



A Case in Points



Crossfield Discovery (CFD) is a leading provider of legal e-discovery services. CFD is based in the Washington DC area and provides services to law firms throughout the United States. CFD provides a number of services to its clients including e-Discovery Document Processing (Unstructured ESI), e-Discovery of Structured ESI (Enterprise Applications Databases), e-Discovery Review/Production Database Hosting and e-Discovery Consulting. These services need to be available 24x7 in a secure manner.

Challenge:

- Provide a small data center footprint and reduced power spending
- Reduce required physical servers and workstations to support business needs
- Provide business continuity
- Provide highly available (99%+), high performance services
- Provide remote desktop services

Solution:

- Complete hosted virtualised data center based on Virtustream Infrastructure as a Service to shrink Windows server and workstation footprint

Results:

- Complete elimination of physical servers and workstations supporting end client needs
- 24x7 access to infrastructure in a secure data centre facility
- Completely virtualized server infrastructure
- Complete Virtual Desktop infrastructure, including remote printing, accessible 24x7 from anywhere
- No server or workstation hardware purchased to service end clients
- Elimination of end-user servicing hardware in CFD's offices
- Vendor agnostic from desktop to data center

Transforming your IT environment to maximize the benefits of virtualization and cloud computing.

IT Virtualization has made cloud computing a reality. Representing a revolutionary paradigm shift in how infrastructure and computing power are delivered, virtualization involves much more than the replacement of physical IT assets with a virtual environment; it involves the transformation of business processes as well as the IT environment to maximize the measurable benefits and sustainable efficiencies that virtualization can bring - operational, cost-base, management and environmental efficiencies.

Virtustream is a recognised industry leader in virtualization and transformation knowledge. We offer a suite of transformation solutions ranging from initial adoption strategy to virtualization transformation and optimization programs to ensure that you are able to maximize and maintain the benefits from your virtualization investments. Our mission is to partner with you to Actualize the Enterprise Cloud.

We leverage our capability in Professional Services to deliver xStream, the most efficient cloud platform available today with industry leading service level agreements. We provide the tools and work with you to align your operational procedures with your new solutions framework to achieve optimal business results. The xStream Advisor is our proprietary data collection and analysis tool through which we can profile a client's application workloads and translate the results into cloud based resource requirements. This ensures an optimized and

tailored resource model. The comprehensive report generated by the xStream Advisor provides value to our clients regardless of whether they are electing to build a private virtualized cloud environment or if they are comparing the ROI of their environment against the xStream on or off premise solution. Being ISO 9001 and 27001 accredited, we are a highly transparent and compliant organization adhering to international standards in operations, security and processes.

Virtualization is about much more than consolidation; by addressing an organization's information needs and systems from a holistic perspective, virtualization represents a fundamental - and transformational - change in the way that mission critical information systems are delivered. As a result of partnering with Virtustream to maximize the benefits that virtualization can produce, our clients are consistently recognised by their peers as industry leaders in the intelligent applications of information technology.

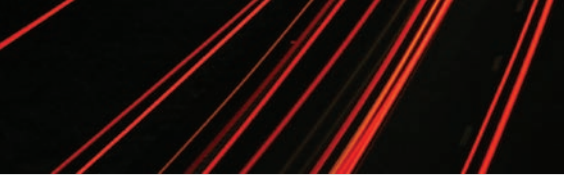
Virtustream's suite of Professional Services include:

- IT Strategic Planning
- Solution Design & Architecture
- Transformation Services
- Compliance and Governance
- Integration and Implementation
- Operational Readiness

Virtualization dramatically improves the efficiency and availability of resources and applications within an organization - typically reducing costs by 40-50%.

www.virtustream.com





ABOUT VIRTUSTREAM

Virtustream 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.



Professional Services solutions designed to provide strategic planning, implementation, migration and support of the entire Virtualization stack.

IT Strategic Planning

Virtustream identifies client requirements and aligns them with best-of-breed virtualization strategies based on our 9-years of global, cross industry experience. We quantify alternatives with their ROI potential and identify appropriate service level agreements to create an IT roadmap that addresses current-state needs as well as the future-state operating environment and opportunities. We function as our clients "trusted advisor", providing our clients with short, medium, and long term strategic IT frameworks that align our client's goals with leading technologies. Virtustream's xStream Advisor product, our patent-pending tool, developed in house with our own IP, allows us to quickly and securely gather the critical technical and business data required to develop a comprehensive strategy to address our client's requirements.

Solution Design & Architecture

Virtustream helps clients Actualize the Enterprise Cloud. Our highly skilled consultants and architects, guided by the strategic IT framework we have created with the client, design an agile solution architecture that translates that vision into an actionable game plan tailored to the client's resources and requirements. We design architectures that span a client's entire IT needs, from simple server consolidation efforts to complex virtual desktop infrastructures spanning the globe, integrating those designs with existing legacy applications and systems.

Transformation Services

Virtustream's architects, consultants and engineers, have the years of experience required to successfully implement our client's IT strategies and framework. Clients can draw on

our deep experience developing and delivering transformation services and our patent-pending on-boarding process and toolset to more quickly and economically realize the benefits of moving to the xStream Platform. The xStream Platform, developed in-house with our own IP, is one of the most efficient and secure cloud provisioning platforms available today.

Compliance & Governance

Corporate compliance and governance are pressing issues that transcend geographic, governmental and industry boundaries. To help your company address those issues, Virtustream works with you to ensure that your overall IT strategy addresses all applicable professional, jurisdictional and international standards for compliance and governance.

Integration & Implementation

Strategy and solution design and architecture do not exist in a vacuum. They must be implemented and integrated with legacy infrastructure and applications. Our strategies, architectures, and transformational services span all layers of technology. The result is a comprehensive solution that leverages both old and new assets to create a seamless, best-of-breed IT infrastructure.

Operational Readiness

Virtustream's suite of Operational Readiness services help clients improve their internal investment and improve responsiveness and the alignment of IT and IT processes with their business needs, enabling our clients to refocus capital resources on core competencies such as developing new offerings and growing market share. Our Operational Readiness service allows our clients to re-focus their IT strategies as technology evolves.

For more information on Virtustream and Virtustream's xStream platform, please contact info@virtustream.com