

Virtustream Partners with VMware to Run SAP Applications on the xStream Enterprise Cloud Platform to Achieve Greater Performance and Lower Operational Costs for SAP Customers

Pilot Program Allows Qualified SAP Customers to “Test Drive the Cloud” for 90 days at No Cost

Bethesda, MD – May 18, 2011 – [Virtustream, Inc.](#), a leading provider of cloud services and next-generation infrastructure solutions, today announced a partnership with VMware to demonstrate the viability and efficiency of running complex SAP applications in a secure, multi-tenanted enterprise cloud environment. Through a new program offered by Virtustream, qualified SAP customers can test drive running their SAP applications on Virtustream’s enterprise cloud platform, xStream, with resources optimized by VMware vSphere®. Virtustream is accepting applications to the pilot program, for which Virtustream is offering a complementary 90-day trial of Virtustream’s xStream cloud infrastructure at no charge.

“Customers that have experienced the benefits of secure enterprise hybrid cloud deployments increasingly demand cloud offerings that can also support business-critical workloads in the cloud, including SAP applications,” said Dan Chu, vice president, cloud infrastructure and services, VMware. “Through our partnership with Virtustream, we are able to demonstrate to clients who are considering deploying their production SAP solutions into the cloud that we can provide a solution that can yield better performance and more cost-effective application management.”

Virtustream client Domino Sugar (American Sugar Holdings, Inc. and its affiliates), realized such improvements when the company moved its entire infrastructure, including a multi-thousand seat SAP production environment, to the xStream platform. Leveraging over a decade of experience virtualizing infrastructures and deep expertise in managing critical SAP workloads, xStream was built to accommodate the IT requirements necessary to support mission-critical applications such as these in the cloud. Since deployment, Domino noted that its SAP systems now operate up to twice as fast and predicts a 40 percent reduction in total cost of ownership. In addition, the added flexibility has greatly improved critical functions such as refreshing, cloning, archiving and disaster recovery.

“Our partnership with VMware and the use of its technology within xStream ensures that our platform delivers the levels of service and performance our clients have come to expect,” said Kevin Reid, CEO, Virtustream. “The goal of this pilot program is to expose SAP customers to the agility and elasticity of an SAP cloud solution, the security associated with the enterprise cloud and the performance capability that the xStream platform guarantees with industry leading SLAs.”

In addition to managing Domino Sugar’s cloud-based SAP production environment, Virtustream was also named the seventh [SAP-certified provider of cloud services](#) and is a member of SAP’s virtualization and cloud technology advisory board.

“Test Drive the Cloud” Pilot Program Qualification: SAP users, including New Dimension and Business Objects module users, interested in the pilot program are invited to visit VMware booth #2116 at SAPPHIRE/ASUG NOW in Orlando May 15-18. Virtustream and VMware solution architects will be available to discuss participation and additional details. The companies will also debut the pilot program throughout the conference in the VMware Theater and will present a case study on Domino Sugar’s cloud deployment on the exhibition floor in the SAPPHIRE Partner Track Session on Wednesday, May 18 at 12:30 p.m.

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/Virtustream360.

###

VMware and VMware vSphere are registered trademarks and/or trademarks of VMware, Inc. in the United States and/or other jurisdictions. The use of the word “partner” or “partnership” does not imply a legal partnership relationship between VMware and any other company.

Company Contacts:

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

Mercedes Carrasco
Schwartz Communications
(781) 684.0770
virtustream@schwartzcomm.com