FEDERALLY COMPLIANT HYBRID IT

QTS GOVERNMENT SOLUTIONS

Proven Expertise | World-Class Data Centers | Industry Leading Support

*Future-proof your IT with federally compliant **hybrid cloud solutions**...*

WE ARE YOUR **PATH FORWARD.**

At QTS, we're helping you build agile, cost-effective hybrid IT strategies for the government sector that enable you to leverage **your legacy and cloud systems while taking advantage of cutting-edge technologies.**

Our in-house team of **federally-focused** engineers, cloud architects, implementation specialists and compliance experts provide the guidance and support you need to build compliant, scalable hybrid solutions.

QTS: EXPERT PARTNERING
FOR YOUR CLOUD TRANSFORMATION

QTS Realty Trust, Inc. (NYSE: QTS), one of the fastest growing data center companies in the world, operates 19 compliant facilities including eight mega data centers across the United States. We offer the widest range of hybrid solutions, including public and private clouds, colocation, managed services, dedicated hosting and hyperscale capacity.

QTS helps agencies transform and modernize their legacy IT systems by designing solutions that leverage the performance advantages of dedicated, hosted environments and colocation, with the agility and cost value of cloud. We work with you to place workloads where it makes sense in light of your unique security, compliance and performance requirements while optimizing costs and resources.

Our growing portfolio of secure, compliant federal solutions address the complex challenges facing public sector IT strategies. Our federal experience and past performance has supported over 60 Authorizations to Operate (ATOs) across civilian, defense and intelligence agencies.

COLOCATION
Secure, resilient and fully-redundant facilities

HYBRID CLOUD & HOSTING SERVICES
Highly scalable, secure and compliant

CUSTOM AND HYPERSCALE DATA CENTER CAPACITY
Ample power and space to scale rapidly

CONNECTIVITY
500+ networks with on-ramps to hyperscale clouds

MANAGED SERVICES
Expert and compliant support

CRITICAL FACILITY MANAGEMENT
Integrated, proven approach to DCIM

THE **QTS DIFFERENCE**

QTS is committed to industry-leading reliability, uptime and customer service.

OPERATIONAL **EXPERTISE**

With the nation's only fully-integrated technology services platform, our best-in-class products and solutions are supported by expert engineers, technicians and IT professionals.

- **19 U.S. Data Centers**
- **Global Footprint**
- **5M+ Sq. Ft. of Space**
- **650+ MW of Critical Power Deployed**
- **Access to 500+ Networks**
  (including on-ramps to hyperscale clouds)

OPERATIONAL **PARTNERSHIP**

QTS builds long-term relationships with our customers. We provide consulting and guidance about how to manage your workloads and help you leverage the right IT solutions.

- **Contract Portability**
- **Leverage QTS' Capital Investments**
- **Solutions-Based Approach**
- **Gain Flexibility & Scalability**

OPERATIONAL **DISCIPLINE**

Our best-of-breed technologies are supported by our 800+ employees 24x7x365, our commitment to industry-leading security and an integrated approach to compliance. Our customer-centered approach is backed by an industry leading Net Promoter Score.

- **800+ Employees**
- **100% Uptime Guarantee**
- **Operations Support Center (OSC)**
- **Industry Leading Net Promoter Score**

QTS GOVERNMENT **SOLUTIONS**

QTS is helping you build flexible and highly compliant hybrid infrastructure.

IT strategies in the federal landscape are no longer shaped solely by the Cloud First mandate, but also the expansion of hybrid IT. The Data Center Optimization Initiative (DCOI) is driving federal COI's efforts to "transition to more efficient infrastructure" and "leverage technology advancements."

QTS is helping government agencies leverage a range of IT delivery models and manage their workloads more efficiently. We have a proven record of solving complex IT challenges that are unique to federal, state and local agencies.

Our flexible services, compliance expertise and SLA-driven support take your IT where it needs to be easily and quickly, while keeping you in control and meeting your unique business and mission requirements.

COLOCATION

GOVERNMENT CLOUD

CUSTOM DATA CENTER

DEDICATED MANAGED HOSTING AND CUSTOM PRIVATE CLOUD

" Our decision to partner with QTS paid off. Their capabilities in secure, compliant managed hosting and their deep understanding of secure data center operations made the difference and truly helped differentiate our team before and during the process. "

- NORTHROP GRUMMAN

BENEFITS OF
PARTNERING WITH QTS

- Build highly customized hybrid IT solutions that support your legacy and cloud workloads today and tomorrow.

- Meet security and compliance requirements of a completely cloud-based infrastructure.

- Get solution portability that enables you to easily pivot your resources as your IT needs change.

- Utilize a fully-integrated Service Delivery Platform to manage and optimize hybrid IT workloads and create operational efficiencies.

- Connect with public clouds, such as AWS, quickly and efficiently.

- Boost performance, maintain control and enhance reliability while reducing TCO.

- Take advantage of QTS' experience delivering 100% ATO success for our customers.

- Flexibly transition to our FedRAMP cloud at your own pace.

- Utilize services available through multiple contract vehicles, including GSA and SEWP-V.

- Realize cost savings as you shift from a CAPEX intensive model to a predictable monthly recurring model or pay-as-a-service.

PAST PERFORMANCE AND
JAB-AUTHORIZED P-ATO

QTS' federal experience and past performance is well-documented. We have worked closely with civilian, defense and intelligence community agencies to support more than 60 Authorizations to Operate (ATO) across diverse IT systems.

COMPLIANCE AND SECURITY:
AN INTEGRATED STRATEGY

We understand the growing number of requirements and the complexity of managing the high-cost risk of non-compliance.

We tackle compliance differently. Our dedicated C-Level and Internal Compliance and Audit teams are focused on helping you define controls and processes to meet your evolving federal needs. We protect your data with a commitment to allocate the required resources, technology and controls to not only help you achieve and maintain compliance today, but also meet your compliance needs as they inevitably grow and change in the future.

FEDERALLY COMPLIANT COLOCATION AND
CUSTOM DATA CENTERS

Built-In Trust for the Federal Sector

FISMA
FEDERAL INFORMATION SECURITY MANAGEMENT ACT

HIGH TOUCH MONITORING AND REPORTING GIVES YOU 24X7X365 VISIBILITY.

In addition to the capital and resource investments made in our infrastructure, QTS also focuses on the systems, people and processes necessary to deliver maximum uptime and reliability.

650+ MEGAWATTS OF POWER AND PRIMARY REDUNDANT ZONES ON DIFFERENT GRIDS.

Minimize your risk of infrastructure failure. Each colocation data center has been designed and built with redundancy to minimize single points of failure and the security necessary to protect your assets.

PHYSICAL AND LOGICAL SECURITY IS OUR TOP PRIORITY.

QTS integrates our security expertise with best-of-breed technologies to provide you with the highest level of physical and logical security. Rest assured, over 900 customers trust QTS to keep their data safe and sound.

FEDERALLY COMPLIANT
DATA CENTERS

- Resilient. Fully-Redundant. Hyper-Secure and Compliant.

- QTS delivers high-density solutions you can trust.

- Facilities built on world-class infrastructure and integrated solutions, fully-managed by QTS experts.

- Data centers across the three U.S. power grids.

DOD **|** CIVILIAN **|** INTEL

QTS offers customized compliance solutions at all of our data centers.

Richmond, VA

FEDERAL **EXPERTISE**

- ✓ Compliant cage environments that map to agency requirements
- ✓ Past performance and agency sponsored private circuits
- ✓ CAC and PIV enabled engineers (Domain and IA certs)
- ✓ Secure connectivity for replication and disaster recovery

- ✓ Connectivity to public clouds for hybrid environments
- ✓ Management of systems through the operating system or hypervisor
- ✓ Services map to all NIST 800-53 Rev 4 controls for the services contracted
- ✓ Federal compliance team audit efforts

FULLY-MANAGED AND DEDICATED **HOSTING AND PRIVATE CLOUDS**

We will design, procure, configure, while continuously monitoring and optimizing your environment.

Get the highest level of performance, security and compliance with customized, dedicated cloud and managed hosting solutions, deployed at one of our FISMA compliant data centers.

SUPERIOR PERFORMANCE
Get maximum performance from dedicated servers, storage and networking for I/O intensive applications.

SINGLE-TENANT, DEDICATED ENVIRONMENT
Single tenancy provides the highest level of security and supports your compliance mandates while protecting your mission critical data.

WE FULLY MANAGE YOUR IT
We will design, procure, configure, monitor and continuously optimize your environment so that you can fully manage your business priorities.

SCALE TO THE CLOUD
Scale your dedicated hosting environment to the cloud of your choice — QTS or public clouds including AWS.
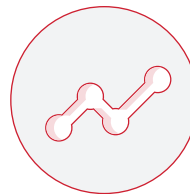
KEY **FEATURES**

- ✓ 24x7x365 proactive monitoring

- ✓ Scalable, shared and custom dedicated hosting options

- ✓ Patching and upgrades

- ✓ Unsurpassed security in highly compliant environments

- ✓ Seamless integration to your on-premises, colocation, virtual and cloud environments
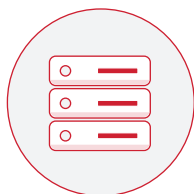
DEDICATED SERVERS
Tailored to your performance and workload requirements.

BANDWIDTH
Designed to meet and anticipate your needs.

DEDICATED NETWORK FIREWALL, SWITCH AND LOAD BALANCER
Certified network engineers build and secure your network.

MANAGED STORAGE & BACKUP
Configured to support your consumption today and tomorrow.

FULLY-MANAGED BY QTS EXPERTS 24X7X365
Continuous monitoring and optimization, patching and upgrades.

COMPLIANCE AND SECURITY
Designed with the highest degree of compliance and security.

QTS
GOVERNMENT CLOUD

An Enterprise-Class Hybrid Cloud Service for the U.S. Public Sector

QTS Government Cloud is a purpose-built hybrid cloud service that delivers tried and tested VMware™ capabilities.

ROBUST SECURITY AND COMPLIANCE
Meets a broad range of mandates and best practices including FedRAMP, ITAR, FIPS 140-2 with AT 101 SOC Type 2.

EFFICIENCY AND MANAGEABILITY
Management tools are consistent across on-premises and cloud environments. Accelerate application deployments and streamline your processes.

SEAMLESS NETWORK INTEGRATION
Built on seamless virtualized network that allows you to configure your firewalls as if they were in your own data center.

FEDERAL COMMUNITY
CLOUD PLATFORM

☑ FedRAMP Compliant

☑ JAB-Authorized ATO

☑ Built on VMware Platform

☑ Designed for Mission-Critical Applications (Particularly VMware-Based)

☑ Guaranteed 100% Availability
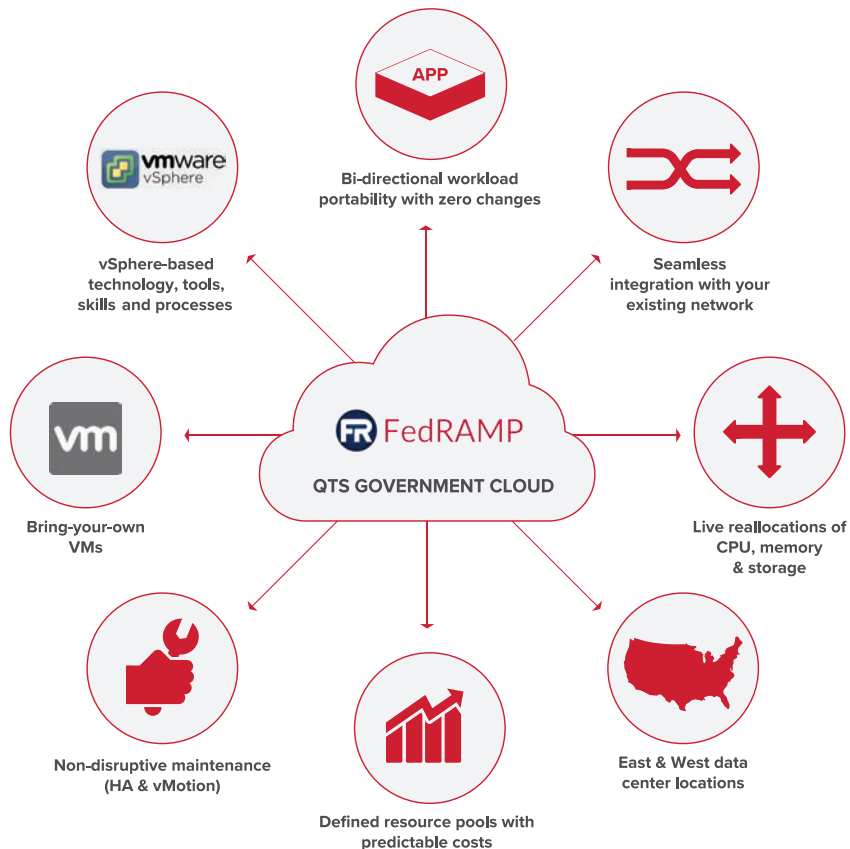
BUILT ON
VMWARE PLATFORM

QTS Government Cloud offers seamless integration.

PORTABILITY
Move application and data workloads into the cloud and back again.

COMPATIBILITY
Compatible with on-premises vSphere environment.

COMMON MANAGEMENT
Utilize the same tools, people and processes for QTS Government Cloud as you do for your on-premises infrastructure.

PROTECTION
Granular and portable protections migrate with each workload, data set or application as an embedded component.

CONNECTIVITY
Enjoy seamless networking.

LEVERAGE QTS'
FEDRAMP ATO

A Streamlined Path to Authorization

FedRAMP and FISMA IaaS requires 325 unique controls. QTS provides over 225 of these controls today, with a shared responsibility of another 86 additional controls.

MANAGEMENT CONTROLS
- Personnel Security
- Training

OPERATIONAL CONTROLS
- Change Management
- Configuration Management
- Incident Response

TECHNICAL CONTROLS
- Authentication
- Encryption
- Account Management Responsible

BENEFITS

- Fastest Path to Cloud Value
- Time to Market
- Substantial Cost Savings
- FedRAMP Compliance

Inherit almost 70% of the baseline controls QTS has in place today. QTS and your agency will share responsibility for 26% of controls. Our experts will guide you through the remaining controls for which your agency is responsible.
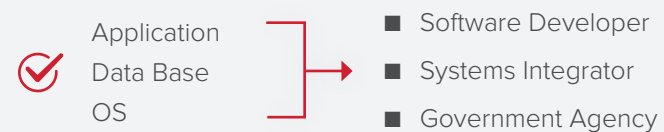
FedRAMP

QTS has delivered 100% ATO success across civilian, defense and intelligence agencies.

QTS offers a partner enablement program for ATO attainment, providing significant cost savings while streamlining your path the authorization.

DIRECTLY INHERIT 70% OF OUR IAAS CONTROLS **INTO YOUR ATO**

Application
Data Base
OS

- Software Developer
- Systems Integrator
- Government Agency

IAAS
Virtualization
Servers
Storage
Network
Facilities

QTS

WHY **QTS?**

INTEGRATED PRODUCT AND SERVICES PLATFORM

Flexibility for truly hybrid environments

WORLD-CLASS INFRASTRUCTURE & MEGA DATA CENTERS

Scalability that meets your evolving needs

INDUSTRY-LEADING SECURITY & COMPLIANCE

Protection you can trust for your most valuable asset
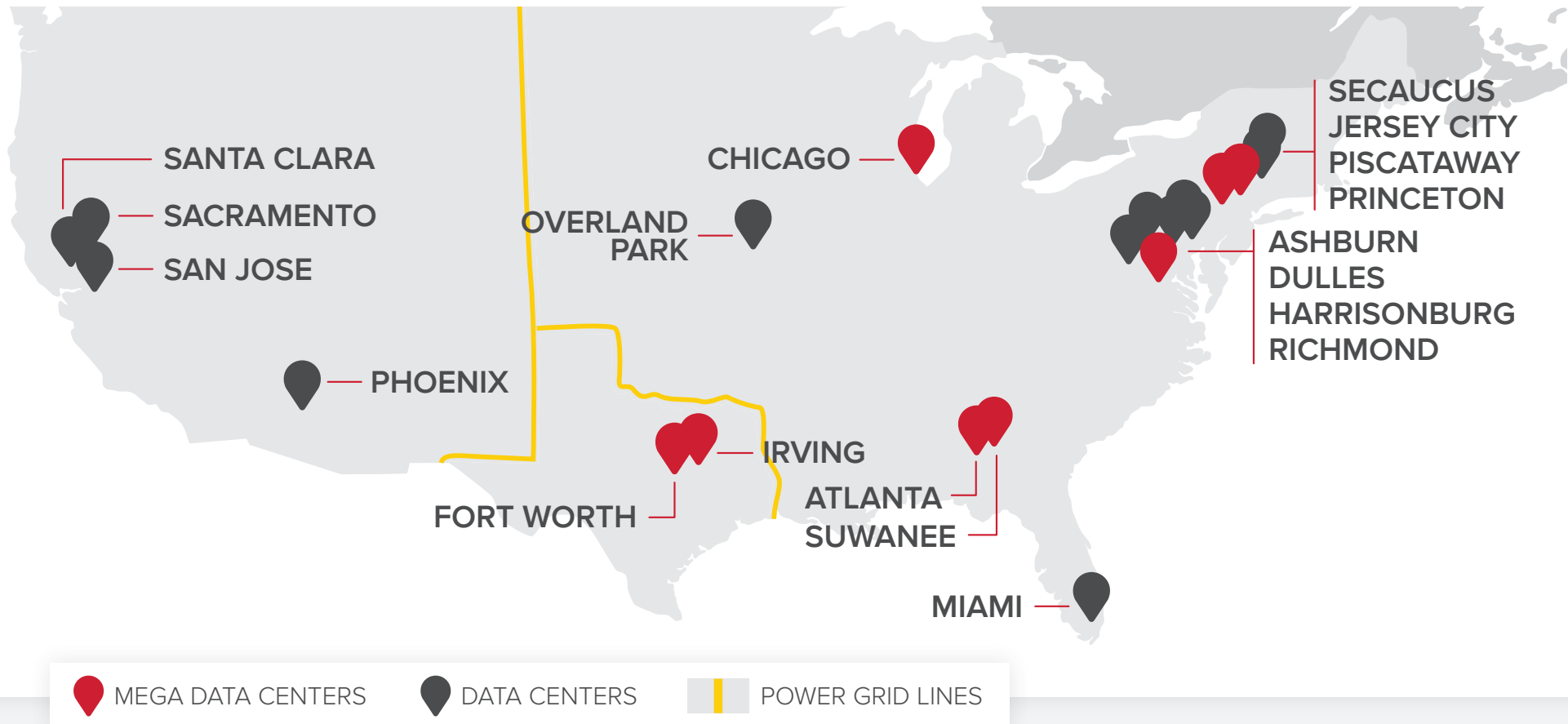
UNIVERSAL CONNECTIVITY

Performance that unifies your hybrid needs

EMPOWERED PEOPLE & EXPERTISE

Federal expertise and experience you can count on

BEST OF BREED TECHNOLOGIES
AND WORLD-CLASS INFRASTRUCTURE

SANTA CLARA
SACRAMENTO
SAN JOSE

CHICAGO

OVERLAND PARK

PHOENIX

FORT WORTH

IRVING

ATLANTA
SUWANEE

MIAMI

SECAUCUS
JERSEY CITY
PISCATAWAY
PRINCETON

ASHBURN
DULLES
HARRISONBURG
RICHMOND

MEGA DATA CENTERS · DATA CENTERS · POWER GRID LINES

- ✓ 19 U.S. Data Centers
- ✓ 8 Mega Data Centers
- ✓ 5.5 Million Gross Sq. Ft.
- ✓ FedRAMP / FISMA Compliant
- ✓ 2.5 Million Sq. Ft. of Raised Floor Space
- ✓ Facilities Across Three U.S. Power Grids

Your IT infrastructure is constantly evolving — from traditional on-premises to new, hybrid environments including virtualized and cloud.

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.

QTS

POWERED BY PEOPLE.