Your Retail Websites and Apps. Akamai. July 2017.
9. 2017 Cost of Data Breach Study. Ponemon Institute and IBM. June 2017.
10. 2018 Cost of a Data Breach Study. Ponemon Institute and IBM. July 2018.
11. 5 Reasons to Directly Connect Your Hybrid Cloud. CoreSite. 2017