



WestconGroup Enhances Cloud Portfolio With Addition of QTS Realty Trust

North American Distribution Agreement Brings Cisco Systems-Powered Infrastructure-as-a-Service (IaaS) Offerings to Solution Providers

Tarrytown, NY – March 19, 2015—WestconGroup, the leading value-added global distributor of security, unified communications, network infrastructure and data center solutions, today announced its Comstor business practice has expanded its Cisco-powered [cloud services](#) offerings through a new agreement with [QTS Realty Trust](#). The deal provides North American resellers with a wide selection of QTS cloud services, specifically Cisco Powered Infrastructure as a Service and [FedRAMP](#) compliant Cloud Services solutions.

The QTS suite of Cisco-powered cloud infrastructure as a service (IaaS) solutions are available to customers who seek increased budget flexibility and control while maximizing the benefits of cloud services. QTS Enterprise Cloud and QTS Federal Cloud, both built on best-of-breed platform technologies including Cisco, EMC and VMWare, were launched in early 2014, and the QTS Federal Cloud achieved FedRAMP compliance in December 2014.

“Comstor is aggressively expanding our Cisco-based cloud services portfolio in order to better serve our solution providers. The QTS suite of solutions are a great addition to that lineup because they meet the demand for flexible cloud services for both commercial and Federal government customers,” said [Geoff Fancher](#), SVP of Comstor in the US, WestconGroup. “As members of the Cisco InterCloud partner ecosystem, both Comstor and QTS are aligned in our efforts to provide solution providers with most powerful tools and cloud services on the market today.”

QTS' FedRAMP certification provides Federal customers with the flexibility, scalability and security needed to move to the cloud while meeting compliance standards, while Comstor's global network of solution providers specializing in Cisco networking, collaboration, security, cloud and data center solutions provide a powerful coverage model for customers of all sizes.

“This joint business opportunity is a win-win due to Comstor's network of Cisco resellers and desire to expand their service offerings,” said Frank Eagle, vice president of business development at QTS. “There is great synergy between the two companies with QTS' Cloud Services and our focus on the Federal Government vertical. We anticipate that we will quickly broaden beyond the Federal space to all industry verticals through our partnership and Comstor's established network of resellers.”

For more information on WestconGroup, please “Like” our [Facebook page](#) or track our [LinkedIn page](#).

About WestconGroup

WestconGroup, Inc. is a value added distributor of category-leading unified communications, network infrastructure, data center, and security solutions with a global network of specialty resellers. The company goes to market under the Comstor and Westcon brands.

WestconGroup's teams are located in 60+ countries around the globe, create unique programs and provide exceptional support to accelerate the business of its global partners. Strong relationships enable partners to receive support tailored to their needs. From global logistics and flexible customized financing solutions to pre-sales, technical and engineering assistance, the company works with partners to respond with agility and speed to changing market conditions so they can achieve the fastest time to revenue. WestconGroup's portfolio of market-leading vendors includes: Cisco, Avaya, Polycom, Check Point, F5, Palo Alto and Blue Coat, among others. For more information, please visit www.westcongroup.com.

About QTS

QTS Realty Trust, Inc. (NYSE: QTS) is a leading national provider of data center solutions and fully managed services and a leader in security and compliance. The company offers a complete, unique portfolio of core data center products, including custom data center (C1), colocation (C2) and cloud and managed services (C3), providing the flexibility, scale and security needed to support the rapidly evolving hybrid infrastructure demands of web and IT applications. With 12 data centers in eight states, QTS owns, operates and manages approximately 4.7 million square feet of secure, state-of-the-art data center infrastructure and supports more than 850 customers. QTS' Critical Facility Management (CFM) can provide increased efficiency and greater performance for third-party data center owners and operators. For more information about QTS, please visit www.qtsdatacenters.com, call toll-free 877.QTS.DATA or follow us on Twitter @DataCenters_QTS.

###

Media Contacts:

WestconGroup

Scott Campbell
CommCentric Solutions
+ 1 (631) 648-3645
scampbell@commcentric.com

QTS Realty Trust

Marlena Reed
communications 21 for QTS
+1 (404) 814-1330
mreed@c21pr.com