



## CoreSite Empowers Enterprises to Innovate with Leading Local Cloud as a Service Solution – VMware Cloud on Dell EMC

March 2, 2021

- Providing High Performance, Fully Managed Infrastructure as a Service Across a National Ecosystem of Data Centers -

- Simplifying Complex Regulatory and Data Compliance Requirements -

- Enabling End-to-End Data Protection and Hybrid Enterprise Integration -

- Creating a Center of Excellence to Accelerate Innovation -

DENVER--(BUSINESS WIRE)--Mar. 2, 2021-- CoreSite Realty Corporation (NYSE:COR) (the “Company”), a premier provider of secure, reliable, high-performance [data center](#), [cloud access](#) and [interconnection](#) solutions across the U.S., and a VMware Technology Alliance Partner, today announced the availability of VMware® Cloud™ on Dell EMC®. This fully managed infrastructure as a service offering is available across CoreSite’s national platform of enterprise-class, cloud-enabled data center campuses. CoreSite and VMware have created a Center of Excellence, technical validation proof of concept (PoC) lab, to accelerate innovation and cost savings for enterprises challenged with today’s escalating capital IT expenses, while also enabling emerging requirements of low-latency applications and data sovereignty management. The solution also future proofs enterprises for tomorrow’s AI, machine-learning, IoT and 5G use cases.

### **Simplifying Hybrid IT and Accelerating Business Innovation**

Delivering the cloud operating model to the data center, VMware Cloud on Dell EMC at CoreSite simplifies digital transformation by helping enterprises reduce operational complexity and accelerate innovation. The service features high-performance compute, storage and networking capabilities powered by VMware’s hybrid cloud software stack, providing IT with consistent infrastructure and operations between on-premises, colocation, and public cloud environments. VMware Cloud on Dell EMC helps IT address common challenges for the enterprise such as unpredictable data growth, changing security requirements and inconsistent solution performance. It also addresses emerging issues including the sharp increase in remote workers, data center and edge location modernization, data latency and sovereignty sensitive workloads, and modernization of existing applications by supporting containers and Kubernetes. VMware Cloud on Dell EMC delivers these benefits via an OpEx purchasing model and a predictable monthly bill.

CoreSite’s highly interconnected, scalable and compliant, cloud-adjacent digital campuses offer on-net, low-latency connectivity to leading cloud availability zones, CDNs and global network service providers via high-speed fiber and virtual interconnects on the CoreSite Open Cloud Exchange® – enabling enterprises to more simply and cost effectively deploy modern distributed applications – using the fully integrated VMware Cloud on Dell EMC solution.

*“Enterprises are increasingly looking to integrated turnkey solutions within the data center ecosystem to solve for performance and security, along with regulatory and data compliance requirements not easily addressed by the public cloud,”* said Steve Smith, CoreSite’s chief revenue officer. *“Additionally, traditional on-premises data centers are challenged to support modern HPC applications and have limited connectivity options to cloud availability zones – making it more difficult and costly to support modern, low-latency applications. Deploying VMware Cloud on Dell EMC at CoreSite improves performance and removes the friction enterprises can experience when implementing a digital strategy by streamlining operations, accelerating innovation, and reducing TCO.”*

*“We are excited to work with CoreSite to accelerate and simplify enterprise digital transformation using VMware Cloud on Dell EMC in CoreSite locations,”* said Fidelma Russo, general manager and senior vice president, Cloud Services, VMware. *“With VMware Cloud on Dell at CoreSite, enterprises can deploy modern applications with latency and data compliance requirements, allowing key resources to focus on business applications that drive top-line growth and differentiation. CoreSite campuses support strict regulatory and data compliance requirements, but also offer tight integration with leading public cloud services on the Open Cloud Exchange that enterprises require to support distributed applications.”*

### **Other Highlights**

- **[CoreSite Open Cloud Exchange](#)** – Deploy distributed applications quickly and simplify multi-cloud, multi-site architecture
- **[Accelerate Your Digital Business with CoreSite](#)** – Read about the competitive advantages your business can benefit from by working with a network-dense, cloud-enabled colocation provider like CoreSite
- **[Request a Tour](#)** – Take a tour and find out what all the CoreSite buzz is all about
- **[Contact Us](#)** – Need help with your hybrid/Multi-cloud strategy or have an immediate sales question? CoreSite is committed to responding to your inquiries as quickly as possible
- **[Schedule a PoC for VMware Cloud on Dell EMC](#)** – Use our VMware Center of Excellence to see how this solution can deliver the performance and agility your digital transformation requires

### **About CoreSite**

CoreSite Realty Corporation (NYSE:COR) delivers secure, reliable, high-performance data center, cloud access, and interconnection solutions to a growing customer ecosystem across eight key North American markets. More than 1,375 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 460+ 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](http://www.CoreSite.com).

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## **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 the Company’s data centers in certain markets and any adverse developments in local economic conditions or the level of supply of or 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, including indirect competition from cloud service providers; failure to obtain necessary outside financing; the ability to service existing debt; the 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; the effects on our business operations, demand for our services and general economic conditions resulting from the spread of the Novel Coronavirus (“COVID-19”) in our markets, as well as orders, directives and legislative action by local, state and federal governments in response to such spread of COVID-19; and other factors affecting the real estate industry generally. All forward-looking statements reflect the Company’s good faith beliefs, assumptions and expectations, but they are not guarantees of future performance. Furthermore, the Company 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 the Company’s future results to differ materially from any forward-looking statements, see the section entitled “Risk Factors” in its most recent annual report on Form 10-K, and other risks described in documents subsequently filed by the Company from time to time with the Securities and Exchange Commission.

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Source: CoreSite Realty Corporation