



Virtustream Opens Manhattan Office to Support Increasing Demand for xStream Cloud Platform Services

Bethesda, Md.—March 10, 2011—Virtustream, Inc., a leading provider of cloud services and next generation infrastructure solutions, today announced a new office in New York to support the development and delivery of Virtustream’s suite of Cloud Platform Services as well as regional sales.

Demand for IT infrastructure that is highly efficient and cost effective is growing, and companies, especially those in the financial services and retail industries, are putting more trust in the cloud. By expanding in New York, Virtustream can meet the needs of its rapidly growing customer base. Companies are selecting Cloud Services, delivered through Virtustream’s xStream cloud platform, to achieve the benefits of pooled resource efficiencies and elasticity without sacrificing security, availability and application performance. An enterprise-class cloud computing platform, xStream features a unique unit-based utility pricing model and provides guaranteed resources backed by industry-leading service level agreements.

Ed Franklin, Virtustream executive vice president, Global Cloud Platform Services, recently joined Virtustream and will lead the New York office. Prior to joining Virtustream, Franklin was vice president, Global Solutions for Verizon. Previously, Franklin created and led the IT Services organization of MCI Communications, a business unit that expanded globally under his direction. Franklin also held various senior-level sales roles at MCI and ITT Corporation.

“By expanding and adding a New York office, Virtustream is now able to best serve the needs of strategic customers in the Northeast while we continue to enhance our Cloud Services,” said Kevin Reid, co-founder and CEO of Virtustream. “The new office is a clear example of the growing interest we are seeing in Virtustream’s xStream cloud platform as a solution with the right combination of security, performance and business continuity required by enterprise clients.”

Virtustream will occupy the sixth floor at 267 5th Avenue in New York. To support Virtustream’s growth strategy, the company plans to expand, bringing on several delivery and solutions experts over the course of the next two years. For more information about employment opportunities, please contact careers@virtustream.com.

About Virtustream

[Virtustream \(www.virtustream.com\)](http://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. Our [Cloud Services](#) are led with [Professional Services](#) expertise in the areas of cloud adoption, migration and architecture strategies and infrastructure related integration services. We

provide ongoing support for our Cloud Services with an [Application Services](#) group that offers a managed service from core infrastructure through enterprise applications. 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. Follow us on Twitter: www.twitter.com/Virtustream360.

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