



Virtustream Appoints Andy Rigby as General Manager EMEA

Key Addition to Management Team Illustrates Company Commitment to Global Growth

London – 18th May 2010 – [Virtustream](#), Inc., a privately held infrastructure services firm, announced the appointment of Andy Rigby as general manager, EMEA. Charged with executing Virtustream’s growth strategy throughout Europe and into other regions, Rigby brings more than 26 years experience in information technology and the skills to oversee operations in the company’s international offices.

Virtustream helps its clients actualise the enterprise cloud by delivering professional and managed services as well as unique cloud computing solutions backed by world-class service level agreements. Companies of all sizes across various industries can benefit from cloud computing services. Rigby’s in-depth understanding of organisations’ IT objectives and best practices for achieving return on IT investments is an asset as Virtustream expands in client base.

“We are delighted to have an executive of Andy’s calibre and experience on board and believe that this announcement reinforces our commitment to clients globally,” said Kevin Reid, CEO at Virtustream “As the benefits of virtualisation and cloud computing become widely known, it is essential that we communicate our competitive advantages and provide clients with the solutions they need. Andy will not only be integral to fostering organic growth and increasing client satisfaction, he will also be advising new clients on how they can benefit from virtualisation and cloud solutions.

Rigby joined Virtustream from IBM, where he held several executive sales leadership roles focusing on resolving complex business and IT related issues for clients in various vertical industries such as retail, pharmaceuticals and finance. As business director for Northern Europe at IBM System I (now Power Systems) he led the successful transformation of the business whilst maintaining a strong profitable revenue growth and client satisfaction.

Rigby went on to lead the London territory within IBM’s General Business overseeing several successful business transformation projects for clients. During this time, business grew significantly (double digit revenue growth for four consecutive years). Rigby also led IBM’s successful recruitment drive to find new business partners.

Rigby’s appointment follows the launch of Virtustream’s xStream Platform, the first truly hybrid enterprise cloud platform, available as a dedicated or multi-tenant platform, managed or unmanaged, on and off premise. xStream has the flexibility and elasticity built-in to accommodate a wide range of enterprise IT environments at any stage of virtualisation adoption. With interest in xStream already very strong among EMEA customers, Rigby will oversee xStream’s patent-pending “on-boarding” process and help ensure a smooth transition for clients into the cloud.

“With the launch of xStream, Virtustream has a significant opportunity to make a real impact in EMEA. Our clients now have the flexibility to deploy a custom cloud solution best suited to the needs of their own enterprise.” said Rigby. “It’s a great time to join such an ambitious company and I’m looking forward to helping take Virtustream to the next level.”

Rigby will be moderating Virtustream’s EMEA Peer-to-Peer session on May 25th in London. The event is designed to arm companies with vital information on cloud computing and virtualisation. The session is geared toward audiences of all levels within an organisation - from a very high level overview on what the cloud really is to deeper dives into more technical aspects of computing in a cloud environment. For more information visit <http://www.virtustream.com/content/p2pseries.html>.

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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