

BRIDGING THE GAP

*What it Means to be
a Fully Integrated Provider*



OVERVIEW

As the world becomes increasingly connected, data production is growing exponentially. Every week 30 million new devices are connected, according to the 2016 Cisco Visual Network Index. By 2020, there will be more than five terabytes of data for every person on Earth. Because of this rapid growth, companies are searching for competitive data storage solutions.

For many, third-party data centers are the answer. According to the 2016 Enterprise IT Spending Benchmarks, compiled by 451 Research, North America will exceed \$1 trillion in IT spending by 2017. Businesses of all sizes are expected to move to a hybrid cloud approach.

When choosing a hybrid approach, you need both on-site and cloud resources that are reliable and well maintained. The easiest way to ensure this is to streamline your data center solutions through a single, fully integrated service provider.

QTS is redefining the data center experience. After seeing success with our existing locations in the Greater Metro New York Area, we have added QTS Piscataway to our New York/New Jersey Portfolio. As one of the largest data centers in the region, QTS Piscataway has expanded our fully integrated Custom Data Center, Colocation, Cloud and Managed Hosting offerings in the market. Most businesses and organizations need several integrated IT solutions coexisting in order to run well. Supplying colocation, managed services, hybrid cloud and custom data center solutions allows QTS to bridge the gap between traditional data center providers and cloud service providers. This Issue Brief explains what it means to have access to a fully integrated provider and how QTS Piscataway will benefit your business.

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By 2020, there will be more than **5 terabytes of data** for every person on Earth.

BRIDGING THE GAP: WHAT IT MEANS TO BE A FULLY INTEGRATED PROVIDER

Colocation

QTS Piscataway provides much needed capacity for data center customers seeking secure and compliant colocation in the Northeast. This location is designed to accommodate the growing data demands from the financial, pharmaceutical, technology and media industries.

SCALABILITY

QTS Piscataway is a 360,000 sq. ft purpose-built facility with 176,000 sq. ft. of raised floor capacity. Colocation space options range from single cabinets to multi-rack cages to private suites, offering customers the flexibility to expand within a stable and secure environment without the inconvenience of relocating their infrastructure.

SECURITY

In addition to a security fence surrounding the property's perimeter, a guard house positioned at the main entrance, dual authentication with biometric readers and card-key access to data center floors, QTS Piscataway is staffed with security guards 24x7x365 who actively patrol both inside and outside of the facility. Choosing to colocate with QTS Piscataway ensures your data is stored in a facility built with the redundancy to minimize single points of failure and the security necessary to protect your assets.

CONVENIENCE

QTS Piscataway is purpose-built to serve the financial, pharmaceutical and high-tech hubs in the Greater Metro New York Area, located within driving distance from Manhattan. Being just minutes from Newark Liberty International Airport and the variety of mass transit options makes QTS Piscataway accessible from anywhere.

QTS Piscataway offers
360,000 gross sq. ft. with
**176,000 sq. ft. of raised
floor capacity.**

Managed Services

Why send your valuable staff to the data center to perform tasks that can be handled by the QTS experts? Managed Services play a large role in the benefits of having a fully integrated data center provider. Passing on the maintenance of your collocated data allows you to keep pace with business demands while reducing overhead costs.

Beyond everyday maintenance, QTS Hardware Assure remediates unexpected, disruptive hardware issues. Colocated QTS customers can employ our certified onsite experts for testing, diagnostics and repair, as well as vendor coordination and asset management.

Of course, the best way to manage data disruptions is to prevent them. Customers may either monitor hardware themselves or streamline the repair process with QTS Monitoring service. QTS Monitoring provides the right amount of visibility and performance you require to meet business demands. Basic monitoring services focus on your switches, firewalls, servers and IT infrastructure. Monitoring services can be built upon from basic monitoring in stages, up to the point of application and database monitoring to ensure availability and performance.

Hardware Assure and Monitoring services are just a few of the managed services available from QTS. Other services include:

- + Managed Network
- + Managed Systems
- + Managed Security
- + Managed Storage & Backup
- + Managed Disaster Recovery

Cloud

Most businesses can no longer operate on physical data storage alone. Rather, IT organizations are adopting hybrid strategies that are both reliable and agile, according to Gartner's 2016 Strategic Roadmap for Data Center Infrastructure. From 2016 to 2020, over \$1 trillion in IT spending will shift to new categories of spending as a result of cloud computing.

Hybrid IT services present purpose-built solutions that make use of both physical and cloud storage. QTS Piscataway will provide easier access to such a solution, offering a range of cloud services to integrate with colocated or in-house platforms. A fully integrated data center provider reduces the complexity of data by equipping businesses to store, manage and protect their information with a single provider.

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INDUSTRY-SPECIFIC SOLUTIONS

QTS Enterprise Cloud is a customizable cloud solution with a feature set you can tailor specifically to your infrastructure. Mission-critical applications can be developed for every industry. Healthcare Community Cloud is a purpose-built IaaS solution that meets the specific demands and compliance standards of the Healthcare Industry.

CLOUD MANAGEMENT

As with our other managed services, QTS Managed Cloud removes the maintenance burden of your cloud from your in-house staff, so they can focus on your core business. QTS' expert engineers and support team provide the right level of support to improve operational efficiency and ensure your cloud environment is always secure and compliant.

DISASTER RECOVERY

When disaster strikes, the ability to respond quickly can be the determining factor in whether or not your business is able to recover. Having a disaster recovery solution increases the speed with which you can reestablish service and lessens the financial impact of an event. QTS Disaster Recovery as a Service (DRaaS) is an innovative, cloud-based replication solution that meets the needs of today's hybrid IT infrastructure.

Custom Data Center

If neither colocation nor cloud seem like the perfect solution for you, QTS offers enterprise solutions that provide large, private spaces designed to meet your business requirements. Choosing a Custom Data Center solution gives you the scalability, redundancy and power-efficiency that colocated customers find in QTS Piscataway in your own, mission-critical infrastructure.

MULTI TENANT DATA CENTERS

A hybrid between Build to Suit and Colocation, QTS Multi-Tenant Data Centers are designed, built, implemented and hosted by QTS staff. Customers can avoid large capital expenditures with a budget-friendly, predictable monthly fee. This tailored solution reduces your exposure to construction delays and ensures your data center is built for the exact scalability, flexibility and compliance that your business demands.

BUILD TO SUIT

Let QTS build your data center as if it were their own with QTS Build to Suit services. Perhaps your business is looking to have a data storage facility built in the Greater New York Metro Area. You can still take advantage of QTS' experience, expertise and buying power to build your infrastructure more quickly, cost effectively and with greater reliability. QTS develops and constructs innovative, flexible multi-tier distribution solutions to meet the exact needs of your business and industry.

SALE LEASEBACK

Do you own data center property near New York or New Jersey that you want dissolved? Most companies are not in the business of owning real estate, but need a solution that allows them to utilize their land and buildings for securely storing their data. QTS' sale/leaseback solution allows organizations to get the asset off their books while still maintaining their current data center location.

CRITICAL FACILITIES MANAGEMENT

The capstone of our Custom Data Center portfolio is Critical Facilities Management (CFM). QTS people are team-oriented, resourceful professionals who have the proper background and training to get the job done. With CFM, QTS completes an assessment of your data center and determines the performance improvements we can provide. Once the assessment is complete, QTS' skilled personnel and security professionals are focused on your operations 24x7x365.

REDEFINING THE DATA CENTER EXPERIENCE: THE QTS PISCATAWAY DIFFERENCE

Cutting-Edge Facility

PURPOSE-BUILT

QTS Piscataway was designed and constructed to serve as a world-class data center from the beginning. Every feature of this facility was customized to offer security, reliability and efficiency.

CONNECTIVITY

QTS Piscataway features 18 network carriers including six Tier-1 carriers. The facility has three diverse underground fiber entry laterals, three meet-me rooms (MMRs) and four points of entry (POEs). QTS Piscataway is also a point of presence for the Amsterdam Internet Exchange.

POWER

Offering 26 MW of gross power capacity, QTS Piscataway is able to support N to 2N power redundancy. The facility has on onsite 112kVA substation and solar panels that generate 2 megawatts of power.

QTS received an industry leading **Net Promoter Score of 63.5** in 2015, well over the industry average of 45.

Customer Experience

With the addition of QTS Piscataway, we now offer three premier data centers for Greater New York Metro customers. QTS improves customer experience by providing a fully integrated data center portfolio and our facilities are designed and built with our customers' demands and interaction in the forefront of our mind.

ACCESSIBILITY

QTS Piscataway is created to provide the most accessible, convenient and enjoyable experience to QTS customers. In addition to an easy commute from the city center and short drive from the airport, this facility offers 200+ parking spaces and four loading docks with bays.

STAFF

QTS is well-staffed with caring, experienced employees. At QTS Piscataway, there is no such thing as an in-and-out customer. Every business we serve is treated as a priority, which is why QTS received an industry leading Net Promoter Score of 63.5 in 2015, well over the industry-average of 45. The people who work at QTS Piscataway reflect an attention to detail that QTS delivers in every aspect of business

An ideal home for your IT assets and applications, QTS Piscataway offers infrastructure-rich, purpose built space with the right mix of power, reliability and security. Our unique product portfolio and unmatched customer experience are at the heart of the QTS Piscataway Difference. Call 877.QTS.DATA or email info@qtsdatacenters.com today to learn more about how QTS Piscataway can redefine your data solutions.

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 1,000 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.