

## Digital Realty Names Top U.S. Channel Partners for 2017 and Outlines Program Enhancements for 2018

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Data center leader committed to channel sales growth for enterprise colocation and interconnection solutions

SAN FRANCISCO, April 17, 2018 /PRNewswire/ -- [Digital Realty](#) (NYSE: DLR), a leading global provider of data center, colocation, and interconnection solutions, announced today its top U.S. channel partners for 2017 and outlined several enhancements to its channel program designed to drive additional traction with enterprise customers.

Top channel partners for 2017 included:

- Gold partners: [Stratacore](#), [Stackpop](#)
- Silver partner: [Colocation America](#)
- Strategic sales partners: [World Telecom Group](#), [New England Fiber](#), [Acuity Technologies](#)

"The technical expertise and strong customer relationships that our partners bring to Digital Realty are fundamental components of our overall growth strategy," said David Robbins, Vice President, Partners & Alliances at Digital Realty. "We are pleased with the performance of our top channel partners in 2017, and we look forward to working closely with them to enhance our combined value proposition for our mutual customers."

Aaron Loehr, Chief Executive Officer for Stratacore, a Digital Realty gold partner, added, "Our ability to achieve results for both our clients and partners is key to our success. The Digital Realty team is top-notch. We are extremely pleased to receive this honor."

The Digital Realty channel program encompasses over 200 active partners, including 10 master agents and regional strategic master agents, along with more than 120 agents who provide IT and network-related consulting services and support to their customers. Working with Digital Realty, channel partners expand their services portfolios to include data center, colocation, and hybrid cloud solutions, broadening their consulting offerings to meet their customers' diverse and constantly-evolving needs. In addition, the Digital Realty channel partner program creates a predictable and recurring revenue stream supported by Digital Realty's portfolio of solutions throughout its 205 data centers in 33 major metropolitan areas in 11 countries across four continents. This global reach allows partners to expand beyond their local geographies and provide solutions for their customers around the world.

"We are accelerating and optimizing our channel program in 2018, driving additional recruitment of high-quality partners and agents and further integrating our systems and processes," continued David Robbins. "Digital Realty is committed to channel sales, ensuring that our partners have the tools they need to engage enterprises and to help them realize the benefits of hybrid IT solutions through colocation and multi-cloud interconnection."

### 2018 Channel Partners Incentive Promotion

Digital Realty recently announced its Spring 2018 channel partner performance promotion and 2018 channel partner of the year recognition incentives. Launched in coordination with the company's participation in the 2018 Channel Partners Conference & Expo, Digital Realty has introduced its Spring 2018 Channel Partner Performance Sales Promotion Incentive Fund (SPIF). During this promotion, channel partners can earn additional SPIFs and other incentives in addition to standard agent commissions for selling new logo data center deployments into any of Digital Realty's North American colocation facilities. For more information on Digital Realty's incentive promotion, click here: <https://www.digitalrealty.com/blog/meet-with-digital-realty-at-the-2018-channel-partners-conference-expo/>

### About Digital Realty

Digital Realty supports the data center and colocation strategies of more than 2,300 firms across its secure, network-rich portfolio of data centers located throughout North America, Europe, Asia and Australia. Digital Realty's clients include domestic and international companies of all sizes, ranging from cloud and information technology services, communications and social networking to financial services, manufacturing, energy, healthcare, and consumer products.

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### **Safe Harbor Statement**

This press release contains forward-looking statements which are based on current expectations, forecasts and assumptions that involve risks and uncertainties that could cause actual outcomes and results to differ materially, including statements related to our top channel partners for 2017 and the expected benefits of, and timing of changes to, our channel partner program. These risks and uncertainties include, among others, the following: reduced demand for data centers or decreases in information technology spending; decreased rental rates, increased operating costs or increased vacancy rates; increased competition or available supply of data center space; the suitability of our data centers and data center infrastructure, delays or disruptions in connectivity or availability of power, or failures or breaches of our physical and information security infrastructure or services; our dependence upon significant customers, bankruptcy or insolvency of a major customer or a significant number of smaller customers, or defaults on or non-renewal of leases by customers; breaches of our obligations or restrictions under our contracts with our customers; our inability to successfully develop and lease new properties and development space, and delays or unexpected costs in development of properties; the impact of current global and local economic, credit and market conditions; our inability to retain data center space that we lease or sublease from third parties; difficulty acquiring or operating properties in foreign jurisdictions; our failure to realize the intended benefits from, or disruptions to our plans and operations or unknown or contingent liabilities related to, our recent acquisitions; our failure to successfully integrate and operate acquired or developed properties or businesses; difficulties in identifying properties to acquire and completing acquisitions; risks related to joint venture investments, including as a result of our lack of control of such investments; risks associated with using debt to fund our business activities, including re-financing and interest rate risks, our failure to repay debt when due, adverse changes in our credit ratings or our breach of covenants or other terms contained in our loan facilities and agreements; our failure to obtain necessary debt and equity financing, and our dependence on external sources of capital; financial market fluctuations and changes in foreign currency exchange rates; adverse economic or real estate developments in our industry or the industry sectors that we sell to, including risks relating to decreasing real estate valuations and impairment charges and goodwill and other intangible asset impairment charges; our inability to manage our growth effectively; losses in excess of our insurance coverage; environmental liabilities and risks related to natural disasters; our inability to comply with rules and regulations applicable to our company; our failure to maintain our status as a REIT for federal income tax purposes; our operating partnership's failure to qualify as a partnership for federal income tax purposes; restrictions on our ability to engage in certain business activities; and changes in local, state, federal and international laws and regulations, including related to taxation, real estate and zoning laws, and increases in real property tax rates. For a further list and description of such risks and uncertainties, see the reports and other filings by the company with the U.S. Securities and Exchange Commission, including the company's Annual Report on Form 10-K for the year ended December 31, 2017. The company disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

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