

Dallas Digital Services to Resell Virtual Instruments' SAN and Virtual Infrastructure Optimization Solutions

Jointly Hosted Customer Seminar & Enterprise Storage Technology Summit to Showcase Keys to Improving Application Performance and Maximizing Return on Server and Storage Virtualization Investments

SCOTTS VALLEY, Calif., March 16, 2010 –[Virtual Instruments](#), a leader in storage area network (SAN) and [virtual infrastructure optimization](#) solutions, today announced it has signed a reseller agreement with Dallas Digital Services. The agreement provides Dallas Digital with the opportunity to sell Virtual Instruments' solutions as a part of their portfolio of products and services. Under the terms of the agreement, Dallas Digital's sales force is authorized to resell Virtual Instruments' NetWisdom, the industry's leading SAN monitoring solution, and VirtualWisdom, the industry's first real-time cross-domain virtual infrastructure optimization solution. The two companies have already completed a major joint installation at one of the nation's largest telecommunications organizations.

"We have chosen to partner with Virtual Instruments as they offer the leading solution for SAN and Virtual Infrastructure Optimization and have unparalleled knowledge of Fibre Channel SANs," said Howie Evans, vice president, Dallas Digital Services. "The biggest challenges to successfully implementing virtualized business-critical applications are typically SAN I/O related. VirtualWisdom directly addresses these challenges with a unique monitoring and optimization solution that provides deep visibility into the virtual server and storage environment and accelerates the realization of the financial benefits of virtualization."

"Dallas Digital Services is a leading integrator of high-performance storage solutions. In our work with them, we've seen their expertise in deploying business-critical storage solutions and know that it sets them apart from other solution providers in their region," said Sean Maxwell, vice president of sales, Virtual Instruments. "We have already experienced joint success with their team and look forward to working with them closely over the coming years."

To ignite this partnership Virtual Instruments and Dallas Digital Services will be co-hosting an evening seminar, A Night Out with the Stars and Sharks and an upcoming Enterprise Storage Technology Summit to discuss the issues involved in SAN and Virtual Infrastructure Optimization.

Event #1:

When: Wednesday, March 31, 2010; 6:30pm
Where: American Airlines Center, Dallas, Texas
What: Join Virtual Instruments, Dallas Digital Services and QLogic for an evening of technical insight and excitement as the Stars take on the San Jose Sharks. Learn the keys to SAN and Virtual Infrastructure Optimization, including how to:

- Dramatically improve application performance
- Reduce SAN and virtual infrastructure problem resolution times by up to 75%
- Eliminate the risk of virtualizing mission-critical apps
- Increase VMware server consolidation ratios by 50 to 100%

Registration Link: <http://events.constantcontact.com/register/event?oeidk=a07e2qecb1wdb447d49&oseq=>

Event #2:

When: Tuesday, May 11, 2010; 8:30am- 5:00pm
Where: Westin Park Central Hotel, Dallas, Texas
What: Enterprise Storage Technology Summit. Learn about the latest in storage optimization solutions from Virtual Instruments, Dallas Digital Services and a variety of other leading storage technology suppliers. Joe Mathis, Virtual Instruments Research Fellow and co-architect of the Fibre Channel standard, will be speaking at the event on "Data Center Best Practices: SAN Instrumentation and Monitoring".

Registration Link: <http://dds.cceventsreg.com/>

About NetWisdom – The NetWisdom™ family of SAN I/O performance monitoring and troubleshooting solutions enables accelerated troubleshooting, higher utilization, and maximum performance for business-critical applications deployed on complex, heterogeneous Fibre Channel Storage Area Networks.

About VirtualWisdom – VirtualWisdom provides comprehensive, real-time instrumentation and measurement that allows IT managers to optimize the performance, utilization and availability of their virtualized IT infrastructure. VirtualWisdom adds SAN I/O intelligence for VMware environments to enable system administrators to optimize the deployment of virtual machines based on real-time measurements and feedback of I/O performance.

About Dallas Digital Services

Privately owned and operated Dallas Digital Services was founded in 1996 as an on-site service provider for enterprise level Fortune 500 companies, Dallas Digital Services has grown into a recognized Value-Added Storage Reseller and service provider of enterprise level, mission-critical Storage Solutions. Dallas Digital Services provides sales, design, implementation and 24x7 on-site services to our customers. We have direct relationships with industry leading manufacturers of data storage products. Key relationships include SUN Microsystems, Overland Storage, Qlogic, Hitachi, Data Domain, and EMC.

About Virtual Instruments

Virtual Instruments offers the award-winning NetWisdom and VirtualWisdom virtual infrastructure optimization solutions that provide deep monitoring and analysis of how the virtualized IT infrastructure and the SAN affect business-critical application performance. Customers such as Barclay's Card Services, Kaiser Permanente and Unilever achieve significant cost savings in virtualization and SAN deployments by optimizing utilization, performance and availability of IT resources. Leading system and storage vendors including IBM, HP, HDS, Dell and EMC leverage Virtual Instruments to design and optimize SAN solutions for enterprise customers. The company was founded in June 2008 via a spin-out from Finisar Corp.; it has headquarters in Scotts Valley, Calif, and can be found online at <http://www.virtualinstruments.com>.

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