



**Virtustream Announces xStream, the First Hybrid Enterprise Cloud Platform with Guaranteed Resources, Capacity On-Demand and Industry Leading SLAs**

*New Offering Enables Strategic Utilization of Internal and External Clouds Based on Unique Multi-Tiered Workload Infrastructure Units*

**Bethesda, Md.—March 16, 2010**—Virtustream, Inc., a privately held infrastructure services firm, today announced xStream, the first truly hybrid enterprise cloud platform that delivers cost and resource savings through flexible internal (private) and external (off-premise) cloud environments. [xStream](#) is available as a dedicated or multi-tenant platform, managed or unmanaged, on and off premise, and it has the flexibility and elasticity built-in to accommodate a wide range of enterprise IT environments at any stage of virtualization adoption.

Cloud computing services eliminate initial capital expenses for IT systems, as they provide virtual, elastic and externally managed resources for running enterprise applications. xStream removes many of the obstacles that have been holding up widescale cloud computing adoption, such as security and availability concerns.

xStream increases operational efficiency and ROI and offers greater financial flexibility through its consumption-based pricing. Clients purchase the amount of infrastructure resources they need as multi-tiered workload infrastructure units with integrated High Availability and Disaster Recovery. The hybrid cloud environments are managed through a single, centralized subscription-based deployment, and offer end-to-end service-level agreements for those deployments. xStream's self service personalized portal provides role-based access for administering, monitoring, controlling and reporting on the virtual private data center solution.

xStream's patent-pending "on-boarding" process leverages deep expertise in virtualization and cloud computing with proprietary data collection and analysis tools that profile the application workloads and translate them into cloud-based resource requirements to deliver an optimized and tailored resource model. In this way, Virtustream's cloud solutions are able to deliver a minimized total cost of ownership and a short-term return on investment based on decisions made at the onset of a project.

"Virtustream's unique on-boarding process began with a strategic assessment of both our internal IT resources and the firm's overall strategic goals. It was immediately apparent that the xStream hybrid cloud computing model could significantly improve operational efficiencies and dramatically reduce costs while mitigating the risks associated with the traditional cloud-based services," said Jason Petrucci, IT director at international business law firm Lawrence Graham LLP. "Making the decision to adopt cloud-based services cannot be taken lightly, but we're confident, after Virtustream's on-boarding process, that we will benefit greatly from our decision to adopt the xStream platform."

xStream is based on Virtustream's track record of nearly a decade of providing virtualization solutions, and it serves as the foundation for additional offerings including professional services and managed services.

"Cloud computing, as with other platforms for an organization's work, produces the highest levels of success when based upon a clear understanding of that organization's strategic requirements, their enterprise IT architecture and a robust understanding of the technology and best practices of both cloud computing and virtualization," said Dan Kusnetzky, vice president, Research Operations, of The 451 Group. "This level of planning and experience is really needed if the organization hopes to be able to realize the full promise of both virtualization and cloud computing."

"Companies investigating cloud computing should partner with a vendor that has built its own platform from the ground up, has demonstrated and referencable expertise in virtualization and the talent to manage deployments well into the future," said Kevin Reid, chief executive officer at Virtustream. "Through Virtustream's three pillars of service excellence—Professional Services, Cloud Services and Managed Services—xStream is bookended by deeply experienced transformation services and the operating skills to sustain it."

Virtustream's xStream platform offers a number of additional differentiating features that deliver benefits and efficiencies to enterprise IT, including:

- Better resource utilization due to aggregate workload focus
- Award winning transformation and on-boarding toolkit
- Vendor agnostic approach to leverage best-of-breed hardware and software

## **Pricing and Availability**

xStream is available immediately and is priced on a subscription basis by contacting Virtustream. For more information on the xStream platform visit [http://virtustream.com/content/xstream\\_platform.html](http://virtustream.com/content/xstream_platform.html).

### **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.

###

### **Company Contacts:**

Sally A. Egan  
Virtustream, Inc.  
(267) 613.8218  
[sally.egan@virtustream.com](mailto:sally.egan@virtustream.com)

Mercedes Fereck  
Schwartz Communications  
(781) 684.0770  
[virtustream@schwartz-pr.com](mailto:virtustream@schwartz-pr.com)