



Virtustream Partners with Solutions Integrator XYBASE to Meet Cloud Computing Demand in Asia Pacific

XYBASE Selects Virtustream Advisor, a Vendor Agnostic Cloud Mapping Solution, to Guide Clients along Cloud Migration Process

Kuala Lumpur, Malaysia and San Francisco, CA—October 13, 2011—[Virtustream, Inc.](#), a leading cloud solutions provider, today announced that it has partnered with XYBASE, the leading services provider, IPR developer and systems integrator in Malaysia, to drive cloud computing adoption in Southeast Asia, including Malaysia, Indonesia and Thailand. Through the partnership, XYBASE can meet customer demand for cloud computing services and more efficiently manage cloud migrations by leveraging Virtustream’s [Cloud Advisory Services](#) and Virtustream Advisor to provide an actionable roadmap for transitioning to a virtual infrastructure or cloud architecture.

Earlier this month, Virtustream [announced](#) that its systems integrator, enterprise ISV and value-added reseller partners can now run Virtustream’s [Advisor](#) for their own customers. Using the Virtustream Advisor to install software within a customer’s environment, XYBASE can provide a fact-based analysis of a company’s current IT environment and detailed recommendations for architecture to support an on-premise, off-premise or hybrid cloud deployment that will align IT to strategic business initiatives.

“Our clients look to the cloud to achieve operational efficiencies and bolster competitive advantage in Asia Pacific markets; they rely on us to provide strategic guidance to ensure that their IT deployments are successful and yield a strong ROI,” said Suhaimie Abu Hassan, president of XYBASE. “By partnering with Virtustream’s world-class Cloud Advisory Services group and utilizing Virtustream Advisor, XYBASE can leverage this unique technology to enable our customers to build a compelling business case for a cloud deployment, project tangible ROI and cost savings and produce a rational guide to the migration process.”

Virtustream Advisor provides an objective evaluation of a company’s environment, including recommendations on the most appropriate cloud platform, hypervisor and hardware for a given enterprise application or set of IT resources. The vendor-agnostic analysis is important to XYBASE as virtualization users in Southeast Asia generally have several different hypervisors and third party applications deployed.

“XYBASE customers benefit from the agnostic guidance provided by Advisor as well as the extensive expertise with back-office applications from our Cloud Advisory Services group,” said Rodney Rogers, chairman and chief executive officer, Virtustream. “For our team, the partnership with XYBASE is a

cornerstone to our global expansion strategy and a critical first step to making the xStream enterprise cloud platform available to countries in the Asia Pacific region.”

Over the past 12 months, Virtustream has aligned with several leading [technology providers and channel partners](#) to further strengthen its expertise and market reach. The company announced partnerships with [Softengine](#), an SAP solutions provider, and with VMware to drive SAP cloud adoption. Virtustream is a member of SAP’s [virtualization and cloud technology advisory board](#) and one of the founders of the Open Data Center Alliance, an independent IT consortium that have come together to provide a unified vision for long-term data center requirements.

About XYBASE

XYBASE is a systems integrator, IPR developer and solutions provider that has projects in Malaysia and other Asia Pacific countries, Europe and the USA. As a global company, XYBASE offers a range of products and services from airport solutions and middleware to system development and implementation services.

Since its founding in 1992, XYBASE has implemented numerous IT projects locally for a wide range of industries including the government with its e-Government system and are internationally recognized for its airport IT expertise. XYBASE provides comprehensive, cost-effective and state of the art solutions to its clients and are dedicated to technological research and development so as to remain a valuable provider in the IT arena. For more information, visit <http://www.xybase.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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Media Contacts:

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

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