

FOR IMMEDIATE RELEASE

Media Contacts:
Deb Montner
Montner & Associates, Tech PR
203-226-9290
dmontner@montner.com

ACCELOPS JOINS THE VMWARE TECHNOLOGY ALLIANCE PARTNER PROGRAM

AMERICAN SYSTEMS Selects AccelOps for Operational IT Service Management Leveraging Their VMware Investment

SANTA CLARA, CALIF. – October 20, 2009 – [AccelOps](#), datacenter service management innovator, today announced it has joined the VMware Technology Alliance Partner (TAP) program. The VMware TAP program helps technology vendors integrate their products with VMware virtualization software and deliver timely, joint solutions to mutual customers. AccelOps offers a seamlessly integrated datacenter management solution, packaged as a virtual appliance or SaaS for the mid-tier enterprise, which provides end-to-end visibility and IT service intelligence.

To improve service reliability, one must see and manage all aspects of performance, availability and security related to that service. AccelOps provides transparency and service-relevance to virtual operations. AccelOps' virtual appliance links physical and virtual environments to business services and automatically discovers and monitors relationships, configurations, health, trends and metrics to achieve service-levels, expedite root-cause analysis and reconcile resource usage.

"Today's datacenter has transformed to take advantage of virtualization, on-demand capacity and always-on computing; so too must IT management processes and tools advance," said Phil Hochmuth, principal analyst at Yankee Group. "AccelOps is one of the few startups taking a holistic view in monitoring datacenter infrastructure and services across IT functional domains for physical and virtualized environments. Targeting mid-tier enterprises, AccelOps' integrated approach, as a virtual appliance or SaaS, is compelling to organizations opting for end-to-end visibility and service responsiveness."

AMERICAN SYSTEMS, a leading service provider to the U.S. government, uses VMware extensively in their datacenter. The IT organization employs a variety of commercial and custom monitoring products to support over 1,500 employees across 16 offices and 125 field sites. The organization wanted to extend their oversight and security controls. They decided to source a new Security Information Management (SIM) system and

performance monitoring system. With a converged network and security department, they sought greater visibility, broader operational and security controls, and a scalable means to manage their operational data. After conducting a comprehensive in-house evaluation of name brand leaders, they selected AccelOps.

AMERICAN SYSTEMS, which has standardized on the VMware platform, enjoys the benefits of the AccelOps virtual appliance that allows them to leverage their VMware investment and enables immediate procurement, easy deployment, high availability and as-needed capacity expansion.

“We were looking to centralize our IT business instrumentation and to advance event correlation, performance monitoring and security information management,” said Brian Neely, CIO of AMERICAN SYSTEMS. “With AccelOps, my team has instant intelligence on our business posture, operational issues and security threats through an integrated, easy and dynamic Web GUI. The degree of automation and breadth of operational analytics and security controls are powerful, extensive and scalable – truly enabling proactive, service-oriented management.”

AccelOps integrates core datacenter/IT management functions and seamlessly combines state-of-the-art discovery and CMDB, cross-domain correlation, monitoring and alerting, interactive dashboards and topology maps, automated service definition and SLA tracking, identity and location management, enterprise search, case management, and built-in analytics and reports tied to industry best practices.

AccelOps invites VMware partners, prospects and customers to visit the [VMware Virtual Appliance Marketplace](#) and learn more about our [AccelOps Try and Buy program](#).

“We are delighted with the support that the VMware TAP program provides. Delivering our virtual appliance and SaaS application leveraging the VMware platform is an essential differentiator that well positions us to serve the mid-tier enterprise,” said [Imin Lee](#), CEO of AccelOps. “With AccelOps, users can proactively manage and optimize their physical and virtual environments to assure service delivery and gain operational efficiency. We look forward to introducing our integrated datacenter management solution to VMware’s partners and end-users.”

With more than 1,200 members worldwide, the VMware TAP program works with best-of-breed technology partners to provide them a comprehensive set of VMware technical and marketing services, support, tools and expertise to deliver enhanced value to joint customers.

“We are excited to welcome AccelOps as a member of the VMware TAP program,” said Bernie Mills, senior director, alliance programs, VMware. “The VMware TAP program offers companies like AccelOps the tools and resources they need to develop high-value solutions that meet the needs of our mutual customers.”

About AccelOps, How IT Accelerates Business

AccelOps provides innovative datacenter and IT service management software delivered as a virtual appliance or SaaS. Our all-in-one solution assures greater service reliability by empowering organizations to readily monitor and improve service availability, performance, security and governance objectives. The integrated approach aggregates, cross-correlates and manages diverse operational data to yield end-to-end visibility, service insight, operational efficiency and resource savings. The Silicon Valley-based company is privately held, venture-backed and led by experienced technology executives who created the popular Cisco MARS security appliance. Do more, control more and save more by visiting www.accelops.net.

AccelOps Inc. is a privately held Delaware corporation. AccelOps, the AccelOps logo, OpsBridge and OpsAdvisor are trademarks of AccelOps, Inc. Other names mentioned may be trademarks and properties of their respective owners. The use of the word “partner” or “partnership” does not imply a legal partnership relationship between VMware and any other company.