



A Case in Points



"Virtustream's unique on-boarding process began with a strategic assessment of both our internal IT resources and the firm's overall strategic goals.

It was immediately apparent that the xStream hybrid cloud computing model could significantly improve operational efficiencies and dramatically reduce costs while mitigating the risks associated with traditional cloud-based services.

Making the decision to adopt cloud based services cannot be taken lightly, but we're confident, after Virtustream's on-boarding process, that we will benefit greatly from our decision to adopt the xStream platform."

Jason Petrucci
IT Director
Lawrence Graham LLP

IT on Demand: the infrastructure platform you need when you need it

Too many enterprises are handicapped by their physical IT resources, their business responsiveness and agility hindered by fixed computing capabilities and capacity that are expensive and time-consuming to reconfigure to address operational needs. Businesses must also provision for peak demand, frequently resulting in under-utilized IT assets and inflexible overhead. Cloud Services eliminate both the limitations of fixed capabilities and overhead by enabling your enterprise to virtually provision your IT resources to meet your business requirements.

An industry leading pioneer in virtualization for more than 10 years, Virtustream has an unrivaled track record of delivering operationally optimized Infrastructure as a Service solutions that are as agile as the business that depend on them. These solutions are delivered through our xStream Platform, a breakthrough methodology that combines innovative processes with industry standard virtual technologies to create one of the most efficient cloud platforms available. It features a unique unit-based utility pricing model and provides guaranteed resources backed by industry-leading service level agreements. Because of our platform's green footprint, businesses will also experience a 90% reduction in CO² emissions.

The Virtustream cloud environment guarantees clients an unparalleled level of security and data integrity from our on-boarding process throughout the engagement lifecycle. All our systems, processes and technology conform to the highest level of international standards, including ISO 20000 and ISO 20001, ISO 9001 and SAS70.

xStream Hybrid Cloud Computing Platform

xStream is the world's first hybrid cloud computing platform with enterprise class SLAs and a capacity based consumption model. Computing power is sold as Infrastructure Units, a specific combination of CPU cycles, RAM and

I/O derived from collecting nearly a decade of physical to virtual workload transformations in a Statistical Usage Library. We then aggregated the majority of our automation scripts written over the years to optimise virtualized infrastructure and developed our own management software tool called the xStream portal. The xStream portal has a rich interface with a user configurable layout of panels and widgets that provide clients a singular view into their virtual private data center regardless of the physical location of the virtual resources. Its key capabilities include provisioning and control of virtual machine creation and configuration management; monitoring with three layers of visibility, reporting; and support.

Dedicated Infrastructure as a Service (On or Off Premise)

We recognize there are differences in the adoption of virtualized infrastructure across companies and industries. In fact, we understand the most appropriate solution varies even within a company's portfolio of workloads. For applications deemed necessary to be run in an environment where physical hardware is never shared with other companies, we offer a dedicated cloud solution. It provides world class infrastructure as a service without any concern of comingled data or application processing. Our solution takes advantage of Virtustream's experience providing private clouds for clients. We provide preconfigured solutions using best of breed industry hardware and software, wrap our xStream management software around it, then offer it as an on site or hosted solution. In either case the client is assured that their workloads designated to run in a dedicated environment will deliver the highest level of performance at the most efficient total cost of ownership. The end result is a turnkey environment managed by Virtustream and billed based upon the Infrastructure Unit consumption of the environment.

www.virtustream.com



Driving efficiency and strategic advantage in support of your business strategies.

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.

Off Premise, Shared Infrastructure as a Service

Virtustream focuses on the aggregate requirements of workloads operating within the cloud and dynamically allocates resources to those with the greatest demand to optimize and balance the application operating environment. This is very different to the standard approach used by other providers who sell commodotised virtual machines with either a specific memory or CPU sizing parameter. Any experienced infrastructure professional will agree that enterprise class workloads require both resources to perform appropriately. In fact, workloads also need network and storage bandwidth allocation to perform optimally. Our cloud solutions guarantee CPU, memory, network and storage I/O resources as defined by the number of Infrastructure Units (IU's) a client signs up for. How those resources are consumed is up to the client, which means there is no restriction on the number of virtual machines, the size of those machines or how and when they may be used. We provide the tools to help our clients optimize the use of their virtual resources, with near real time usage statistics and trending analysis. The xStream platform goes a step further by also building in various levels of business continuity depending on the type of IU's purchased.

Types of Infrastructure Units

There are three types of Units: Basic, Core and Premium. All units have built in high availability features, but Core Units also carry built in rapid disaster recovery features in the event of a data center failover. Premium Units add a further level of fault tolerance by providing lock-stepped instructions across physical machines, guaranteeing 100% reliability within a data center.

Virtualization Technology Solutions

For clients who are looking for turnkey solutions including best-of-breed hardware and software, we maintain a partner reseller network comprised of the industry's best. Virtustream continuously evaluates new products across the industry and utilizes the feedback of our professional services group to identify innovative, efficient reliable solutions. We invest with those chosen partners to ensure we have a deep understanding of their technology, how it integrates, and how to ensure optimal performance. Our partners certify us on

the basis of our training and implementation skills, then reward us with the ability to resell their products at competitive prices. The result for our clients: peace of mind, knowing that the solution will be aligned to their business objective, integrated with their existing infrastructure, and supported by an international team of experts at Virtustream. In fact, many of our clients procure managed service support for their virtualized environments, finding it more efficient to get Level 3 support from individuals who know their environment well.

Virtual Desktop Infrastructure Solutions

IT departments face a daunting task in maintaining and controlling the desktop while providing customized workstations and applications to meet business requirements. Virtustream's Virtual Desktop Solutions services enable our clients to centrally manage and deploy tightly controlled, standardized applications and workstation/desktop computing environments as well maintain tight control of software license compliance. Help Desk Support Services are also offered from Level 1 to Level 3.

Colocation and Data Center Services

Virtualized solutions are only as reliable as the physical infrastructure and network that connects and supports them within the data center. Virtustream provides end-to-end data center services to our clients regardless of whether they choose to be on our xStream platform. Our commitment is to provide world class infrastructure services, and we take that seriously. It starts with high powered facilities with industry leading energy efficiency. From there we utilize highly resilient N+1 systems throughout our sites, ensuring maximum uptime performance and availability of our clients' systems. The physical sites are deliberately located within close proximity of major network nodes allowing us to offer colocation customers interconnection with dozens of major carriers. Our data centers are manned 24x7 and feature remote hands support from experienced technicians and engineers. Monitoring is also provided on a 24/7/365 basis to ensure our clients' systems are always protected.

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