



PRESS RELEASE

VKernel Announces Enterprise Cloud Alliance with HP

HP Joins VKernel's Capacity.LINK Developer's Program to Offer VKernel Chargeback Capabilities for HP's Microsoft Private Cloud Clients

Andover, Massachusetts, USA, August 24, 2011 — [VKernel](#), the award-winning provider of enterprise-class performance and capacity management products for virtualized data centers and cloud environments, announced today that HP will offer VKernel's Chargeback with Hyper-V product to clients of its [HP Services for Microsoft Private Cloud](#) solution.

Built on HP Converged Infrastructure, Microsoft Hyper-V and Microsoft System Center, HP Services for Microsoft Private Cloud reduce the complexity and cost of IT management by helping clients deploy a fully integrated private cloud. Through the integration of VKernel's Chargeback with the Hyper-V product, HP Services for Microsoft Private Cloud now include self service, provisioning, back-up, metering and chargeback for private cloud environments that are capable of deployment within 30 days.

The integrated metering and chargeback solution enables clients to collect data for resource usage and charge business units for compute, storage and network resources through a "pay per use" model. This provides the business with an accurate cost for the IT resources needed to run their business.

The VKernel and HP partnership builds on the momentum VKernel is seeing in its growing list of cloud providers and advanced virtualization enterprises. In June, VKernel released vOperations Suite™ 3.5, which was developed based on requirements identified from over 700 VKernel customers, including a number of enterprises deploying private clouds as well as public cloud and hosting providers.

"Partnering with HP and Microsoft for private cloud deployments provides sales coverage and services expertise that enables VKernel to continue to expand into larger enterprise deployments," said Doug McNary, CEO of VKernel. "VKernel is committed to helping partners like HP and Microsoft to embed our products and technologies into their enterprise cloud solutions."

"Enterprises are seeking a real-time view of resource usage and costs associated with private cloud," said Tom Norton, director, Microsoft Consulting, HP. "VKernel Chargeback for Hyper-V provides fast time-to-value and an intuitive interface, making it the right fit for our private cloud clients."

Installed as a virtual appliance, Chargeback provides value within 20 minutes from download including:

- ▶ Allocated or actual cost calculations
- ▶ Customizable memory, storage and CPU costs at the application level
- ▶ Custom group creation to group VMs with applications and business units
- ▶ Custom chargeback fields for daily allocation of additional costs like data center space
- ▶ Automated reporting that can be emailed out in PDF or CSV format

Designed to support customers and partners implementing VKernel data integration initiatives, Capacity.LINK enables customers and partners to join the program for access to the company's newly released vOPS API, which allows virtualized data centers to integrate the capacity intelligence generated by VKernel's Capacity Analytics Engine™ into external systems such as help desks, ticketing systems, billing applications, self-service portals, reporting frameworks and systems management consoles.

Please visit www.hp.com/services/coreinfrastructure for more information about HP Services for Microsoft Private Cloud.

Please visit <http://www.vkernel.com/partners/microsoft> for more information about VKernel's Microsoft Hyper-V and Microsoft System Center solutions.

About VKernel

VKernel is the number one provider of capacity management products for virtualized data centers and cloud environments. The company's powerful, easy-to-use and affordable products simplify the complex and critical tasks of planning, monitoring and predicting capacity utilization and bottlenecks. Used by over 50,000 system administrators, the products have proven their ability to maximize capacity utilization, reduce virtualization costs and improve application performance.

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