

Nominee: Virtual Instruments

Nomination title: **VirtualWisom – the industry’s leading IPM platform**

- What are your product's/solution's key distinguishing features and/or USP?

The Virtual Instruments solution, VirtualWisdom4® is the industry’s first Infrastructure Performance Management (IPM) platform, built from the ground up to unify the monitoring of dynamic converged infrastructures and traditional data centre resources.

The VirtualWisdom4 IPM platform fully supports converged environments by providing detailed visibility into the performance, utilisation, and health of the infrastructure. With this, customers can now not only improve the performance, but also the availability and cost efficiency of their end-to-end infrastructure.

With flash, cloud migration, software defined and convergence all combining to cause massive disruption in today’s datacentres, Infrastructure Performance Management (IPM) is the only way to guarantee optimum performance in mission-critical applications supporting the business.

- What tangible impact has your product/solution had on the market and your customers?

Today 30% of Fortune 100 companies are taking advantage of the benefits of Virtual Instrument’s flagship VirtualWisdom platform to effectively see across their IT infrastructure and manage performance. However, generally until now, improving storage performance has been regarded as an expensive a resource-consuming activity. But, in today’s environment companies need to take whatever measures are necessary to optimise performance without simply throwing additional storage at the problem, which simply adds complexity, cost and overall inefficiency.

VirtualWisdom offers the real-time analysis that reveals the performance of the storage arrays on application response time. The ability to use lower-cost storage can result in 40-50% cost per terabyte savings and reduce floor space, power, and cooling requirements by up to 80%.

Furthermore, the demands we place on IT infrastructures have increased significantly and in order to maximise our datacentres each application needs to be run optimally. Virtual Instruments allows administrators to do just that and the company is making a significant impact on the market.

- What are the major differentiators between your product/solution and those of your primary competitors?

VirtualWisdom4® is the only solution with the resources and analytics capability to correlate information from every tier of the stack to provide unique insights about the performance and any issues going on throughout the entire infrastructure, end to end, regardless of vendor.

- VirtualWisdom4 ensures performance-based SLA commitments are still maintained once applications are moved into a converged infrastructure, allowing more applications to be virtualised while checking that the capacity of the physical server is used to its maximum potential resulting in reduced OPEX and CAPEX.
- The solution enables end-to-end visibility to track and monitor performance from the application through the converged infrastructure to pinpoint and resolve problems before they become serious, protecting critical application performance and investments.
- Since VirtualWisdom4 is a vendor-agnostic protocol based IPM platform (now with a 16G Fibre Channel line-rate capability), it not only works with several of the major converged systems offerings, but it can also be used to monitor existing legacy open systems infrastructure. So it provides a management solution that can baseline current system performance while also tracking and monitoring the new converged deployments to increase operational efficiency - allowing the flexibility to adopt new technologies as required.

Why nominee should win

- **Simplicity** – Consolidation leads to a more straight-forward, yet powerful IT infrastructure which is cheaper to run, more energy and space efficient.
- **Increased Agility** – Consolidated systems make the implementation of new applications more efficient than open systems because they arrive fully tested and integrated, so deployment is quicker.

- Pre-tested Configurations –Open systems require the formidable task of meticulous interoperability in-house testing. With converged infrastructure, this is performed by the vendor.
- Single Point of Contact – Despite thorough integration testing of the converged infrastructure before deployment, things still go wrong, often resulting in endless finger-pointing with no one actually fixing the problem.