



Systems Integration Delivered with Commitment

Teoma Systems & VMware partner to combat rising server costs

December 20th, Troy MI – Troy-based Teoma Systems today announces a formal business partnership to distribute VMware Server Consolidation and Virtualization software. VMware is the recognized expert in virtualization technology solutions and offers the most robust software suite in the industry for server consolidation – VMware Infrastructure 3. By consolidating your server hardware with VMware Infrastructure 3, your organization can:

- Increase utilization of existing hardware from 10-15% up to 80%
- Reduce hardware requirements by a 10:1 ratio or better
- Reduce hardware and operating costs by as much as 50%
- Reduce the time it takes to provision new servers by up to 70%
- Save more than \$3,000 per year for every server workload virtualized

“VMware Infrastructure technology can reduce costs on maintenance, electricity, administration, and hardware for our clients, and will help us to better support organizations with a growing need for server consolidation and virtualization.” said Teoma Systems’ CEO Mike Quarton. “This strategic alliance, along with our relationship with IBM and their BladeCenter products, and Compellent’s data storage and disaster recovery solutions, allow us to better assist our customers with their rising server hardware and management costs now and into the future.”

About VMware:

VMware is the world’s leading provider of virtualization solutions for x86-based servers and desktops. Through a pioneering approach to virtualization, VMware technology works to separate the software from the underlying hardware. This allows a single computer to run multiple operating systems and applications, delivering significant improvements in efficiency, availability, flexibility and manageability.

Founded in 1998, VMware is headquartered in Palo Alto, California, with offices around the world. VMware’s customer base consists of more than 20,000 organizations of all sizes, including 100% of Fortune 100 companies. VMware delivers technology designed to substantially lower IT costs, provide more flexibility in choosing operating systems, and offer a more automated and resilient systems infrastructure capable of responding to variable business demands.

About Teoma Systems:

Teoma Systems is a full service systems integrator serving organizations throughout the United States. Teoma provides best-in-class products from manufacturers such as VMware to complement it’s internal Professional Services practice. Teoma represents a broad range of communication and IT technologies and services for IP Telephony, Unified Messaging, Voice & Video Conferencing, Networking Infrastructure, Security, Storage, Server-based Computing, Remote Access and Mobility, and Call Center applications..

For additional information, please visit the Teoma Systems Web site at <http://www.teomasystems.com> or contact:

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