



## Webinar Series: CoreSite's Ted Chamberlin Hosts First Installment: Maximizing Revenue Inside The Data Center

August 1, 2013

### Focuses on methods for cost reduction and monetization in the outsourced data center

DENVER, Aug. 1, 2013 /PRNewswire/ -- CoreSite Realty Corporation (NYSE: COR), a premier provider of network-dense, cloud-enabled data center solutions and the CoreSite Mesh, today announced a new webinar, [Maximizing Revenue Inside the Data Center](#), to be held on August 7<sup>th</sup> at 12:00 p.m. EDT as part of its ongoing Webinar Series.

Ted Chamberlin, Vice President of Cloud Market Development at CoreSite, will educate attendees on how to transform an outsourced data center strategy from one that reduces deployment costs into a revenue generating model for their organizations.

Key topics for discussion include:

- Return on Interconnection: Understanding how to target and access customers, prospects, and partners inside the data center
- Win More Deals: How the economics of network-to-network interconnections reduce last mile costs and result in more attractive resell rates
- Differentiate Yourself: Leveraging cloud exchanges and communities to become a next generation provider and rise above the competition

When deploying these data center best practices, CoreSite has seen customers in a range of industries—from content providers to financial services institutions to healthcare providers—reach a substantial return on investment of 2x – 3x.

Ted Chamberlin has over 20 years of industry experience in cloud, enterprise networking, carrier services and hosted services and currently drives cloud strategy for CoreSite. Ted has previously held positions with both Citrix and Gartner Inc., where he led research and analysis for cloud services and colocation.

**Registration:** <http://www.coresite.com/events/2013/webinar-roi/>

**Date:** August 7, 2013

**Time:** 12:00 p.m. EDT

### **About CoreSite**

CoreSite Realty Corporation (NYSE: COR) is the data center provider chosen by more than 750 of the world's leading carriers and mobile operators, content and cloud providers, media and entertainment companies, and global enterprises to run their performance-sensitive applications and to connect and do business. CoreSite propels customer growth and long-term competitive advantage through the CoreSite Mesh by connecting the Internet, private networking, mobility, and cloud communities within and across its 14 high-performance data center campuses in eight markets in North America. With direct access to 275+ carriers and ISPs, over 180 leading cloud and IT service providers, inter-site connectivity, and the nation's first Open Cloud Exchange that provides access to thousands of lit buildings and multiple key cloud on-ramps, CoreSite provides easy, efficient and valuable gateways to global business opportunities. For more information, visit [www.CoreSite.com](http://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

Jeannie Zaemes | CoreSite Marketing Senior Director, +1 720.446.2006 | +1866.777.CORE, Jeannie.Zaemes@CoreSite.com