



QTS CLOUDRAMP™

Cloud-Ready Colocation, On-Demand.

Available on demand on the AWS Marketplace

Designed in collaboration with Amazon Web Services, QTS CloudRamp brings hybrid cloud solutions to AWS customers quickly, securely and with flexible pricing. With QTS CloudRamp™ IT managers can communicate with AWS resources quickly and seamlessly.

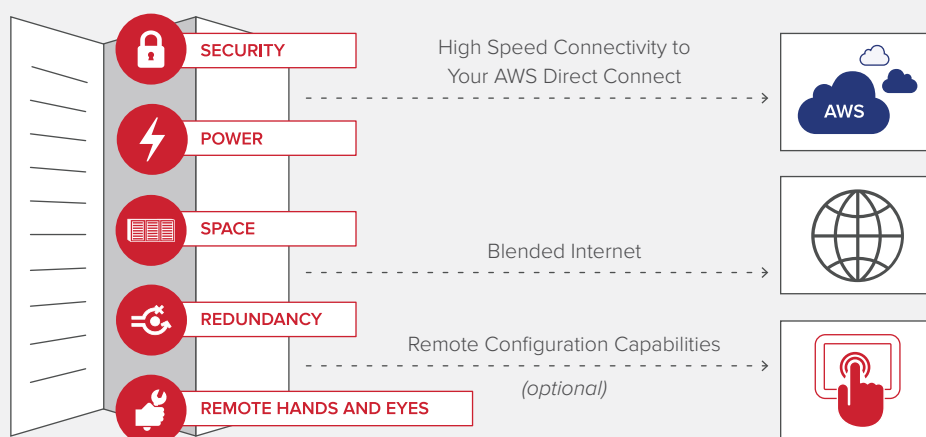
QTS CloudRamp™ is a secure, compliant dedicated colocation solution optimized for hybrid cloud workloads and public cloud migrations. Customers leverage the benefits of a move-in ready, turnkey solution that offers immediate capacity and high-speed direct connectivity to AWS with month-to-month billing.

WHY QTS CLOUDRAMP™?

- + Seamless cloud to colocation communication and integration
- + Rapid provisioning
- + Ideal for short-term and temporary projects
- + Also designed to support long-term hybrid workloads
- + Flexible terms with month-to-month billing
- + Hybrid IT optimization with increased visibility and control
- + Automated ordering, streamlined onboarding and provisioning

With QTS CloudRamp, AWS customers can simply and efficiently move workloads not ready for deployment to the cloud, or host workloads that are best suited for a dedicated environment, in state-of-the-art QTS colocation facilities.

Exclusively Available on



CLOUD TO COLO: A SEAMLESS SOLUTION

Secure. Compliant. AWS Connected.

QTS CLOUDRAMP™

A fully-integrated solution that builds a ramp from your colocation space to your AWS cloud environment.

INCLUDES:

- + Secure, pre-built cabinet with power and redundancy
- + Pre-configured connectivity for quick, high-speed access to your AWS cloud
- + Full installation of your hardware with Rack & Stack service
- + Monthly asset repair services
- + 24x7x365 support based in the U.S.
- + Access to QTS Customer Portal
- + Optional SmartRack™ appliances
- + Consolidated billing – included in your monthly AWS statement
- + Order up to 5 cabinets

Rapid Provisioning with AWS Expertise

With a simplified 3-step process for ordering, onboarding and provisioning, your solution can be ready for you in a matter of days, not weeks or months.

READY-IN-ADVANCE

QTS
Pre-built, preconfigured
<ul style="list-style-type: none"> + Your cabinet is constructed in advance with redundant power in a dedicated location. + Our experts pre-wire AWS Direct Connect connectivity to your data hall in advance. + Our experts pre-wire your space for internet connectivity.

EASY 3-STEP PROCESS FOR AWS CUSTOMERS

ORDER	ONBOARD	PROVISION
On-Demand	Simplified	Rapid
<ul style="list-style-type: none"> + Self-service at AWS Marketplace. + Billing included in your monthly AWS statement. + Option to use credit card. 	<ul style="list-style-type: none"> + You will receive onboarding instructions upon placement of your order. + Streamlined and centralized process via the QTS Customer Portal. + Install your compute, storage and networking gear -OR- ship your assets directly to QTS where we Rack & Stack at no extra charge. 	<ul style="list-style-type: none"> + Activate your AWS Direct Connect + For Enhanced and Advanced Tiers only - remotely configure your devices and servers, and establish network access.



HOW WE CONNECT

AWS Connectivity is Included and Preconfigured

QTS has already preconfigured your data hall with AWS Direct Connect, so once your hardware is installed in your colocation space, you can quickly get connected to AWS services and resources. Simply register your AWS Direct Connect account, send us your LOA/CFA, and you will be ready to communicate with AWS resources in no time. You will have full access to your entire AWS infrastructure via your AWS Direct Connect service.

Key Features of AWS Connectivity from QTS:

DATA TRANSFER

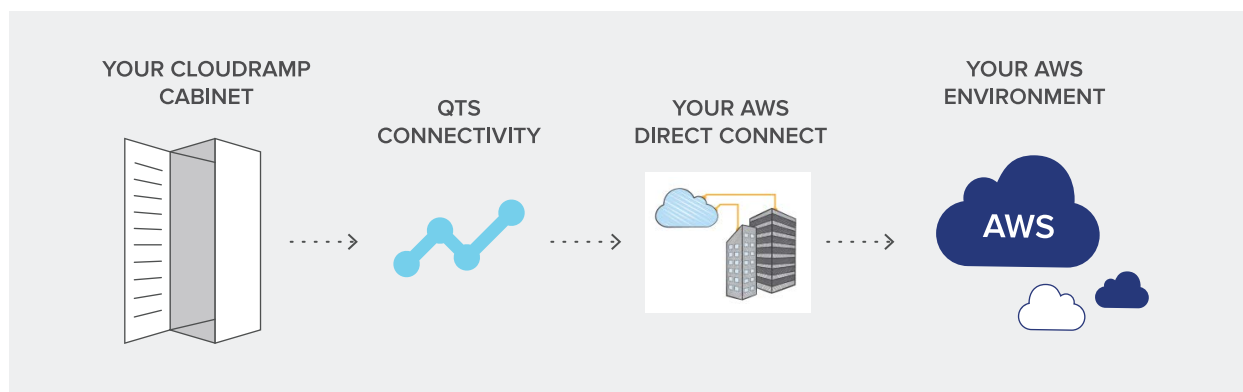
Transfer large amounts of data with guaranteed network performance.

SECURITY

Private connection allows secure data transfer.

COMPLETE ACCESS

Connect to all AWS services via AWS Direct Connect.



QTS CloudRamp: Backed by Industry-Leading Compliance



Upon Request

Immediate availability at these QTS data centers:

- + Chicago, IL
- + Piscataway, NJ
- + Richmond, VA
- + Santa Clara, CA

More locations coming soon

QTS U.S. DATA CENTERS



CloudRamp Available Data Centers



QTS CLOUDRAMP™ SOLUTION DETAILS

Three Tiers to Fit Your Business Needs

QTS CloudRamp offers three tiers with varying levels of service and remote configuration options, depending upon the level of visibility and control you require for your deployment. You may order up to five cabinets.

WHAT'S INCLUDED	DESCRIPTION	QTS CLOUDRAMP™ ESSENTIALS	QTS CLOUDRAMP™ ENHANCED	QTS CLOUDRAMP™ ADVANCED
Cabinet	One Locking 47U Cabinet	✓	✓	✓
Power	5kW	✓	✓	✓
Redundancy	N+1 Power: 208v/30a Switched (primary & redundant)	✓	✓	✓
Connectivity	Preconfigured for AWS Direct Connect	✓	✓	✓
	Preconfigured for 25 Mb Blended Internet Service	✓	✓	✓
Rack & Stack Service	Install and de-install service by QTS Data Center Technician	✓	✓	✓
Support	OSC Support - 24x7x365	✓	✓	✓
QTS Customer Portal Access	Online Ticketing	✓	✓	✓
	Mobile-enabled for Android and Apple devices	✓	✓	✓
	View power usage of your cabinet	✓	✓	✓
Asset Manager	Catalog and track assets with Self-Serve App	✓	✓	✓
On-site Repair Service	Asset Repair Service	2 hours/month Remote Hands & Eyes*	4 hours/month Remote Hands & Eyes*	Hardware Assure Service*
QTS SmartRack Appliances*	KVM Over IP Switch*		✓	✓
	Redundant PDU*			✓
OPTIONAL SERVICES				
On-Site Repair Services	Additional Remote Hands & Eyes Hours	Connectivity	Additional Cross Connects for AWS Direct Connect Service	

* See Additional Product Information for more details



Additional Product Information

ASSET MANAGER APP

Manage equipment lifecycles with a purpose-built, online self-service app that helps you catalog, track and manage your assets through the QTS Customer Portal.

REMOTE HANDS AND EYES

QTS Remote Hands and Eyes provides an experienced QTS technician to install, deploy, maintain and troubleshoot your equipment. Additional hours may be purchased via the Marketplace.

24X7X365 SUPPORT

Support from our Atlanta-based Operations Support Center. Comprised of expert team leads, engineers and customer support representatives to handle all incident reports, customer inquiries and issues.

KVM OVER IP SWITCH

SmartRack appliances allow you to remotely configure devices and/or servers. A KVM Over IP Switch provides remote access and control of your servers.

Enhanced and Advanced Tier include KVM Over IP Switch.

QTS SMARTRACK™ PDU

Provides real-time, remote access for power monitoring and control over individual outlets for remote power resets.

Available in Advanced Tier only.

HARDWARE ASSURE

24x7x365 hardware maintenance and repair service that remediates disruptive hardware issues by leveraging QTS' certified, trained onsite data center experts. Includes break/fix hours for all the devices in your cabinet.

Available in Advanced Tier only.



CLOUD-READY COLOCATION USE CASES

Use Cases

Hybrid solutions have become the new business standard, allowing you to leverage the best of public cloud and dedicated colocation. One of the key benefits of hybrid cloud is that it enables users to move applications and workloads between environments depending on demand, business needs and other variables. This hybrid approach means businesses can rapidly respond to operational developments — for example using public cloud to quickly and cost-effectively develop and test new applications, before moving them back behind the firewall as they go into production.

ADDITIONAL USE CASES INCLUDE:

- + Short-term or temporary colocation for AWS cloud migration
- + Require colocation with AWS connectivity, **quickly**
- + Require a long-term hybrid solution for latency sensitive, edge computing workloads that require data center proximity and AWS Direct Connect
- + Host sensitive or legacy workloads that cannot be migrated entirely to the cloud due to security or compliance requirements
- + Have hardware dependent applications not ready to be transitioned to public cloud
- + Need to consolidate infrastructure as you designate workloads for either cloud or colocation
- + Need to retire or divest your existing data center assets while adopting cloud-first mandate
- + Require long-term hybrid solution for applications that may not be virtualized

“We are tracking to move most of our workloads to the cloud with AWS over the next two years. With CloudRamp from AWS Marketplace, we will move our highly sensitive on-premise workloads to QTS in a matter of weeks.”

- CONTENT MANAGEMENT COMPANY

Through 2020,

85%+

of enterprises adopting a cloud-first strategy will continue to host business-critical applications in traditional data center environments.

--Gartner, Innovation Insight for Data Center Colocation Report 4 May 2017



QTS: YOUR TRUSTED AWS PARTNER

QTS AWS Experience and Expertise

- + Strategic Partnership with AWS to deliver AWS-Connected Colocation
- + Advanced Partner Network (APN) Consulting Partner
- + AWS Direct Connect Provider
- + 250+ AWS certifications and accreditations, as well as our industry-leading 99.999% uptime, advanced security framework and dedicated compliance experts.



Click below to get QTS CloudRamp today!



Access End User License Agreement (EULA) and Ordering Guidelines at AWS Marketplace website.

*Click **here** to learn about Remote Hands & Eyes, Hardware Assure and Custom Cloud-Ready Colocation at **QTSDataCenters.com**.*

TAILORED CLOUD-READY COLOCATION SOLUTIONS AVAILABLE

QTS experts can design a tailored solution that is purpose-built and AWS connected to meet your unique hybrid cloud needs. Best of all, you have the option to have QTS seamlessly manage both your AWS and your dedicated colocation environments.

ABOUT QTS | 877.QTS.DATA | QTSDATACENTERS.COM

QTS Realty Trust, Inc. (NYSE: QTS) is a leading provider of secure, compliant data center, hybrid cloud and managed services. QTS features the nation's only fully integrated technology services platform providing flexible, scalable solutions for the federal government, financial services, healthcare and high tech industries. QTS owns, operates or manages more than 5 million square feet of data center space and supports more than 1,100 customers in North America, Europe and Asia Pacific. In addition, QTS' Critical Facilities Management (CFM) provides increased efficiency and greater performance for third-party data center owners and operators. For more information, please visit www.qtsdatacenters.com, call toll-free 877.QTS.DATA or follow us on Twitter @DataCenters_QTS.