



## Virtustream Continues to Advance Its Global Growth Strategy

*Enterprise Cloud Computing Pioneer Expands European Presence with New London Office*

**London—2 November 2011—**[Virtustream, Inc.](#), a leading cloud solutions provider, today announced the opening of its new office in London – headquarters for the company’s U.K. operations. The new workspace, located in London’s financial district, accommodates the high demand for enterprise-class cloud services that Virtustream has seen in their dealings with some of Europe’s leading companies.

With London at the heart of digital commerce and business innovation throughout the UK and into Europe, Virtustream’s new office and expanded team will support the growth arising from the increasing interest in [cloud solutions and services](#) as a vehicle for business and technology transformation. Virtustream’s London office provides a European hub for Virtustream’s [Cloud Advisory Services](#) unit, which offers cloud analysis, hosting and migration strategies with practical virtualization services for enterprise IT landscapes.

“Virtustream is committed to helping clients transform their business use and performance of IT environments through virtualization and cloud computing, offering our [xStream](#) cloud platform, experience-backed cloud advisory services, and a footprint of secure global data centers to serve clients in any stage of the migration process,” said Karl Deacon, managing director, EMEA, Virtustream. “Our clients each have unique needs, so we work with each individual client to form a solid business case and migration plan that aligns with their core business objectives.”

Virtustream has seen significant customer momentum in the United Kingdom, winning cloud-based business with several notable clients in the past six months, including:

- **[British Transport Police](#)**: The country’s national railway police force worked with Virtustream to migrate from a physical IT environment to a virtual private cloud in order to boost disaster recovery in advance of the 2012 Olympics
- **[Martineau](#)**: A leading London-based law firm leveraged Advisor, Virtustream’s infrastructure modeling and analysis toolset, to map a cloud migration strategy and deploy on Virtustream’s enterprise cloud platform, xStream

Virtustream’s London office occupies unique space in the city’s historic “Square Mile” at 78-79 Leadenhall Street. Virtustream also currently owns and operates secure ISO27001-certified data centers in the U.K., to meet client hosting and data center utilization needs, supported by Virtustream’s [Cloud Staging and Network Services](#) unit.

As part of its global growth strategy, Virtustream recently opened [three new offices in the United States](#) and earlier this month announced a [partnership with XYBASE](#) to drive cloud computing adoption in Southeast Asia, including Malaysia, Indonesia and Thailand. For information about employment opportunities, please contact [careers@virtustream.com](mailto:careers@virtustream.com).

#### **About Virtustream**

Virtustream ([www.virtustream.com](http://www.virtustream.com)) is an innovative cloud provisioning firm committed to delivering next-generation infrastructure services to enterprise class customers. We leverage our secure high performance platform, xStream, to deliver highly available and elastic compute resources at true consumption-based pricing. We lead our Cloud Platform Services with [Cloud Advisory Services](#), providing expertise in the areas of cloud adoption, migration and architecture strategies and infrastructure-related integration services. We provide ongoing support for our [Cloud Platform Services](#) through two groups: our [Cloud Cover](#) team provides a managed service, from core infrastructure through enterprise applications and the [Cloud Staging and Networks](#) group that provides colocation, security and network services. Virtustream owns and operates its own data centers in the U.S. and U.K., and has offices in Washington, D.C., New York, San Francisco, Atlanta, London, Dublin and the Channel Islands. Keep tabs on us with Twitter: [www.twitter.com/rjrogers87](http://www.twitter.com/rjrogers87) and [www.twitter.com/Virtustream](http://www.twitter.com/Virtustream).

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