



Onboard Informatics Leverages Virtustream's xStream Enterprise Cloud to Host its Latest Web-Based Real Estate Listing Solutions

Company Gains Cost Advantages and Guaranteed, Elastic Compute Resources via an Enterprise Cloud Deployment

San Francisco, CA—November 29, 2011—[Virtustream, Inc.](#), a leading cloud solutions provider, today announced that [Onboard Informatics](#), a leading provider of trusted real estate information and technology solutions, will leverage Virtustream xStream to support the continuing evolution and growth of its content delivery systems.

Onboard Informatics delivers best of breed real estate content to support decisions by home buyers, sellers and real estate professionals through its comprehensive data solutions, powerful web tools and web services; including full scale IDX solutions, innovative lifestyle and neighborhood search tools, and the deepest and broadest sets of community, school, points of interest, geographic and demographic information.

Onboard Informatics will implement systems supporting content processing and development, delivery fulfillment and system monitoring to the cloud, and will leverage additional compute resources to deliver increased redundancy and excess capacity. Average transaction volumes per second are expected to quadruple by the second quarter of 2012.

“Increasing delivery capacity for Onboard’s products represents an additional investment in our processes and systems. We have brought to market the most robust [solution set](#) currently available across a wide spectrum of content, search and delivery capability. The xStream infrastructure allows us to rapidly augment our offerings with additional content, delivery methods and usage and search analytics. We anticipate a rapid spike in utilization as users come to understand the valuable, real-time information the xStream cloud platform can deliver,” said [Peter Goldey](#), chief information officer, Onboard Informatics. “Running the content systems supporting Onboard’s applications, data solutions and services on Virtustream’s xStream, we can increase the number of transactions per second while lowering unit costs by more efficiently allocating IT resources based directly on product demand. In turn, we can then deliver the products at more attractive price points or higher margin per unit. And unlike many other ‘cloud’ offerings, the Virtustream solution directly addressed our concerns around security, performance guarantee, and visibility. Our strong relationship with Virtustream and confidence in both the company’s technology and virtualization expertise made the company an obvious strategic partner.”

By leveraging xStream, Onboard Informatics expects better utilization of its IT resources and can quickly burst to meet increased demand. Virtustream delivers a unique consumption-based cloud pricing model

that aggregates requirements of workloads operating within the cloud and dynamically allocates resources to those with the greatest demand thereby optimizing the IT environment. In addition, xStream creates SLA-based resource pools normalized to containers of virtual compute, referred to as [Infrastructure Units](#), which will provide Onboard Informatics with compelling guarantees of CPU, memory, network and storage I/O resources.

Virtustream's flexible architecture also appealed to Onboard Informatics. xStream has the [flexibility and elasticity](#) to accommodate a wide range of enterprise IT environments and enables hybrid cloud deployments, critical as some Onboard Informatics' systems may warrant future deployment in a private cloud. xStream also supports multiple hypervisors and is the industry's first to offer a sub-virtual machine pricing model that is truly consumption-based.

"Onboard Informatics has long been an innovator in the real estate information delivery space, a position they've reinforced by embracing cloud computing to gain competitive business and technical advantages," said Rodney Rogers, chairman and chief executive officer, Virtustream. "Because xStream can scale, and thus price, customer IT requirements more efficiently than standard methods of cloud provisioning, Onboard Informatics will be running its solution in a more efficient and cost-effective cloud environment while eliminating capital expense and costs attributed to traditional hardware purchases for back-up and replication needs."

About Onboard Informatics

Since 2001, Onboard Informatics has provided comprehensive local, regional and national real estate data solutions, powerful Web tools and Web services to some of the most innovative companies in real estate, publishing, and technology. Onboard delivers seamless integration of lifestyle search, property listings, community, school, neighborhood, geographic and demographic information to support clients in achieving business objectives on Web and mobile platforms. Privately held since its founding, Onboard is located in the heart of the world's financial center in the Wall Street area of New York City. For more information about Onboard Informatics visit www.onboardinformatics.com.

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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