



FOR IMMEDIATE RELEASE

Astute Networks Unveils Revolutionary ViSX G3 Virtualization Acceleration Solution for VMware Environments

Customer Experiences 1,500% Increase in Application Performance – Productivity and Efficiency Up; VMware Certified Solutions Enable Organizations to Overcome the Critical Problems of Virtual Stall and Expansion

SAN DIEGO, Calif. – August 15, 2011 – [Astute Networks](#), the performance-centric innovator of patented network and flash-based technologies for virtualized infrastructure, today announced the introduction of [ViSX G3™](#), an innovative performance solution for VMware (NYSE: VMW) virtualization environments. ViSX G3 enables faster, more widespread adoption of server and desktop virtualization, as well as cloud computing by delivering sustained random I/O performance, with optimized flash memory, to virtual machines (VMs) over standard local area networks.

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ViSX G3 is the only product that provides purpose-built, optimized flash performance and full support for advanced virtualization functionality without the high cost and limitations of disk or competing flash technologies. The company's Networked Performance Flash™ architecture and patented [DataPump Engine™](#) technology enable each ViSX G3 solution to add dedicated sustained random IOPS performance – the equivalent of hundreds of expensive enterprise disks – to each host in an existing virtualized infrastructure.

According to industry statistics, only 10 percent of data centers have virtualized their applications and most have only virtualized non-essential applications primarily because of the virtual stall problem and performance concerns. Databases, desktops, and cloud computing environments generate far more network and storage I/O than virtual environments can handle.

As a result, virtualized storage is too slow to support SAP, Oracle, and SQL databases; virtual machine performance is inadequate to meet Microsoft Exchange and SharePoint service levels and user mailbox loads; and backing up or recovering virtualized data stores is unacceptably slow. Until now, there was no simple, cost-effective way to add network-based performance to VMs as needed to solve these critical challenges.

“We believe ViSX G3 is a revolutionary solution that makes virtualization feasible, cost-efficient, and easy to deploy throughout all virtualized organizations for the first time,” said Steve Topper, president and CEO, Astute Networks, Inc. “SAN flash products restrict flash performance; internal PCI and external direct attached storage (DAS) flash products lock flash to a single server, restricting virtualization, and key VMware functionality. In contrast, ViSX G3 is a simple, cost-effective, network-based VMware certified solution that, thanks to its unique Networked Performance Flash architecture, simply plugs into an existing environment and lets IT managers add performance to a virtual environment where they need it.”

ViSX G3 is a combination of enterprise flash memory, Astute Networks’ patented DataPump Engine™ processor technology, custom hardware, and its uniquely optimized software. The DataPump Engine processor delivers fully offloaded and accelerated network traffic (TCP/IP) and virtualized data store traffic (iSCSI), sustained flash performance, and multi-level RAID protection.

“I/O is the next frontier to be conquered, especially if server virtualization is to embrace the next level of mission critical applications,” said Arun Taneja, founder and consulting analyst, The Taneja Group. “A variety of approaches have hit the market to boost I/O, each with its own pros and cons. Astute Networks has focused squarely on delivering the highest performance from flash chips, best value for the money, a standard interface and support for multiple servers simultaneously. Customers will find this combination worthy of consideration.”

“We have a corporate initiative to transform our entire IT environment with VMware,” said Walt Thinfen, vice president and CIO, Visioneer. “After Visioneer deployed its first ViSX G3 product into production, we experienced 1,500% better read performance on critical applications, accelerated performance on our most demanding VMs and witnessed a noticeable increase in the responsiveness of our database applications. It also allowed backups to complete faster and with less impact on our other operations. Productivity and efficiency is up as well, because our

employees can now quickly access SAP, Microsoft Exchange and SharePoint like never before. VM and application performance has been optimized with no impact to our existing infrastructure. Astute is helping us make our virtualization strategy a reality. The ViSX G3 solution is an essential component of our strategy.”

ViSX G3 Highlights

- Networked Performance Flash solution for VMware cloud computing and virtualization;
- Patented DataPump Engine delivers the sustained performance equivalent of 100s of expensive and power hungry enterprise disks*;
- Complements capacity-optimized disk storage with performance-optimized flash;
- Each ViSX G3 supports 64 virtualized host servers and their virtual machines with dedicated I/O; and,
- VMware Ready Certified to work with current and future virtualized infrastructure.

“Astute Networks ViSX G3 acceleration appliance for VMware is the right product at the right time and they’ve made it very easy for channel partners to sell it,” said Rocco Belsito, southwest district manager, En Pointe Technologies. “It addresses a huge unmet need and provides our VMware customers a performance-centric cost-effective solution that is simple to implement and easy to manage. They’ve covered all the bases.”

Pricing and Availability

The ViSX G3 is the most affordable performance flash solution for VMware, with prices starting at under \$500 per host server and less than \$100 per virtual machine**. The ViSX G3 1200 is priced at \$29,000, the ViSX G3 2400 is \$59,000 and the ViSX G3 4800 is \$94,000. Complete solutions including extended warranty, expert support and on-site service are available now. Please visit www.astutenetworks.com for more information.

View the ViSX G3 at VMworld at the Venetian Las Vegas, August 29 – September 1, 2011 in The New Innovator Pavilion Booth 171A.

About Astute Networks

Astute Networks Inc. is the performance-centric innovator of patented networked performance flash technologies for virtualized infrastructures, delivering unmatched price/performance/power metrics that are essential components of successful virtualization deployments. For more

information on Astute Networks visit www.astutenetworks.com or call BUY ViSX: 855-289-8479.
To view the latest blog post, "Making Good on the Promises of Virtualization," [click here](#).

* Theoretically, one thousand 10,000 RPM enterprise disks configured as RAID 10 could provide best-case performance of 70,000 sustained random IOPS or 140 IOPS per pair of disks.

** Based on consolidation ratio for average number of virtual servers (virtual machines) per host of 6:1 as reported by V-Index.com.

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