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ViON and Virtustream Team Up For Cloud

Partnership will deliver new enterprise class cloud services to key government organizations

HERNDON, VA and WASHINGTON (March 19, 2014) – ViON Corporation (ViON), a leading provider of IT infrastructure and solutions for enterprise-class data centers and applications for more than 34 years, announced that effective today, it has agreed to partner with Virtustream to deliver enhanced enterprise-class cloud services to key government sector customers.

Virtustream is the enterprise-class cloud software and services provider trusted by enterprises and government agencies worldwide. ViON pioneered on premises XaaS in the federal, state, and local markets, with over a decade of experience enabling customer success with technology deployment and acquisition options that include the ability to acquire and deploy IT “on-demand,” as a managed service, as well as via more traditional methods.

“We are very excited about our new partnership with Virtustream,” said Tom Frana, ViON’s President and CEO. “With this announcement, we are expanding our capabilities to provide wider ranges of on-demand IT solutions to our customers. ViON Cloud, powered by xStream software from Virtustream, will allow our customers to experience the benefits of cloud-based solutions for enterprise-class applications and services. This goes beyond the more widely adopted use of cloud in the commodity application space. We will also be able to offer our customers assistance in compliance with federal mandates in the cloud arena.”

ViON will also be partnering with Virtustream to offer advanced application sizing and migration capabilities so that customers are able to migrate their applications successfully to cloud-based IT, minimizing risk and maximizing application SLA-based performance.

Carl Fulp, ViON’s CTO, said, “We will be leveraging our vast experience with enterprise application environments in conjunction with Virtustream’s Advisory services portfolio. We will also be continuing our core value focus on customer mission success. The addition of xStream software to our portfolio will allow us to offer customers superior virtualization capabilities for cloud-based applications. We will be able to help our customers achieve much higher utilization rates, reduced TCO, faster application deployments, and faster times to application optimization while continuing our commitment to greater than five nine’s availability and the delivery of superior enterprise-class application performance.”

Finally, ViON will be offering customers the ability to leverage xStream software to implement their own internal cloud solutions, manageable by their own IT staff. ViON and Virtustream will team together to offer a menu of services and software capabilities to deliver a fully optimized, “ready for use” cloud services environment, tailored for each customer’s specific use case. ViON will continue the tradition of bringing the following choices in deployment options to its customers: ViON Cloud powered by xStream software, ViON Capacity Services (an on-premise, private cloud offering), and traditional IT acquisition and deployment.

“The federal government cloud market is in a double-digit growth phase, and projected to hit the \$10 billion mark by 2018,” said Kevin Reid, CEO and CTO, Virtustream. “Increased demand for highly secure and advanced cloud solutions within the federal industry presents an exciting opportunity for Virtustream and ViON to partner. We look forward to working side by side with ViON as it expands its new service offering to help its customers capitalize on the business benefits of cloud.”

A Tier 1 cloud is something ViON has sought, believes in, and to which it can readily contribute – and it is something Virtustream has delivered to the marketplace. The union of these two companies around this offering is natural and compelling.

About ViON

ViON Corporation (ViON) is a veteran-owned corporation, established in 1980, and headquartered in Herndon, VA. ViON specializes in designing, delivering and maintaining storage and server solutions to enterprise-wide data centers throughout the federal government, public sector, and commercial marketplaces. Mission-critical enterprise customers depend on ViON to architect, deliver and support their data center environments. Customers partner with ViON to receive the industry’s best technical expertise and the flexibility and responsiveness that only a privately-held corporation can deliver. ViON pioneered its Capacity Services solution, an on customer premise private cloud offering, over a decade ago, and has achieved an impressive track record of delivering IT on demand and “as a service” to its customers.

To learn more about ViON, please visit the company's website at <http://www.vion.com>.

About Virtustream

Virtustream is the enterprise-class cloud software and service provider trusted by enterprises worldwide to migrate and run their mission-critical applications in the cloud. For enterprises, service providers and government agencies, only Virtustream's xStream cloud management software and Infrastructure-as-a-Service (IaaS) meet the security, compliance, performance, efficiency and consumption-based billing requirements of complex production applications in the cloud - whether private, public or hybrid. The company is headquartered in Washington D.C. with offices in San Francisco, Atlanta, London, Geneva, Dubai and software development centers in Kaunas, Lithuania and Pune, India. Virtustream owns and operates data centers in the U.S. and Europe with service provider partner data centers in Latin America, the Middle East and Asia.

To learn more about Virtustream, please visit the company’s website at <http://www.virtustream.com>.

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