



## CoreSite Adds Telarus as Master Agent to Its Channel Program

December 8, 2015

*National data center provider looks to value added distribution leader, Telarus, Inc., to enhance its channel*

DENVER--(BUSINESS WIRE)--Dec. 8, 2015-- [CoreSite Realty Corporation](#) (NYSE:COR), a premier provider of secure, reliable, high-performance, cloud-enabled data center solutions across the U.S., announced today that [Telarus, Inc.](#), a national distributor of network, unified communications, and cloud services has joined the CoreSite Channel Program as one of its Master Agents. Telarus will offer CoreSite's portfolio of colocation services and products to its network of over 2,000 independent agents that source through Telarus.

"As we expand the CoreSite Master Agent program, we look for partners that deliver the same high-performance solutions and exceptional customer service for which CoreSite is known," said Dave Sroka, Vice President of Agent and Channel Sales, CoreSite. "Telarus is a strong partner with a proven record of ensuring excellence in the delivery of technology solutions and services across a robust network of service providers. Telarus's broad portfolio of products, along with the deep relationships it maintains with its partners, enable the delivery of complex IT offerings required by enterprise customers."

"We chose CoreSite as an anchor data center provider because of its strong reputation, state-of-the-art facilities, support of the channel, and the integrity and professionalism of their organization," said Telarus' Vice President of Supplier Management, Paula McKinnon. "Independent agents of Telarus will be able to access detailed information about CoreSite, 24/7, via our interactive data center mapping tool, the [GeoQuote Data Center Locator](#), enabling MSPs, VARs, and agents to find and source data center services to their clients in seconds."

As resellers deliver IT solutions to meet the critical business needs of enterprise customers, a secure and reliable data center component is often foundational. Further, data center capacity featuring a rich mix of network, cloud, and IT service providers can be a key differentiator in supporting performance-sensitive customer requirements. With 17 secure and reliable [data centers](#) across the United States, CoreSite provides a strong foundation for the hosted services, disaster recovery, offsite storage, and cloud solutions that IT service providers bring to their customers. For service providers not already offering data center services, this portfolio addition can help increase their revenue and customer loyalty.

### About Telarus

[Telarus](#) is a technology services master agent who holds contracts with over 50 data, voice, and cloud providers. To help our partners See What Others Can't, we have created a set of tools to help them win more business. We are proud to offer our partners:

- Monitoring the performance of all circuits ordered
- Patented pricing tools aide in carrier selection/optimization
- Cloud Engineers to aid partners in complex network design
- Project management team to ensure the services ordered are turned up properly
- Base management to allow partners to focus on selling while our team manages the renewal process

Telarus was voted the best master agent by the members of the Telecom Association for over five years in a row and is a top 3 channel partner for nearly all providers it represents.

### About CoreSite

CoreSite Realty Corporation (NYSE:COR) delivers secure, reliable, high-performance data center solutions across eight key North American markets. More than 900 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 350+ 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).

### 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; 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.

View source version on businesswire.com: <http://www.businesswire.com/news/home/20151208005351/en/>

Source: CoreSite

**CoreSite**

Media:

Brenda Van der Steen, + 1 720-446-2014

CoreSite Media Relations Manager

[Brenda.vandersteen@coresite.com](mailto:Brenda.vandersteen@coresite.com)

or

Investor Relations:

Greer Aviv, +1 303-405-1012 | +1 303-222-7276

CoreSite Investor Relations Director

[Greer.Aviv@CoreSite.com](mailto:Greer.Aviv@CoreSite.com)