



Vision Solutions Acquires Double-Take Software Frequently Asked Questions

Overview

On July 26, 2010 Vision Solutions announced its acquisition of Double-Take Software, Inc. a leading provider of recovery solutions for the rapidly growing Windows, Linux and Cloud Computing markets. This transaction significantly expands Vision Solutions' product offerings and distribution capabilities in the Windows and open systems markets, and strengthens its prominence throughout the information availability marketplace.

Benefits

- Provides a competitive portfolio of high availability, disaster recovery, and data and systems management solutions for the Power Systems, Windows, Linux and Cloud computing markets.
- Offers a greater choice of technologies. Innovations from the combined team are expected to be substantial, given the expanded ability to cross-pollinate ideas and technologies.
- Creates one of the world's largest development, service, and global customer support centers for information availability software across Windows, Linux and IBM Power Systems platforms.
- Expands Vision Solutions' distribution capabilities and product offerings for its combined worldwide partner and customer base.
- Provides unprecedented coverage and support for customers of all sizes and geographies.
- Creates exciting new career opportunities for the combined employee base.
- Offers one of the largest repositories of information availability research and content with nearly 100 white papers, e-book chapters and archived webcasts on related topics.

Q: What are the basics of Vision Solutions' acquisition of Double-Take Software?

A: On July 23rd Vision Solutions finalized the acquisition of Double-Take Software, a leading provider of recovery solutions in the Windows, Linux and Cloud Computing markets. This combined organization creates one of the world's largest development, service and customer support companies for information availability and data sharing software across Windows, Linux and Power Systems platforms. In addition, Vision has one of the largest, most established global technology partner networks, which provides unprecedented coverage for customers of all sizes and across all geographies.

Q: How else will Vision and Double-Take customers benefit?

A: The acquisition gives all customers and partners a greater choice of technologies from a single provider. And with the ability to cross-pollinate ideas and technologies, the expected innovations from the combined engineering teams will be substantial and will bring customers new levels of availability and data-sharing capabilities. On top of this, there will be an even greater range of distribution capabilities and added depth in the 7x24 Customer Care organization.

Q: Will customers face any near-term changes regarding partner support, services and product changes?

A: Customers with Double-Take products will continue to receive the same excellent customer care and technical support that they have come to expect, from top-caliber professionals with deep knowledge and experience in the products and platforms they support. Indeed, customers should have no concerns in this regard whatsoever. In fact, one of the many reasons Vision acquired Double-Take was because of the exceeding trust and loyalty they have earned among their customers through their exceptional support and services organizations. Likewise, with regard to product development, Double-Take



customers will continue to receive the benefits of intense and constant investment in new capabilities and technologies as Vision continues to move their Double-Take products forward. Customers can also rest assured that Vision will continue to support their existing Double-Take products. And for customers with Vision products, our promise is the same: Continued excellence in support and unrelenting product innovation for their Vision products.

Q: What industry and market opportunities are ahead?

A: Vision's analysis points to a large and growing market for the foreseeable future. Businesses of virtually all sizes are focused on improving the availability of critical applications, whether in the cloud or via on-premise resources. And a number of industries such as healthcare, financial services and supply chain will continue to experience the more demanding availability requirements that Vision Solutions addresses. In fact, companies in nearly all industries are facing new regulations or service-level agreements that are driving the necessity for increased levels of data protection and faster recoverability.

Q: How will partners benefit?

A: Vision is firmly and inclusively committed to the success of the combined partner network across all regions and operating platforms. In fact, the acquisition will be welcome news for partners that want to help their customers improve availability and manage risk on a broad base of platforms. The distinctive combination of Vision Solutions and Double-Take Software leverages diversified product offerings, subject matter expertise and market coverage, all of which will better serve partners and their customers.

Q: Will there be changes in the partner landscape?

A: With the acquisition of Double-Take, the number of partnerships is significant in every industry, geography and category. For instance, Vision now has strategic partnerships with the world's largest technology providers, including, IBM, Microsoft, HP, Dell, VMware and Amazon, along with resellers and system integration partners in nearly every region. The result will be enhanced opportunities, service levels and convenience for partners and customers alike.

Q: How are employees receiving the news?

A: The acquisition brings unique opportunities to employees throughout the business. With this acquisition, Vision Solutions nearly doubles in size and along with that comes a host of new opportunities in terms of job function, advancement, exposure to new technologies, markets, best practices and more.

Q: How do the corporate cultures of Vision and Double-Take compare?

A: Vision has successfully resold Double-Take software for the past few years and has found the cultures to be quite compatible. Both companies have similar views and definitions of high availability and disaster recovery solutions, and the distribution models are synergistic. Of course, each company also has a unique cross section of employees who bring invaluable, insightful perspectives to our industry.

Q: Innovation is important. How will the combined organization contribute to that?

A: Vision Solutions is ardently committed to the combined product roadmap of both companies, which includes the delivery of a broad range of innovative technology, services and solutions across Windows, Linux and IBM Power Systems platforms. Customers' technology investments in Vision and Double-Take software offerings are secure and they will continue to pay dividends in exciting new ways. It is fully expected that the combined intellectual capital will create new technology breakthroughs in the months and years ahead.

Q: Who is Thoma Bravo, the private equity firm behind Vision Solutions?

A: Thoma Bravo is one of the most experienced and successful private equity firms in the U.S. The firm has been providing equity along with strategic and operating support to promising businesses and their management teams for more than 25 years. They adhere to an investment strategy of identifying high-potential industry sectors and partnering with top executives to invest in businesses that can grow organically and through acquisitions. Vision has and will certainly continue to benefit from their leadership and experience.