



Virtustream Advisor 2.0 Considers Multiple Hypervisors and Cloud Platforms When Providing Cloud Deployment Recommendations

New Service, Now Available to Virtustream Partners, Evaluates Real Resource and Performance Data to Access and Rationalize Ideal Cloud Solution

San Francisco — October 4, 2011 – [Virtustream, Inc.](#), a leading Cloud Solution Provider, today introduced Virtustream Advisor 2.0, a resource analytics and analysis engine that collects current, actual performance data on a client’s compute landscape and recommends a company’s ideal cloud computing environment. In addition to performance enhancements that deliver enterprise-class capacity and availability to support Virtustream [Advisor 2.0](#) deployments, Virtustream also announced that its partners – global systems integrators, enterprise ISVs and value-added resellers – can now use Virtustream Advisor 2.0 to evaluate their clients’ needs.

Virtustream Advisor uses an agent-less collector within a company’s system for 15-60 days (depending on the customer’s business cycle) to evaluate the usage, availability and demand of current computing resources. It then uses proprietary algorithms and analysis frameworks to estimate the potential impact of virtualized or cloud environments on the cost of operations, the agility of the business and the quality of service provided by the systems. Virtustream’s [Cloud Advisory Services](#) group, and now Virtustream partners, will use Virtustream Advisor 2.0 to recommend an optimized architecture for on-premise, off-premise or hybrid cloud environments, in addition to providing a clear and actionable roadmap for transitioning to a more efficient virtual infrastructure or cloud architecture.

“Leveraging years of expertise in virtualization technologies and cloud services, as well as analytical frameworks tested on the front lines of hundreds of virtualization and cloud deployments, we architected Virtustream Advisor 2.0 to reduce dramatically the effort necessary to produce a comprehensive picture of the client’s computing landscape and evaluate the most efficient and cost-effective IT usage,” said Michael Hoch, vice president, Cloud Advisory Services, Virtustream.

“Virtustream Advisor provides our partners with the same tools we use to build a solid business case and migration plan that aligns with a company’s core business objectives, timeframe and budgets.”

Truly Agnostic Analysis and Recommendations

Virtustream Advisor analyzes various virtualization technologies – including ESX, Xen, KVM, Hyper-V and containers – to provide a comparative analysis of the efficiencies gained by each and their applicability to each client’s unique environment. Virtustream Advisor’s analysis is also agnostic in its evaluation of third-party cloud services providers and can include all of the major public and third-party cloud services. Using Virtustream Advisor, enterprises can evaluate any number of public, private and enterprise cloud service options, including their projected costs, SLAs and operational efficiencies.

Virtustream Advisor reports current performance metrics and fully detailed Return on Investment (ROI) and Total Cost of Ownership (TCO) projections that illustrate clear cost, value and risk trade-offs of applicable virtualization technologies and cloud computing solutions.

Pricing and Availability

Virtustream Advisor 2.0 will be available in October 2011 and is priced based on the number of systems and compute locations under analysis. SIs, ISVs and VARs interested in deploying Virtustream Advisor 2.0 for their clients should visit [Virtustream's partner page](#) for more information or to become a Virtustream partner.

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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