

Test Drive the Cloud & Adopt at Your Own Pace

Virtustream's Enterprise Cloud, xStream, Optimizes SAP Environments with Better Performance, Lower Costs, Faster Disaster Recovery and Superior Elasticity.

Virtustream, a leading provider of cloud services and infrastructure solutions and the seventh SAP certified global provider of cloud services, delivers a superior return on deployed capital by combining deep SAP product expertise with our secure, high performing platform, xStream. xStream was built from over a decade of virtualization expertise and provides highly available and elastic compute resources at true consumption-based pricing. It features a unique unit-based utility pricing model and provides guaranteed resources backed by industry leading service level agreements.

If you want to realize the benefits of running your SAP applications in the cloud, but want to run a pilot before migrating the SAP core, there are several low-risk options available that will allow you to do just that.

xStream Advisor: Cloud Assessment

The xStream Advisor gives you the ability to align your organization's core business objectives, computing infrastructure and operational requirements to your own timeframes and budgets. The xStream Advisor produces strategic and tactical deliverables that are specifically designed to provide a blueprint for the alignment of IT to the business while transitioning to a more efficient virtual infrastructure or cloud architecture. The information collected and the resulting blueprint is pertinent to the adoption of any cloud solution, regardless of which platform or provider you ultimately choose.

SAP Cloud Starter Pack

Start with Sandbox & Development Systems in the Cloud

Virtustream makes it easy for you to explore the benefits of running SAP in the cloud. You can test our solution by quickly setting up SAP Sandbox or Development built-in environments. You will have the ability to test drive your optimized infrastructure and experience the

benefits it can provide such as the flexibility around the creation and decommissioning of SAP environments. The copying, refreshing and cloning of SAP systems can be performed much more efficiently adding special value to those clients that have the constant need to perform regression testing due to parallel ongoing projects.

Once you have experienced the flexibility, security and cost efficiency of the solution, you can decide to take your SAP systems into the cloud on the xStream platform. During onboarding, our unique quarantine process allows the testing of the production environments in a real time scenario, before releasing it to full production.

Enable Affordable Disaster Recovery

Traditional redundant DR systems are expensive to deploy, leading some SAP clients to forgo DR altogether. Virtustream provides an alternative strategy. The xStream platform offers a flexible DR solution allowing you to backup your data and pay only a reservation fee for the resources that you would need in the event of a disaster. You can also have your entire recovery process tested several times a year or get full access to test the environment yourself if you prefer.

Run SAP Production Systems in the Cloud

Take full advantage of the cloud by running all your SAP systems on the xStream platform. Virtustream has been operating production systems, up to 70 SAP instances for one single client, resulting in 40% cost reductions on the infrastructure side. Flexibility, security and cost reduction, governed by state-of-the-art SLA's, allow our clients to take full advantage of the efficiencies of the cloud.

Since our platform data is constantly replicated between our East and West Coast data centers, your information is always backed up and ready for DR.

Virtustream's Data Centers deliver 7x24x365 peace of mind with the power of xStream.

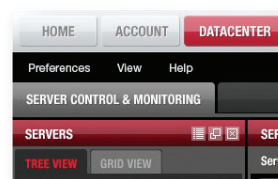


"As enterprises gain experience with cloud infrastructure, they will increasingly deploy mission-critical applications, including traditional complex enterprise applications. Cloud service providers need to have the operational expertise with these specific applications, and be able to offer solutions, not just raw infrastructure."

Lydia Leong, Research Vice President, Gartner, Inc.

"With several businesses operating in multiple countries around the world and new systems being added regularly, our IT infrastructure is incredibly complex. We knew we needed to leverage the Cloud and we found the xStream platform was the only solution available today that provided us with the right combination of performance and security worthy of our enterprise class requirements. As a result, our SAP production systems now operate up to twice as fast on xStream, are highly available and secure, and Virtustream's infrastructure utility-based deployment and pricing gives us the flexibility to rapidly add resources on demand."

Don Whittington, Chief Information Officer, Domino Sugar, and Chairperson of America's SAP Users Group (ASUG) CIO Council



Source: Virtustream xStream Platform Portal, 2010.

Through the xStream Advisor, Virtustream is able deliver a clear vision for your organisation's transformation to a more efficient and flexible SAP infrastructure. This vision is delivered with clear and actionable analysis and recommendations that meet the needs of business and technology stakeholders. Virtustream's mission is to enable our clients to select the next generation of Information Technology systems for their business systems that truly deliver on the strategic direction that organizations themselves have formulated.

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 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.

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

SAP Application Support Services

From your Basis to all functional needs, we can help you outsource all your SAP needs within one reliable solution.

ERP Application Services

Virtustream's ERP Application Services can support, monitor and manage mission critical SAP systems even in the most complex environments. We can provide this service remotely from our services operations centers or on site depending on what the best solution is for the business. We are also able to offer virtualized application and infrastructure services from data centers that we own and operate. We monitor your SAP environment to prevent and identify issues promptly to ensure there is no impact to the operation of your systems.

Recognizing that our clients may have software and tools already in place to support other applications in their IT environment, our services are designed to be extremely flexible allowing us to adapt our SAP Support Methodology and work within a client's existing support infrastructure.

SAP Application Support

Virtustream leverages SAP's Best Practice Tools and Methodologies, such as Solution Manager, ASAP and Run SAP, to support entire projects or simpler support engagements. Before we transition a client to our SAP Application support group, our transition team will ensure that the scope is clearly defined, the technical requirements and architecture are following the expected standards and the governance model for operations is set. As a next step, we will design the future state of the operation - from business process operations, custom code operation, SAP Technical Operation through to the Technical Infrastructure (within or outside of the cloud). Once designed, based on existing templates, these operation concepts are implemented within the setup phase and then transitioned into production. From there on it's all about operation and consistent SLA reporting and follow up.

Dedicated Technical and Functional Support

In addition to running applications on the cloud, our clients can chose to have the technical and functional components of their applications supported by Virtustream. Our services follow a standardized methodology that allows our clients to scale their support needs up and down consistent with their infrastructure. As an example, a client may want to integrate a recent acquired business into their existing ERP system. We not only provide the flexibility to increase infrastructure capacity, but we can also offer the consulting and support services for this particular engagement by managing the migration in its entirety or backfilling the clients team performing the migration.

Shared Support Services

If a client doesn't have the need for a full time support team, Virtustream can allocate a named set of resources to an account on a part time basis and those same resources will be available to work on issues when they arise. Our goal is to ensure our clients enjoy the flexibility of having a named support team but do not incur the cost of a full time team unless full time support is required. This guarantees cost savings without sacrificing consistency and the comfort level that comes from working with the consultants you already know and trust.

Ongoing Support Optimization & Review of SLAs

Virtustream's Application Support Team will also set up Quarterly meetings with its support clients to go over SLA's and constantly work on the optimization of the Application Support operation.

Go to www.virtustream.com to read a complete case study on how Virtustream deployed the largest SAP production environment running in the cloud.

SAP® Certified
in Cloud Services



www.virtustream.com

