

Press Release



Vision Solutions Appoints CMS Peripherals to Expand Market for High Availability and Disaster Recovery Solutions in the UK and Ireland

First signing with distributor in the UK and Ireland for Double-Take range of products opens up wider opportunities for resellers

Irvine, Calif. – 28th February 2011 - [Vision Solutions, Inc.](#), a leading provider of information availability software and services with over 25,000 customers running Windows, Linux, IBM Power Systems and Cloud Computing environments, today announced that it has signed up with CMS Peripherals, the foremost Data Storage products and solutions distributor in the UK and Ireland, to support the full range of its Double-Take products. This is the first distributor agreement for Vision Solutions across these two countries.

Vision Solutions and CMS Peripherals will work together to support sales and business development for the Double-Take Availability, Double-Take RecoverNow and Double-Take Move products with resellers and partners across these regions. The partnership will provide increased access to training, sales and technical resources for reseller partners as required.

Ian Masters, UK sales director at Vision Solutions, commented, “This agreement expands how we approach the market in the UK and Ireland. Our decision to select a distribution partner is based on the growing market opportunity for solutions that protect critical data and applications across multiple virtual and physical server platforms, and how best to support our network of resellers in selling these solutions. Working with CMS will reinforce our support for resellers, helping them to deliver innovative high availability and disaster recovery solutions to their customers.”

“Vision Solutions is a well established vendor in the business continuity market, and the Double-Take brand attracts a lot of interest from end-user organisations looking to protect their data. Vision Solutions continues to shape the market for HA and DR solutions because of its support for multiple platforms, real-time replication and ability to protect data across wide area networks. We are looking forward to working with the Vision Solutions team to build on their existing channel strategies,” said, Joe Fagan, Group Product Marketing Manager at CMS Peripherals. “With our experience in supporting the delivery of storage and business continuity solutions, we see a significant opportunity to help our partners whether their customers are looking for disaster recovery around virtualised, physical or mixed environments.”

The partnership between CMS Peripherals and Vision Solutions covers the following products:

- Double-Take Availability - this provides organisations with a simple, cost-effective solution for real-time high availability and instant disaster recovery across physical and virtual servers. In the event of a disaster, full server instances can be up and running again within minutes. Double-Take Availability works on any IP network, allowing replication across either local networks or over wide area networks.
- Double-Take RecoverNow - this allows organisations to backup their critical applications and data to a remote site. Included within Double-Take RecoverNow is full continuous data protection, so companies can recover everything from individual files through to complete server workloads that can be automatically provisioned onto physical or virtual hardware.
- Double-Take Move - this assists companies with migration of their existing server workloads and stored data across to new platforms faster and with less downtime for users. Whole server images can be moved over while users carry on working using the applications running on them; when the times comes to switch over, the new platform can be up and running in only a few minutes. This compares to other approaches where applications and the servers hosting them have to be shut down during the length of the migration, affecting productivity.

Links

- Vision Solutions web site: www.visionsolutions.com
- CMS Peripherals web site: www.cmsperipherals.com

About Vision Solutions

[Vision Solutions, Inc.](http://www.visionsolutions.com) 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®, MIMIX® and iTERA™ 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, follow us on Twitter at <http://twitter.com/VisionAvail>, on other popular social networks or call 1.800.957.4511 (toll-free U.S. and Canada) or +1 (949) 253-6500.

About CMS Peripherals

CMS Peripherals is a value added distributor of data storage and security products and solutions in the UK and Ireland. Real value added service is an essential component of success over the past 22 years. CMS Peripherals' entire proposition centres on the customer, and this ethos forms the foundation of their drive to build long lasting and successful relationships. For more information, please visit www.cmsperipherals.com

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