



Teliris Deploys Hybrid Cloud Environment using Virtustream xStream

Leading Telepresence Company Expects Significant Cost Savings along with Improved Performance, Disaster Recovery and Scalability via the Cloud

San Francisco—September 29, 2011—[Virtustream, Inc.](#), a leading Cloud Solution Provider, today announced that [Teliris](#), the telepresence innovation leader, has selected Virtustream as its cloud platform provider and will deploy its IT infrastructure within a hybrid cloud environment. Through xStream, Virtustream's enterprise cloud platform, Teliris addresses several strategic initiatives, including improving performance, disaster recovery and scalability of its infrastructure and applications, while more cost-effectively managing its IT environment.

[xStream](#) features the flexibility and elasticity to accommodate a wide range of enterprise IT environments. To ensure continuous uptime and improved redundancy, Teliris will deploy IT infrastructure and mission-critical applications, including its proprietary database applications, an Exchange messaging infrastructure and additional back office and support systems onto xStream. Seamless with the xStream deployment will be Teliris' customer portal and physical, redundant database architecture within Virtustream's data center.

"When considering a large-scale technology overhaul, we understood that we weren't just selecting a technology and services vendor, we were choosing a partner that could successfully accommodate our heavy compute needs and could guide the company through a cloud migration," said Jim Kaufold, Executive Vice President of Operations, Teliris. "We found that partner in Virtustream. Deploying a hybrid environment through xStream enabled us to leverage the cloud to improve performance, while providing agility and elasticity to meet unpredictable future demands."

Purpose-built from the ground up based on Virtustream's years of virtualization and managed service experience, xStream is the first multi-tenant enterprise cloud platform capable of supporting complex, back-office enterprise applications. Teliris enlisted Virtustream to design a cloud solution to provide a highly available and elastic environment to support their customer facing scheduling portal. Virtustream specializes in virtualized application infrastructure management and will provide remote IT support for all Teliris applications.

Virtustream xStream increases operational efficiency and ROI, delivering greater financial results through its patent-pending Infrastructure Unit (IU) architecture and consumption-based pricing. xStream leverages its IU-based provisioning engine, proprietary resource pooling techniques and supporting multi-tenant software to control, and thus guarantee, client workload IOPS. Teliris compared costs of deploying and managing new applications internally on physical hardware with a cloud deployment. The company projected significant costs savings associated with reduced licensing fees, hardware and managed service costs.

"We are looking forward to working with Teliris, a leader in the video collaboration industry, to deliver a cloud solution designed to support their growing business," said Sean Jennings, Vice President, Solution Architecture, Virtustream. "The executives and IT professionals at Teliris

truly understand the value that cloud computing can deliver, in terms of improved performance, scalability, disaster recovery and ROI.”

About Teliris Telepresence

Teliris develops and implements the world’s most innovative fully managed telepresence and collaboration solutions, realistically replicating the human dynamics of an in-person meeting experience. Through its dynamic core platform and unique intellectual property, Teliris has radically simplified the acquisition, deployment and operating costs of telepresence, breaking new ground in adoption and reach of the technology. Teliris is headquartered in New York and London and has deployments across the globe, offering with end-to-end integration, market-leading 99%+ availability guarantee and interoperability with all telepresence, traditional videoconferencing and unified communications solutions. For more information, visit www.teliris.com or email info@teliris.com.

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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Virtustream Contacts:

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

Mercedes Carrasco
Schwartz MSL
(781) 684.0770
virtustream@schwartzmsl.com