



Put Advisor to Work For You

- If you are a business going through an RFP process, the xStream Advisor can help you to determine your Infrastructure Unit needs and provide you with a comprehensive template for generating a clear and concise document ready or distribution to potential vendors.
- If you are a business that has not realized the expected ROI from your virtualized infrastructure, the xStream Advisor can help you tune and optimize existing environments.
- If you are new to virtualization and cloud computing and need to make a business case for these solutions, the xStream Advisor report can deliver the TCO and ROI metrics needed to support critical decisions.
- If you are preparing a Disaster Recovery Strategy, the xStream Advisor can help to produce an optimal plan - whether you are running a purely physical infrastructure, a virtual infrastructure, or a mixed environment.
- If your existing VI hardware is reaching end of life, the xStream Advisor can help you map out an upgrade strategy, including ROI analysis compared to cloud offerings.
- If you are currently partnered with a data center on physical servers, the xStream Advisor can help with an evaluation of the cloud, and with DR strategies that may improve upon those offered by your current vendor, perhaps even at a lower cost.

Virtualization dramatically improves the efficiency and availability of resources and applications within an organization - typically reducing costs by 40-50%.

Transforming your IT environment to maximize the benefits of virtualization and cloud computing.

IT virtualization has made cloud computing a reality. Representing a revolutionary paradigm shift in how infrastructure and computing power are delivered, virtualization involves much more than the replacement of physical IT assets with a virtual environment; it involves the transformation of business processes as well as the IT environment to maximize the measurable benefits and sustainable efficiencies that virtualization can bring: operational, cost-base, management and environmental efficiencies.

Virtustream is a recognized industry leader in virtualization and transformation knowledge. We offer a suite of transformation solutions ranging from initial adoption strategy to virtualization transformation and optimization programs to ensure that you are able to maximize and maintain the benefits from your virtualization investments. Our mission is to partner with you to "Actualize the Enterprise Cloud".

We leverage our capability in Cloud Advisory Services to deliver xStream, the most efficient cloud platform available today with industry leading service level agreements. We provide the tools and work with you to align your operational procedures with your new solutions framework to achieve optimal business results. The xStream Advisor is our proprietary data collection and analysis tool through which we can profile a client's application workloads and translate the results into cloud based resource requirements. This ensures an optimized and

tailored resource model. The comprehensive report generated by the xStream Advisor provides value to our clients regardless of whether they are electing to build a private virtualized cloud environment or if they are comparing the ROI of their environment against the xStream on or off premise solution. Being ISO 9001 and 27001 accredited, we are a highly transparent and compliant organization adhering to international standards in operations, security and processes.

Virtualization is about much more than consolidation; by addressing an organization's information needs and systems from a holistic perspective, virtualization represents a fundamental - and transformational - change in the way that mission critical information systems are delivered. As a result of partnering with Virtustream to maximize the benefits that virtualization can produce, our clients are consistently recognized by their peers as industry leaders in the intelligent applications of information technology.

Virtustream's Suite of Cloud Advisory Services include:

- Cloud Adoption Strategies
- xStream Cloud Advisor
- Private Cloud Integration Services
- Operational Readiness
- SaaS Selection & Integration

Challenge:

- Provide a small data center footprint and reduced power spending
- Reduce required physical servers and workstations to support business needs
- Provide business continuity
- Provide highly available (99%+), high performance services
- Provide remote desktop services

Solution:

- Complete hosted virtualised data center based on Virtustream Infrastructure as a Service to shrink Windows server and workstation footprint

Results:

- Complete elimination of physical servers and workstations supporting end client needs
- 24x7 access to infrastructure in a secure data centre facility
- Completely virtualized server infrastructure
- Complete Virtual Desktop infrastructure, including remote printing, accessible 24x7 from anywhere
- No server or workstation hardware purchased to service end clients
- Elimination of end-user servicing hardware in CFD's offices
- Vendor agnostic from desktop to data center



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.



Cloud Adoption Strategies

Virtustream provides the full spectrum of infrastructure options - from a bespoke or custom private enterprise Cloud, to a dedicated Cloud - available on-site, or hosted in a multi-tenanted Cloud, located in data centers that we own and operate. Leveraging our industry expertise, we successfully transition businesses through the Cloud adoption process. Guided by our customized roadmap, clients discover the tactical and strategic specifics of how to adopt Cloud services at their own pace - rather than embracing radical decisions, which may be potentially disruptive to their business.

xStream Cloud Advisor

To more quickly and economically realize the benefits of moving into the Cloud, clients draw on our deep experience in developing and delivering transformation services, as well as our patent-pending transformation tools. Among the latter, is our xStream Advisor, an integrated suite of software tools and professional services. Advisor leverages more than nine years of statistics, collected from the work done with our clients in converting physical infrastructure into virtual resources. We then combine this data with patent-pending algorithms, which are specifically developed to optimize the client's workload balances so that their workloads will run efficiently in the smallest virtual infrastructure footprint

Private Cloud Integration Services

Every business' infrastructure is inherently different because of three factors: the applications and workloads they are running, their geographical spread, and the physical infrastructure supporting the IT environment. Virtustream's Private Cloud Integration Services provide cloud design and architecture solutions designed to help clients maximize the use of shared pools of resources. For instance, we have the ability to build completely private internal pools of resources for sharing in test and development environments, and/or

construct a dedicated environment specifically for production. Similarly, we can create custom roadmaps with the design and architecture that enables a business to take advantage of both SaaS-based applications and PaaS-based development, as well as specific infrastructure solutions that facilitate the process of moving specific workloads into a more efficient Cloud-based environment.

Operational Readiness

When making the transition from a physical to a virtual environment, there are often difficulties aligning certain types of IT processes and service management principles with the new virtualized infrastructure. Case in point: Keeping track of virtual assets is much more challenging than keeping track of physical ones. Virtustream offers a full suite of services to help businesses easily identify what will be different in a virtual or Cloud computing environment. Guidance is then provided so that organizations can adjust their IT processes and compliance procedures to ensure their effectiveness in this modern infrastructure.

SaaS Selection & Integration

At Virtustream, we pride ourselves on our accountability and stand behind the designs and architectural services we recommend to our clients. In today's marketplace, best-of-breed solutions evolve on a monthly basis. The result: businesses have a difficult time keeping current on product updates and changes - even ones that have existed in their environment for years. Our consultants are rigorously trained in all technologies that we support, which means their skill set and knowledge can easily keep abreast of the evolving product landscape. This also ensures that Virtustream delivers solutions in the most efficient and economical way, leveraging both old and new assets to create a seamless, best-of-breed IT architecture.

For more information on Virtustream and Virtustream's xStream platform, please contact info@virtustream.com