

2019 Channel Incentive Promotion

Digital Realty Announces Annual 2019 Channel Partner Performance SPIFFs

Launched in coordination with our participation in the **2019 Channel Partners Conference & Expo**, Digital Realty announces our **Annual 2019 Channel Partner Performance SPIFFs**. During this promotion, our Channel Partners can earn MRC spiffs and other incentives in addition to standard channel 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
- 113 N. Myers St., Charlotte, NC
- 350 E. Cermak Rd., Chicago, IL
- 600 S. Federal St., Chicago, IL
- 2323 Bryan St., Dallas, TX
- 8435 N. Stemmons Pkwy, Dallas, TX
- 600 W. 7th St., Los Angeles, CA
- 36 NE 2nd St, Miami, FL
- 300 JFK Boulevard E., Weekhawken, NJ
- 100 Delawanna Ave., Clifton, 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 Alcock St., Hillsboro, OR
- 1100 Space Park Dr., Santa Clara, CA
- 2820 Northwestern Pkwy, Santa Clara, CA
- 200 Paul Ave., San Francisco, CA
- 365 Main St., San Francisco, CA

2019 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

2019 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 Dr., Austin, TX
- 2440 Marsh Ln., Dallas, TX
- 128 First Ave., Boston, MA
- 12031 North Freeway, Houston, TX
- 600 South Federal St., Chicago, IL
- 2260 E. El Segundo Blvd., Los Angeles, CA
- 100 Delawanna Ave., Clifton, NJ
- 300 JFK Boulevard E., Weekhawken, NJ



2019 New Agent First Sale Channel Bounty Promotional Detail

One-time incentive payment of \$1000 in addition to the applicable Channel SPIFF for the first, new logo deal closed with Digital Realty for any new direct agent or sub-agent in our program.

2019 Service Exchange Port Spiff

One-time \$500 Spiff for any Channel Partner registered and closed Service Exchange (SX) opportunity with a 3-year or greater term.

All Spiffs run through 2019 year end.

About

Digital Realty supports the data center, colocation and interconnection strategies of more than 2,300 firms across its secure, network-rich portfolio of data centers located throughout North America, Europe, Asia, Latin America 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.

Channel Partners Contact

P (877) 378 3282

E channelsales@digitalrealty.com

