



### **Vision Solutions Significantly Expands Worldwide Partner Community**

- *Continued growth in resellers and distributors offering Vision Solutions technologies to protect virtual, collaboration and messaging environments*
- *Recruitment of Microsoft-focused partners ensures customers can gain access to real-time information availability, business continuity and disaster recovery solutions for Exchange 2010, SharePoint and Hyper-V*

**Irvine, Calif. – July 11, 2011 – Vision Solutions, Inc.**, the world's leading provider of information availability software and services for Windows, Linux, IBM Power Systems and Virtual Cloud Computing markets today announced it is expanding its network of Microsoft-focused partners worldwide, having recruited more than 80 established IT distributors and value-added partners across the globe over the past three months.

Vision Solutions is proud to be a sponsor at the **Microsoft Worldwide Partner Conference**, where resellers and distributors will be able to learn how partnering with Vision Solutions can provide them with opportunities to expand their range of services around business continuity, sell more effective disaster recovery solutions and increase profits. Working together, Vision Solutions and Microsoft provide partners with technologies for business continuity and disaster recovery, as well as ways to migrate existing and new customers across homogeneous and heterogeneous platforms.

**Vision Solutions' partner programs** allow distributors and resellers to access award-winning products, experts and services designed to make it easier to provide customers with business continuity and disaster recovery solutions. Vision Solutions also offers technical training, marketing and support services that ensure partners are successful in selling solutions based on the Double-Take, MIMIX and iTERA products.

Vision Solutions provides a suite of solutions and services covering the following customer requirements:

- **High Availability** - when customers have critical applications running in physical, virtual or clustered environments that can't be allowed to fail, Vision Solutions products deliver non-stop business continuity and can boost productivity. Vision Solutions' innovative, easy to use switching and real-time replication solutions eliminate costly IT downtime.
- **Disaster Recovery** - for customers that want to protect critical information and recover lost data, Vision Solutions provides solutions that can get businesses back up and running in a fraction of the time traditional tape backup solutions require. The company provides affordable, automated solutions that deliver the power of continuous data protection and the flexibility of in-house or hosted recovery options.

- **Data Management** - Vision Solutions products allow customers to manage, move and share data with unprecedented ease and efficiency. These powerful yet flexible solutions let businesses unlock the maximum business value of their data.
- **Systems Management** - Vision Solutions can accelerate the performance of IT and information assets while significantly reducing labor, complexity and daily administration. With Vision Solutions, customers can get more out of the systems that keep their businesses moving forward.
- **Double-Take Training and Certification** - for companies seeking advanced skills and certification through eLearning and instructor-led courses. IT professionals can take their Double-Take skills further with Professional or Expert level certification around the company's data replication and data protection solutions.

Vision Solutions' depth of expertise in the area of protecting Microsoft Hyper-V is particularly noteworthy. Vision's Double-Take products were some of the first to provide efficient and affordable real-time protection and migration capabilities for virtualized environments.

To learn more about Vision Solutions and the upcoming Microsoft Worldwide Partner Conference where Sir Richard Branson, founder and president of Virgin Group will present, visit [www.visionsolutions.com](http://www.visionsolutions.com) or [www.digitalwpc.com](http://www.digitalwpc.com).

**Quote:**

*Bob Johnson, SVP Worldwide Sales for Vision Solutions:*

"We are continuing to expand the reach and depth of our partnership programs by recruiting organizations that understand the business value that business continuity and disaster recovery solutions can offer to their customers. A lot of the interest we are seeing is around how to protect business critical applications that reside on Microsoft platforms, as they play a crucial role in how customers are successful every day. We're looking forward to participating in the upcoming Microsoft Worldwide Partner Conference and demonstrating how our solutions continue to add value for partners and customers by complementing their requirements, skills and services around business continuity and disaster recovery."

**Partner Quotes:**

*Fred Mayne, Executive VP Global Sales, HEROWare, Inc.*

"As an OEM partner using Double-Take as a key component of our HERO-Defender Backup & Disaster Recovery appliance for SMBs, HEROWare believes that Vision Solutions has the answers for today and tomorrow. Vision Solutions provides us with the right tools and support that deliver a level of business continuity that is long overdue in the SMB community."

*Viktor Babkov, CEO, Business Continuity International - Moscow, Russia*

"As an end-to-end provider of business continuity solutions, we constantly look for best of breed tools and services that would help our customers protect their IT systems in a cost-effective and simple manner. Vision Solutions' approach allows us to deliver a product that customers can manage

themselves or look at hosted options from our network of datacenter business partners. What makes the software from Vision solutions unique is its independence from a wide variety of hardware and software platforms. With this flexibility, we're able to deliver a complete range of "turn-key" options for business continuity, based on the customer's level of IT resources and budget."

*Dave Simpson, Commercial Director, Softcat - UK*

"Vision Solutions provides us with a complete set of products for data replication that suit our customers and prospects well. We can build effective solutions for data protection and disaster recovery covering multiple platforms. Whatever virtual or physical server choices a customer has made, or the critical applications that they want to protect, we can provide them with a solution that fits their needs."

**Links:**

- Vision Solutions: <http://www.visionsolutions.com/>
- Become a VS Partner: <http://www.visionsolutions.com/Partners/Partners-Overview.aspx>
- Twitter: <http://twitter.com/VSIDTInfo>

**About Vision Solutions**

**Vision Solutions, Inc.** is the world's leading provider of information availability software and services for Windows, Linux, IBM Power Systems and Cloud Computing markets. Vision's trusted Double-Take<sup>®</sup>, MIMIX<sup>®</sup> and iTERA<sup>™</sup> high availability and disaster recovery brands support business continuity, satisfy compliance requirements and increase productivity in physical and virtual environments. Affordable and easy-to-use, Vision products are backed by worldwide 24X7 customer support centers and a global partner network that includes IBM, HP, Microsoft, VMware and Dell. Privately held by Thoma Bravo, Vision Solutions is headquartered in Irvine, California, USA with offices worldwide. For more information, visit [visionsolutions.com](http://visionsolutions.com), follow us on Twitter @VSIDTInfo, on other popular social networks or call 1.800.957.4511 (toll-free U.S. and Canada) or 801.799.0300.

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