

Diskeeper is now



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Solution Pitch:

V-locity is the only solution to optimize I/O on virtual platforms and in the private cloud.

As a fully certified VMware-ready solution for the enterprise, V-locity automatically, intelligently and transparently improves I/O performance. A small investment in V-locity ensures your larger investment in virtualization pays off fully.

V-locity® virtual platform disk optimizer for VMware and Hyper-V

Why V-locity is a vital add-on to Virtual platforms and what your customers need to know to protect their virtualization investment

Value to End User

- **Performance increase:** Applications launch faster, and faster file read and write operations increase user productivity and reduce help desk calls.
- **Reliability and uptime:** VMs and applications are more stable due to optimization.
- **Reduced** wasted storage space.
- **Increase of VM density:** Due to better utilization of resources, more VMs can run on each host, which results in more cost savings.
- **Speeds** backup and imaging time.
- **Automatic:** Optimization operates invisibly and is fully automatic to save IT Pros costly reactive troubleshooting.

Who to Sell to?

- Organizations of any size using VMware or Hyper-V.
- IT staff, IT Managers, IT Directors implementing or maintaining virtual environments
- Database administrators in a Virtual environment
- System Architects
- Network Administrators
- IT resource and capacity planners

Top Qualification Questions:

Are you tasked with supporting your virtual machines? How do you go about maintaining and/or improving performance on your virtual machines over time?

If you could increase VM density (number of virtual guests per host) how might that benefit you and your organization?

If you could ensure maximum return on your virtualization investment not only now, but down the road six months or a year from now, how would that help you?

Does Virtualization Eliminate Performance Problems Such as Fragmentation? ...No.

“Disk fragmentation can be worse in virtualized environments because physical drives serve multiple OSes and applications. Partners such as ConduSiv Technologies Corporation are broadening the portfolio of products that customers need as they deploy Microsoft virtualization solutions in the enterprise.” – Microsoft Corporation

“For peak performance of Guest OSes running Windows, deploy a virtual platform optimizer as Best Practice maintenance... ConduSiv Technologies Corporation worked closely with VMware to offer V-locity, a fully certified VMware Ready solution for the enterprise.” – VMware

Conversation Key Phrases:

- Virtualization
- Wasted disk space
- I/O bottlenecks
- Increase VM density
- Private cloud
- Resource conflicts

Add-On Opportunities:

- All virtual platform and private cloud software sales
- Customer looking for improved VM density
- Customer has storage back-up issues (too long, aborted)
- Customer is consolidating hardware through virtualization
- Customer is adding storage to their virtualization solution
- Customer is trying to improve performance on his virtual machines

Key Differentiators

- **IntelliWrite**® exclusive technology optimizes file writes.
- **InvisiTasking**® exclusive technology ensures zero impact to resource overhead.
- **CogniSAN**™ exclusive technology allows for transparent optimization by eliminating resource contention for shared storage systems such as SANs.
- **V-Aware**™ exclusive technology allows for transparent optimization by eliminating resource contention on virtual storage systems.
- Special **Virtual Disk Detection**.
- Automatic zeroing of free space for **increased space reclamation** performance.
- **Set It and Forget It**® automatic and real-time operation.

Customer Pain Points

V-locity helps solve the following known problems which occur on virtual platforms:

- Disk I/O load increases as the number of VMs increases.
- I/O bottlenecks resulting in slower than expected application performance (e.g., SQL/Outlook/Office/Exchange)
- Performance and reliability deteriorate, resulting in user performance complaints and help desk tickets.
- Wasted storage space.
- Decrease in VM density.
- Slow file backup and imaging.
- Downtime and possible corruption.
- Reduced productivity.
- Increased energy cost.
- Unnecessary upgrades and hardware expense.

V-locity Product SKUs	Product Description
V-locity 1-24 cores (per core): Mfg# 188212	Virtual platform disk optimizer for VMware and Hyper-V
V-locity 24-49 cores (per core): Mfg# 188213	Virtual platform disk optimizer for VMware and Hyper-V
1-year Maintenance SKUs	Product Description
V-locity 1-Year Maintenance 1-24 cores Mfg# 188230	1-year maintenance add-on
V-locity 1-Year Maintenance 25-49 cores Mfg# 188231	1-year maintenance add-on

For complete Channel SKU list visit: www.condusiv.com/partners/channel/purchase

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Requirements:

Host requires Windows 2008 (or R2) Server with Hyper-V™ role.

VMware: ESX Server 3.5 or later.

Citrix: Key V-locity features are supported.

Guest supports the following operating systems:

Windows XP (requires SP2)
Windows Vista
Windows 7
Windows Server 2003
Windows Server 2008 (or R2)

Where V-locity Fits Into the System:

V-locity consists of two components for Microsoft Hyper-V platforms and two components for VMware ESX/ESXi

1. The V-locity Host for Hyper-V is installed in Windows Server® 2008/R2 operating systems that are running Hyper-V.
2. The V-locity Guest is installed in all Windows® virtual machines, regardless of virtual platform.
3. For VMware environments, a remote V-locity 3 Host Agent is installed on an IT management desktop. These do not have to be virtual machines, and can be any Windows operating system that has access to the host and guest systems.

Additional Products from ConduSiv Technologies Corporation

Diskeeper® data performance and optimization software

Undelete® instant file recovery and data protection software

Visit: www.condusiv.com/channel for product info

For more information:

on ConduSiv Technologies Partner Program and product NFRs:
<https://www.condusiv.com/partners/>