



## FUSIONSTORM AND VMWARE

Virtualization has become a core component of the modern data center, enabling organizations to reduce the IT footprint, streamline operations, simplify management, and facilitate disaster recovery and business continuity. FusionStorm has extensive experience in the design and deployment of virtualization solutions based upon the VMware platform, helping customers to dramatically improve the utilization, availability and performance of their data center resources.

VMware is the leading provider of virtualization technologies for data centers, applications and desktops. VMware vSphere is proven to support the most demanding server workloads and resource-intensive environments, and delivers breakthrough performance for enterprise applications. VMware's end-user computing solutions drive down desktop management costs and provide secure, always-on availability from any device.

The VMware vCloud Suite is an integrated cloud infrastructure solution that enables rapid provisioning of IT resources and services that fuel business growth. The VMware Software-Designed Data Center is an innovative platform that delivers pooled data center resources as software. Automation, self-service and policy-based management create a data center with the agility needed to support the cloud environment.

FusionStorm's expertise spans the VMware product line, from the data center to the mobile device. FusionStorm also offers vCloud Powered services that help customers create hybrid clouds leveraging both internally and externally hosted services.

### **Advanced VMware Expertise**

FusionStorm has earned the VMware Premier Solution Provider designation, representing the highest qualifications in the VMware partner program. FusionStorm has demonstrated a broad range of expertise across the VMware product line and is recognized as a go-to partner for the delivery of comprehensive solutions to VMware customers.

Helping customers leverage virtualization and the cloud to create a more flexible, manageable and efficient data center infrastructure.

As a Premier partner, FusionStorm must have multiple VMware Sales Professionals (VSPs), VMware Technical Sales Professionals (VTSPs) and VMware Certified Professionals (VCPs) on staff. In addition, FusionStorm engineers have earned the following VMware Solutions Competencies:

- **Infrastructure Virtualization** — FusionStorm has demonstrated its ability to deliver data center virtualization and consolidation solutions built upon VMware's core solution suite.
- **Desktop Virtualization** — FusionStorm can help customers take advantage of VMware's desktop virtualization technologies to transform desktops into centrally managed services.
- **Business Continuity** — FusionStorm is a trusted advisor in the architecture of VMware virtualization deployments that minimize downtime and protect mission-critical data.
- **Cloud Infrastructure-as-a-Service (IaaS)** — FusionStorm can help customers transform their business with secure hybrid cloud solutions that enable greater agility at lower costs.
- **Virtualization Management** — FusionStorm's proven expertise in VMware's vCenter Operations Management solution enables customers to reduce operating expenses, improve service delivery and accelerate their journey to a private cloud.

FusionStorm is also a VMware Premier Service Provider, delivering a suite of cloud computing services based upon the VMware vCloud infrastructure platform. As a member of the VMware vCloud Initiative, FusionStorm offers hybrid cloud solutions that meet the most demanding requirements for performance, availability, security, flexibility and scalability.

#### **End-to-End Expertise**

VMware maintains strong Global Partner Alliances with key industry leaders in order to optimize data center technologies with VMware software. Global Alliance Partners integrate their hardware and software with VMware technology and support their products running on VMware virtual machines. This select list includes Cisco, Dell, EMC, NetApp and VCE.

FusionStorm has longstanding relationships with each of these vendors. FusionStorm's expertise across VMware's Global Alliance Partners helps to speed deployment and maximize the value of the virtualized data center. FusionStorm architects, sells and delivers complete end-to-end solutions combining the hardware, software and services skills to solve today's information challenges.