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FusionStorm Launches IT Xpress Cloud

Enterprise-ready Infrastructure-as-a-Service offering based on VMware technology delivers hosted Private Clouds as a key component of FusionStorm's "Cloud Anywhere" initiative

San Francisco, CA – February 22, 2011 — FusionStorm — "IT Delivered" — a leading national provider of IT consulting, technology solutions and cloud/managed services, announced today the general availability of *IT Xpress Cloud*, an enterprise-ready infrastructure-as-a-Service (IaaS) offering based on VMware vCloud® technology. The new offering extends FusionStorm's existing *IT Xpress* hosted solutions which the company has been delivering to customers since 2005. *IT Xpress Cloud* is a key component of the company's "Cloud Anywhere" initiative which uniquely delivers private cloud solutions to customers how and where they need it – in their own data centers, or hosted in a FusionStorm data center and delivered completely as a service.

IT Xpress Cloud combines the reliability, performance and scalability of enterprise-class data center infrastructure with the flexibility and economics of cloud computing. The solution consists of industry-leading private cloud infrastructure software from VMware, enterprise-class data center infrastructure from Cisco, EMC and other industry leaders, and FusionStorm's feature-rich, 24x7 managed services.

According to FusionStorm CEO and Founder, John Varel, "IT Xpress Cloud represents a huge leap forward for our customers as it gives them an enterprise-ready on-ramp to private cloud computing, one that is easy to purchase, fast to deploy and grow, and reduces business risk. It also complements our customer-premise data center solutions, giving us the unique ability to deliver private cloud to customers how and where they need it."

FusionStorm selected VMware vSphere® and VMware vCloud Director as the core of their private cloud solutions because of their wide acceptance with enterprise customers. FusionStorm is an Enterprise-level member of the VMware Service Provider Program (VSPP) and a Premier-level member of the VMware Partner Network.

"VMware is pleased to acknowledge FusionStorm as a long-standing participant in the VMware Service Provider Program," said Geoff Waters, director, emerging channels, VMware. "For more than five years, FusionStorm has provided customers with *IT Xpress* hosted solutions and will now extend this offering to provide cloud computing solutions to businesses using VMware virtualization and cloud infrastructure solutions."

With *IT Xpress Cloud*, FusionStorm provides a secure "Virtual Data Center" (vDC) for each customer organization. Customers can choose to provision their own servers within the vDC using pre-built or customized templates, or FusionStorm can provision and manage all of the servers and other components within the vDC on behalf of the customer. The company also offers a variety of optional, value-added "IT Xpress Services" to complement the core offering, including OS management, managed firewall and VPN services, patching, database administration, data backup, threat management, server load balancing and more.

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Both reservation-based and usage-based pricing is available.

Unlike many competitive solutions, IT Xpress Cloud allows Dedicated Physical Servers and Virtual Machine Servers to be mixed in the same hosted environment. This allows applications to be hosted where some component still requires a non-virtualized platform.

The company also future plans to offer enterprise hybrid cloud solutions, where customers can choose between running application workloads in their on-premise cloud or in the FusionStorm IT Xpress Cloud.

Availability

IT Xpress Cloud is available today hosted in FusionStorm's U.S. West (Las Vegas) data center, but will also be available in their U.S. East and European data centers in Q2 of this year.

About FusionStorm

FusionStorm – "IT Delivered" – is a national provider of IT consulting, technology solutions and 24x7 cloud/managed services for enterprises of all sizes. The company assists organizations by providing complete solutions for system infrastructure, storage, networking, voice-over-IP communications, security, database, disaster recovery, managed hosting, cloud computing and managed services, both onsite and in FusionStorm data centers.

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