



Virtustream Demonstrates Business Continuity and Virtualization Proficiency at VMworld

Virtustream Participation in EMC Velocity² Partner Pavilion Highlights Ability to Deliver Best-of-Breed Infrastructure Services

SAN FRANCISCO—VMWORLD 2010 (Booth #1201)— August 30, 2010—Virtustream, Inc., a privately held infrastructure services firm, today outlined company activities at VMworld, the largest conference for virtualization technologies, which is taking place August 30 – September 2, 2010 at the Moscone Center in San Francisco. Virtustream will participate in the EMC Velocity² Partner Pavilion, where it will demonstrate how customers can benefit from joint EMC-Virtustream technologies to aid strategic customer initiatives such as business continuity for VMware environments.

Virtustream executive Matt Theurer, vice president, Professional Services, will deliver a presentation daily titled, “Business Continuity for a VMware Environment using EMC Replication Manager,” in the EMC Velocity² Partner Pavilion theater. Theurer will discuss the business continuity capabilities of Virtustream’s xStream platform, a hybrid enterprise cloud platform that manages capacity on-demand based on Infrastructure Units.

Brought to market this spring, xStream is available as a dedicated or multi-tenant platform, managed or unmanaged, on and off premise, and offers guaranteed compute resources and industry leading SLAs to meet clients’ need for high availability and disaster recovery. Virtustream’s relationship with EMC is an example of the company’s commitment to maintaining a vendor agnostic approach to cloud computing. By developing relationships with leading technology providers such as EMC, IBM, Intel and VMware, Virtustream’s xStream platform avoids one of the main obstacles of wide scale cloud computing adoption: vendor lock in.

“Companies considering a move to the cloud want to avoid being locked in with one vendor,” said Kevin Reid, chief executive officer at Virtustream. “Concerns about the portability of data between systems, and whether a provider will be around in five years, have made many IT professionals cautious about shifting to a cloud computing platform. Virtustream’s heterogeneous approach, built on nearly a decade of virtualization expertise, allows us to strategically leverage best-of-breed hardware and software for our xStream cloud platform.”

Virtustream was one of the first VMware professional services partners in North America and the 2008 VMware EMEA Partner of the Year. The company’s presence at VMworld this year follows several exciting announcements and accolades. In May, Virtustream closed its Series A round of equity financing with approximately \$40 million in total capital with investors including Intel Capital, Noro-Moseley Partners, TDFunds, Columbia Capital and Blue Lagoon Capital. This month Virtustream was included in the Inc. 5000 list of America’s fastest growing private companies. Virtustream was also recently named a

winner in the AlwaysOn 2010 East Top 100 and the OnDemand 2010 Top 100 Private Companies. CEO Kevin Reid was named a 2010 Minority Business Leader by the *Washington Business Journal* and Virtustream was a finalist in the Northern Virginia Technology Council Hot Ticket Awards for Hottest Venture Deal and Hottest Management Team. For a complete listing of honors and awards, please visit <http://www.virtustream.com>.

About Virtustream

Virtustream (www.virtustream.com) is an infrastructure services firm committed to helping clients actualize the enterprise cloud by providing strategy, integration and managed services leveraging virtualization technologies, and [xStream](#), our secure cloud platform. Virtustream delivers efficient infrastructure solutions, backed by guaranteed service levels and an industry leading resource-based pricing model, based on the company's three pillars of service excellence including [Professional Services](#), [Cloud Services](#) and [Managed Services](#). Through a self-service, automated foundation built on nine years of virtualization expertise, Virtustream delivers flexibility that allows clients to capitalize on the flux of today's dynamic business requirements. Headquartered in Washington, D.C., the privately held company also has offices in London, Dublin and the Channel Islands. Follow us on Twitter: www.twitter.com/Virtustream360.

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