

ToutVirtual Signs OEM Agreement with Symantec Corporation to Deliver Next Generation Business Continuity Solutions

VirtuallQ now adds Symantec's Backup Exec™ System Recovery to provide High Availability and Disaster Recovery to virtualized environments

Carlsbad, Calif. – July 13, 2010 – ToutVirtual, a leader in virtualization intelligence, optimization and performance-management software for virtual computing infrastructures, today announced that it has signed an original equipment manufacturer (OEM) agreement with Symantec Corporation to add Symantec's Backup Exec™ System Recovery (BESR) solution to ToutVirtual's VirtuallQ suite of products. The strategic agreement will enable ToutVirtual to deliver simple-to-install, easy-to-use business continuity solutions that leverage virtualization for reducing business downtime. Combining Symantec's BESR and ToutVirtual's VirtuallQ creates a unique offering of high availability and disaster recovery with a platform-agnostic virtualization management suite—previously not available in the market.

Symantec's BESR will be offered as part of the next release of VirtuallQ Pro. VirtuallQ Pro, ToutVirtual's flagship product, is a management and automation suite designed to support customers in every stage of virtualization deployment. The wide range of features helps users from the planning phase to established virtual server rooms running hundreds of virtual machines (VMs). With the addition of Symantec's BESR, VirtuallQ Pro will now also offer:

- End-to-end business continuity on desktops, physical servers, and VMs
- Continuous backups to eliminate backup windows
- Application-aware backups
- Fast disaster recovery anywhere in minutes versus hours/days
- Disaster recovery to multi-vendor and mixed/dissimilar hardware
- Disaster recovery to dissimilar hardware
- Disaster recovery to VM on any hypervisor
- Disaster recovery to remote location
- Physical to virtual machine (P2V) and virtual machine to physical (V2P) workload migrations
- Virtual to virtual (V2V) platform migrations supporting popular hypervisors including VMware, Microsoft, and Citrix

Many small to mid-sized businesses (SMB) and data centers still rely on tape-based backup solutions for their disaster recovery plan. In the event of a hardware failure, the recovery times of tape based backups can take from days to weeks. With ToutVirtual's VirtuallQ and Symantec's BESR, that time would be cut down to approximately 30 minutes. Considering that 85 percent of servers in the market are non-virtualized and that there are approximately 1.5 to 2 million tape-based enterprise and mid-market customers, there is an opportunity to introduce and leverage virtualization in the context of a disaster recovery solution.

“We believe that this solution will continue in establishing ToutVirtual as the leader and customers’ choice in flexible, integrated solutions for virtualization management,” said Jess Marinez, president of ToutVirtual. “The agreement with Symantec, a vendor agnostic market leader, gives us the ability to also offer high availability and disaster recovery in a fast, cost effective and easy to use package.”

“We are excited about the agreement with ToutVirtual which allows us to offer our Backup Exec System Recovery product to a broader segment of the market,” said Mike Garcia, director of product management for Symantec’s Backup Exec. “Our customers will have access to a vendor agnostic solution that leverages virtualization to drastically reduce business downtime with a solution that installs quickly and easily.”

VirtuallQ Pro with Symantec Backup Exec System Recovery will be available soon from ToutVirtual and its channel partners.

About ToutVirtual

ToutVirtual, Inc. is an emerging leader in virtualization intelligence and system optimization software to manage and automate virtual computing processes and ease the transition from design to deployment. VirtuallQ, the company’s flagship product suite, allows organizations to obtain a holistic view and control their virtual infrastructure including servers, applications, storage, and clients independently of the underlying virtual computing platform. Unlike other companies whose products are vendor specific, platform specific, or network tier specific, ToutVirtual software operates across multiple platforms and is multi-tier to prolong product life, protect IT investments, and maximize ROI. Additional information about the company and its products is available at <http://www.toutvirtual.com>

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