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Virtustream Announces Strategic Partnership with Jersey Telecom

High Power Density Data Center Facilities will Host Secure Virtualization Platform

CHANNEL ISLANDS--(BUSINESS WIRE)—September 25, 2009 -- Virtustream, Inc. a privately held infrastructure services firm, today announced a strategic partnership with Jersey Telecom, the Channel Islands leading communications solutions network and hosting provider. The announcement comes as a result of communications released at the company's fifth annual user group seminar last week in Jersey.

Virtustream is an infrastructure services firm committed to helping clients actualize the enterprise cloud by providing strategy, integration and managed services leveraging deep virtualization experience, and its own secure platform. The relationship is part of Virtustream's data center strategy and will augment the continued acceleration of the company's platform development.

"We're delighted to align with Virtustream and eagerly anticipate leveraging their deep virtualization expertise for enterprise cloud computing," said James Hampson, Head of Channel Island Business for Jersey Telecom. "The partnership comes at fortuitous time with our recent acquisition of Newtel Solution's data centers in Guernsey. Virtustream's experience offering infrastructure as a service will naturally complement and enhance our existing hosting offerings," added Hampson.

The Infrastructure as a Service offering leverages eight years of virtualization expertise and will include guaranteed resources backed by an industry leading service level agreement, and a unique two tiered pricing model delivered on a highly efficient global platform.

"This is an ideal opportunity for Virtustream to collaborate with Jersey Telecom to provide highly efficient services that significantly lower total cost of infrastructure ownership for companies located in the Channel Islands," said Jersey-based Julian Box, Chief Technology Officer of Virtustream. "Through the partnership we will offer local clients a rare combination of managed infrastructure services plus flexible, comprehensive contract structures leveraging Jersey Telecom's data center facilities in both Jersey and Guernsey."

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The outsourcing solutions that will be offered through the local data centers have been built to provide clients with a secure space to host business critical servers and include:

- Private or Public Cloud Computing
- Enterprise Cloud Data Storage
- Disaster Recovery
- Business Continuity
- High Density Collocation
- Network Management
- Virtual Desktop Solutions

Jersey Telecom data centers are secure, environmentally controlled and protected facilities, with the diverse and resilient connectivity needed to run services from an offshore location. Clients will benefit from hosting in the Jersey Telecom data centers, including:

- 24 x 7 building surveillance and access monitoring
- Europlex 3GS combined intruder and access control system
- Digitally recorded CCTV system
- 24 x 7 network and equipment monitoring through Network Control Centre
- UPS and generator backup support for the entire facility
- Resilient air conditioning and cooling systems
- VESDA early warning fire detection
- Heat and moisture sensors
- FM 200 Gas drenching system for fire suppression
- On-site voice & data engineering/consultancy

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About Virtustream, Inc.

Virtustream, Inc. (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 our secure platform. Virtustream delivers efficient infrastructure solutions, backed by guaranteed service levels and an industry leading resource-based pricing model, based on the company's four pillars of managed service excellence including Virtualization Solutions, Infrastructure as a Service, Application Management, and Outsourcing. Through a self-service, automated foundation built on eight 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.

About Jersey Telecom, Inc.

Jersey Telecom is committed to providing customers with access to reliable telecommunications solutions and we're currently preparing to upgrade the fixed line network we provide to the island - to a Next Generation Network (NGN).

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