

Martineau Chooses Virtustream's xStream For Enterprise Cloud Computing

U.K. Law Firm Deploys Virtustream Advisor to Map Business Objectives to Infrastructure Requirements

London—11 August 2011— [Virtustream, Inc.](#), a leading provider of cloud services and next-generation infrastructure solutions, today announced that Martineau, a leading independent law firm with offices in London and Birmingham, will migrate its IT infrastructure, including all production servers, from a physical environment to Virtustream's xStream enterprise cloud platform.

To improve business continuity and ensure security and availability of its data, Martineau evaluated its existing IT environment and considered the advantages of moving data off-premise to a multi-tenanted private cloud. After consulting with several vendors, including IT storage specialists, Martineau commissioned Virtustream's [Cloud Advisory Services](#) group to deploy Advisor, Virtustream's infrastructure modelling and analysis toolset. The Virtustream Advisor analysis mapped infrastructure requirements to Martineau's business objectives, which included reducing technology-related total cost of ownership and capital expenditures, and improving IT resource planning, resilience and efficiency.

Virtustream Advisor also projected [environmental](#) and cost savings that could be achieved through a cloud deployment. By transitioning from a physical environment to a cloud environment, Martineau is expected to reduce carbon output by 68 percent and yield cost savings by leveraging cloud resources proportional to infrastructure needs.

"Data security is of utmost importance, as is accessibility and ensuring that appropriate Martineau employees have access to that data when it is needed," said Dean Hill-Jowett, IT director, Martineau. "The Virtustream Advisor analysis provided visibility into our existing IT environment, outlined cloud-based compute requirements and delivered strategic and tactical recommendations to support our transition to the cloud. We expect migration to xStream to deliver the security and flexibility we need while offering significant savings."

Currently, Martineau is in the process of migrating its infrastructure onto Virtustream's xStream enterprise cloud platform.

"Cloud computing has proven to deliver tangible benefits for organisations, but migrating to the cloud is a major undertaking, one that is often approached cautiously as executives need to be assured of security and reliability of a cloud platform," said Julian Lloyd, vice president, Cloud Strategy Services, Virtustream. "Virtustream was able to provide insight into potential cost savings and operational efficiencies, enabling the IT team to present a strong business case for this transition to a cloud-based solution."

About Virtustream

Virtustream (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 and www.twitter.com/Virtustream360.

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