

2018 Channel Incentive Promotion

Digital Realty Announces Spring 2018 Channel Partner Performance Spiffs and 2018 Channel Partner of the Year Recognition Incentives

Launched in coordination with our participation in the 2018 Channel Partners Conference & Expo, Digital Realty announces our Spring 2018 Channel Partner Performance Spiffs. During this promotion, our Channel Partners can earn MRC spiffs and other incentives in addition to standard agent commission for selling new logo data center applications into any of our North American colocation facilities outlined below:

North American Availability

- 44100 Digital Loudon Pl. Ashburn, VA
- 56 Marietta St., Atlanta, GA
- 250 Williams St. NW, Atlanta, GA
- 17 N. Myers St., Charlotte, NC
- 350 E. Cermak Rd., Chicago, IL
- 600 S. Federal St., Chicago, IL
- 2323 Bryan St., Dallas, TX
- 8435 Stemmons Pkwy, Dallas, TX
- 600 W. 7th St., Los Angeles, CA
- 36 NE 2nd St, Miami, FL
- 300 Boulevard E, Weekhawken, NJ
- 100 Delawanna Ave. #1, Dlifton, NJ
- 2 Peekay Dr. Clifton, NJ
- 60 Hudson St., New York, NY
- 111 8th Ave., New York, NY
- 32 Ave. of the Americas, New York, NY
- 120 E. Van Buren St., Phoenix, AZ
- 3825 NW Aloclek Pl., Hillsboro, OR
- 1100 Space Park Dr., Santa Clara, CA
- 2820 Northwestern Pkwy., Santa Clara, CA
- 3433 S. 120th Pl., Tukwila, WA
- 200 Paul Ave., San Francisco, CA
- 365 Main St., San Francisco, CA

Spring 2018 Channel Partner Performance Spiff Promotion Detail

	Contract Length
One-time payment of 1X the MRC	24-35 months
One-time payment of 2X the MRC	36 months or longer

Spring 2018 Strategic Site Channel Bounty Promotion Detail

One-time incentive payment of \$1000 in addition to the applicable Channel Spiff for any new logo deal under 300 kw deployed into any of the seven Digital Realty strategic sites listed below:

- 7500 Metro Center Drive Austin, TX
- 128 1st Avenue Boston, MA
- 600 North Federal Chicago, IL
- 100 Delawanna Avenue Clifton, NJ
- 2440 Marsh Lane Dallas, TX
- 12031 North Freeway Houston, TX
- 2260 El Segundo Blvd Los Angeles, CA
- 300 Boulevard East Weekhawken, NJ

2018 Channel Partner of the Year Recognition Detail

This recognition will spotlight Digital Realty's top performing Channel Partner in 2018 for outstanding partnering and execution of Digital Realty solutions and services, and highlight excellence in customer acquisition and sales performance based on TCV in new logo acquisition over the course of the 2018 calendar year.

In addition, the 2018 Channel Partner of the Year will be invited to participate in the Digital Realty Sales Kick-Off event, location TBD, and will be recognized with an on-stage presentation slot and follow-up break-out sessions with our global sales and marketing team. Digital Realty will cover all transportation and lodging costs for the Channel Partner and guest.

Channel Partners Contact:
ChannelSales@digitalrealty.com

Contact your Channel Manager for a Data Center Tour!

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 financial services, cloud and information technology services, to manufacturing, energy, gaming, life sciences and consumer products.

www.digitalrealty.com



DIGITAL REALTY