



Virtustream Appoints Chief Sales Officer in Response to Increasing Demand for Company's Enterprise Cloud Computing Solutions

Atlanta, GA—October 24, 2011—[Virtustream, Inc.](#), a leading cloud solutions provider, today announced that Jeff Miller has joined the Virtustream executive team as Chief Sales Officer with global responsibility for the company's sales operation.

Miller joins Virtustream from the SpringSource division of VMware, where as vice president of sales, Americas, he drove market-leading revenue growth for the division. Prior to this, Miller created and managed explosive growth at SpringSource up to its acquisition by VMware and through its transition to the vFabric Suite of products. He was instrumental in integrating SpringSource's open source solutions into VMware's vFabric cloud application development framework, a key part of one of the industry's leading platform as a service (PaaS) offerings.

Prior to SpringSource, Miller managed highly successful sales divisions for a variety of infrastructure leaders, such as Novell, desktop integration provider OpenSpan and JBoss. He has more than 15 years of expertise in IT infrastructure sales, a deep background in cloud solutions that appeal to both enterprise and webscale clients, and extensive experience developing channel partnerships for software solutions.

"We are very pleased to welcome Jeff to the Virtustream leadership team. Jeff is a cloud industry veteran with a deep understanding of modern application and infrastructure technologies along with having specific expertise in increasing sales at successful cloud software and services companies," said Rodney Rogers, chairman and CEO of Virtustream. "This experience will enable him to scale and lead our sales initiatives worldwide and develop partner channel strategies for our upcoming xStream SaaS release early next year."

Miller will lead a sales team that is witnessing a [significant uptick in interest](#) in Virtustream's approach to cloud computing deployments and [xStream](#), Virtustream's enterprise cloud platform. Virtustream provides a full range of cloud services to assess customer infrastructure requirements and make specific vendor and technology agnostic recommendations regarding cloud deployments. Virtustream xStream increases operational efficiency and ROI, delivering greater financial results through its patent-pending Infrastructure Unit (IU) architecture and is the first cloud platform in the industry to offer sub-virtual machine pricing.

About Virtustream

Virtustream (www.virtustream.com) is an innovative cloud provisioning firm committed to delivering next-generation infrastructure services to enterprise class customers. We leverage our secure high performance platform, xStream, to deliver highly available and elastic compute resources at true

consumption-based pricing. We lead our Cloud Platform Services with [Cloud Advisory Services](#), providing expertise in the areas of cloud adoption, migration and architecture strategies and infrastructure-related integration services. We provide ongoing support for our [Cloud Platform Services](#) through two groups: our [Cloud Cover](#) team provides a managed service, from core infrastructure through enterprise applications and the [Cloud Staging and Networks](#) group that provides colocation, security and network services. Virtustream owns and operates its own data centers in the U.S. and U.K., and has offices in Washington, D.C., New York, San Francisco, Atlanta, London, Dublin and the Channel Islands. Keep tabs on us with Twitter: www.twitter.com/rjrogers87 and www.twitter.com/Virtustream.

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