

DynamicOps Launches Partner Program

BURLINGTON, MA, April 20, 2009 – DynamicOps, a venture-funded [Credit Suisse](#) spinoff, today launched the DynamicOps Partner Program with a number of top virtualization resellers, system integrators, service organizations, and consultants. With DynamicOps' automated virtual infrastructure management software, [Virtual Resource Manager](#) (VRM), partners can reach new markets faster and more effectively, strengthen existing customer relationships, and provide a platform to deliver additional integration services.

DynamicOps' technology partners include [Citrix](#), [Microsoft](#), [Sun](#), and [VMWare](#). Reseller and services partners in the program are also highly-respected, industry-leading companies with established virtualization practices.

For example, VIRTERA, a leading virtualization consulting services firm, has extensive in-depth expertise in architecting complex multi-vendor technology solutions that address customers' specific business drivers.

“DynamicOps helps companies increase their adoption of virtualization by directly addressing the core management challenges of improving operational efficiency, optimizing resource utilization, and effective governance and compliance,” noted John Premus, chief strategy officer at VIRTERA. “As a partner, this provides us with a differentiated message and compelling ROI to share with our customers.”

LogicsOne is a professional services organization, focused entirely on virtualization, that helps companies improve their operational efficiencies by aligning technology to business requirements. LogicsOne's continuous-evolution approach to virtualization has helped companies realize significant cost-saving advantages, accelerated adoption cycles, and advanced their business and IT objectives.

“DynamicOps helps us take our customers' virtual infrastructures to the next level,” explained Doug Vercellotti, principal of LogicsOne. “Virtual Resource Manager's process automation and enforced governance have an immediate payback in improved operational efficiency and more efficient resource utilization.”

DynamicOps provides partners with advanced data center solutions packaged in a hypervisor-agnostic product that supports server and desktop environments in development or production. Channel partners have the option to build their own expertise onto the VRM platform, develop IP around customized plug-ins, workflows, implementation use cases, and support for multiple hypervisors. Partners receive qualified sales leads, priority service and support, sales and technical training, product discounts, pre-product release information, and more.

DynamicOps is engaged with its technology partners on a range of development and testing projects to insure compatibility and interoperability. VRM is interoperable across a wide range of multi-vendor virtualization solutions, allowing companies to use best-of-breed products to fit their unique needs in different environments.

VRM, developed and deployed within Credit Suisse for more than two years before becoming the commercial product offered by DynamicOps, currently manages more than 10,000 virtual machines for Credit Suisse. VRM is used by companies in a range of industries in the US and

EMEA and is in high demand by companies that want to achieve significant cost savings and faster ROI for their virtualization initiatives.

About DynamicOps

DynamicOps offers virtual infrastructure provisioning and management software. It is a private company based in Burlington, MA. VRM creates a secure environment where virtual machines are provisioned, tracked, and maintained from cradle to grave. www.dynamicops.com.