



## **Virtustream Completes Series A Round of Venture Capital Funding Worth Approximately \$40 Million**

*Additional Funding from Intel Capital, Noro-Moseley and TDFunds Accelerates Company's Cloud Computing Strategy*

**Bethesda, Md.—May 3, 2010**—Virtustream, Inc., a privately held infrastructure services firm, today announced it has closed out a Series A round of equity financing with approximately \$40 million in total capital. Its latest funding comes from Intel Capital, Noro-Moseley Partners and TDFunds. This completes the Series A funding started by lead investors Columbia Capital and Blue Lagoon Capital announced in September 2009.

The funding will be used to support the continued development of Virtustream's infrastructure and the expansion of the xStream cloud computing platform. Introduced in March, xStream is the first hybrid enterprise cloud platform with guaranteed compute resources across aggregate client workloads whether hosted in the company's data center or installed on a customer's premise. Based on Virtustream's more than nine years of virtualization experience, the xStream platform increases operational efficiency and improves business continuity, typically delivering a 40-60 percent ROI without employee headcount reduction.

"Virtualization technologies play a crucial role in allowing businesses to fully leverage the enterprise cloud," said Bryan Wolf, Managing Director at Intel Capital. "With the unique approach and leading edge technology behind the xStream platform, Virtustream is well-positioned to meet the needs of enterprises looking to cut IT costs and improve reliability by offering flexibility, disaster recovery and security in one complete offering."

"Innovation and new technologies to drive more efficient business solutions are top of mind to any forward thinking CIO," said Don Whittington, CIO of Domino Foods, Inc., ASUG Director and Chairman of the Americas SAP User Group CIO Customer Council. "The xStream platform offers the ability to buy capacity units as opposed to virtual machines and to provide business continuity in a manner that would be cost prohibitive for most organizations to achieve on their own. These are just two of the compelling features that make this solution attractive, not only to CIOs, but to investors in this space."

"The xStream platform is based on numerous successful customer engagements where Virtustream has used its proven methodology to onboard, process and deploy virtualization and cloud environments," said Rodney Rogers, Executive Chairman of Virtustream and General Partner of Blue Lagoon Capital. "This additional funding will allow Virtustream to further its vision by investing in the technology powering the offering."

“Virtustream is on track with our plans for introducing new cloud computing offerings to market and expanding our data center footprint; we are very encouraged by the positive reception we are receiving from customers in the U.S. and the U.K.,” said Kevin Reid, Chief Executive Officer at Virtustream. “The funding we have received, recent company accolades and new customers we are acquiring are all validation for the hard work of our team to define cloud computing solutions that meet the varied needs of CIOs everywhere.”

### **About Virtustream**

Virtustream ([www.virtustream.com](http://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](http://www.twitter.com/Virtustream360).

### **About Intel Capital**

Intel Capital, Intel's global investment organization, makes equity investments in innovative technology start-ups and companies worldwide. Intel Capital invests in a broad range of companies offering hardware, software, and services targeting enterprise, home, mobility, health, consumer Internet, semiconductor manufacturing and cleantech. Since 1991, Intel Capital has invested more than US\$9.5 billion in over 1,050 companies in 47 countries. In that timeframe, 175 portfolio companies have gone public on various exchanges around the world and 241 were acquired or participated in a merger. In 2009, Intel Capital invested US\$327 million in 107 investments with approximately 50 percent of funds invested outside the U.S. and Canada. For more information on Intel Capital and its differentiated advantages, visit [www.intelcapital.com](http://www.intelcapital.com).

### **About Noro-Moseley Partners**

Noro-Moseley Partners brings financial resources, expertise, energy and business and academic connections to IT and healthcare entrepreneurs. Since its 1983 beginning, NMP has funded more than 160 companies in Georgia, North and South Carolina, Florida, Tennessee and Virginia. Headquartered in Atlanta, GA, NMP invests in Southeastern-based early and early-growth stage companies.

### **About TDFunds**

TDF is an \$80 million early stage venture capital fund focused on the Communications sector. TDF’s focus is driven by investment themes that share several qualities: large and important problems in communications, an ability to add value through management’s investing and operational experience, and the Fund’s location and relationships in Washington, DC. While TDF is stage agnostic, half of the Fund’s investments to date are in seed and pre-revenue companies.

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