

ORACLE

November 2008 Customer Survey

A TechValidate Research Report

This is a short format research report describing how users address business or technology challenges with their Virtual Iron. All information contained in this report was sourced directly from users with first-hand experience deploying their Virtual Iron. TechValidate verifies the identity of all users involved in its research studies and guarantees anonymity so that they can speak candidly.

Vendor Perspective

Virtual Iron is the best server virtualization solution for small/medium enterprises. When cost is your enemy, Virtual Iron provides all the features and benefits you need combined with ease of deployment and maintenance. It is the solution of choice for cost-conscious, efficient IT professionals.

Align cost/functionality with your real virtualization objectives. Don't purchase more than you can afford, actually need, or can easily maintain. Hundreds of your peers in information technology have found that Virtual Iron offers the right balance that not only meets but exceeds their functional needs and their expectations.

Virtual Iron and its partners will help you rethink, renew and reinvent your virtualization strategy to accomplish the return on investment you expect while also performing the day-to-day work required from the 21st century small/medium enterprise data center.

Highlights from the Virtual Iron November 2008 Customer Survey

The following deployment statistics have been collected and validated by TechValidate from real world users who have experience deploying and using their Virtual Iron.

TechFact

44% of Production Environment Virtualized

On average customers stated that 44% of their production server environment was already virtualized with the Virtual Iron solution.

Source: Survey of 134 Virtual Iron solution users

Validated TVID: DCA-73F-D68

TechFact

Virtual Iron Reduces Number of Physical Servers

133 IT organizations reduced the number of physical servers by an average of 42% by deploying their Virtual Iron solution.

Source: Survey of 133 Virtual Iron solution users

Validated TVID: 475-A02-B0F

TechFact

Virtual Iron Preferred to VMWare

91% of surveyed Virtual Iron users selected their solution over VMWare.

Source: Survey of 134 Virtual Iron solution users

Validated TVID: 7C6-E5C-C7C

TechFact

Price Is Primary Purchasing Rational

87% of IT organizations reported that one of the primary rationales for purchasing server virtualization was price.

Source: Survey of 98 Virtual Iron users

Validated TVID: C9C-F80-F1A

Research Methodology

This QuickSheet is based upon data collected from customers of Virtual Iron. TechValidate surveyed 169 users and purchasers of Virtual Iron solution between October 21, 2008 and December 8, 2008.

Respondents had the following demographic profile:

- 36% of respondents were from a Small Business (<100 employees), 31% of respondents were from a Medium Enterprise (between 100 to 5,000 employees), 9% of respondents were from State & Local Government
- 12% of respondents were from the Computer Services industry, 12% of respondents were from an Education institution, 12% of respondents were from the Professional Services industry

About TechValidate

TechValidate is a trusted third party service that verifies the usage, configuration, and benefits of technology products and services. We directly communicate with users to collect and validate information

about their deployments. Our promise to the end user community is to provide unbiased, verified information about the usage and benefits of technology products and services. Read more about how TechValidate works at www.techvalidate.com.

Contact Information

TechValidate

TechValidate Software, Inc.
2418 5th Street
Berkeley, CA 94710

info@techvalidate.com

Oracle

900 Chelmsford Street
Tower I, Floor 2
Lowell, MA 01851