



# vistara

## Company and Product Overview

*The IT Operations Cloud*



June 2013

# Vistara Overview: The Company

## Who We Are

- Incorporated July 2012
- Headquarters in San Jose, CA
- Development center in Hyderabad with 50 R&D engineers
- Representative office in Japan
- Used by managed service providers for seven years
- Over 1100 customers using Vistara
- Available for enterprise since January 2013
- SaaS platform
- Strong channel distribution – over 140 VARs through parent company alone
- Available in North America and Japan
- Patent pending technology

## Our Customers



## Our Distributors and VARs



## Our Partners



# Problems

- “Enterprise” tools too costly, complex
- “Cloud” tools don’t easily integrate cloud + premise
- No way to prioritize issues across environments and tools
- No solution for both enterprises and their service providers
- No solution for large midmarket companies
- Proactive management difficult



# The Need for Unified IT Operations Management vistara

How can IT unify the entire enterprise: physical, virtual and cloud?

Physical Devices

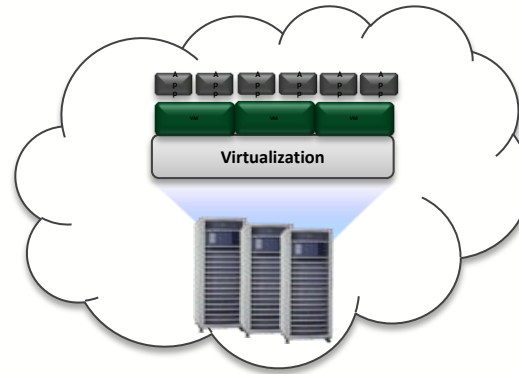


Bring Your Own Device

Virtualized Servers



Private Cloud



Public Cloud



***Unify IT Operations Management***

- Monitor and manage
- Bottom to top of the stack
- On-premise and cloud
- Physical and virtual
- Many platforms, vendors, clouds
- Service delivery

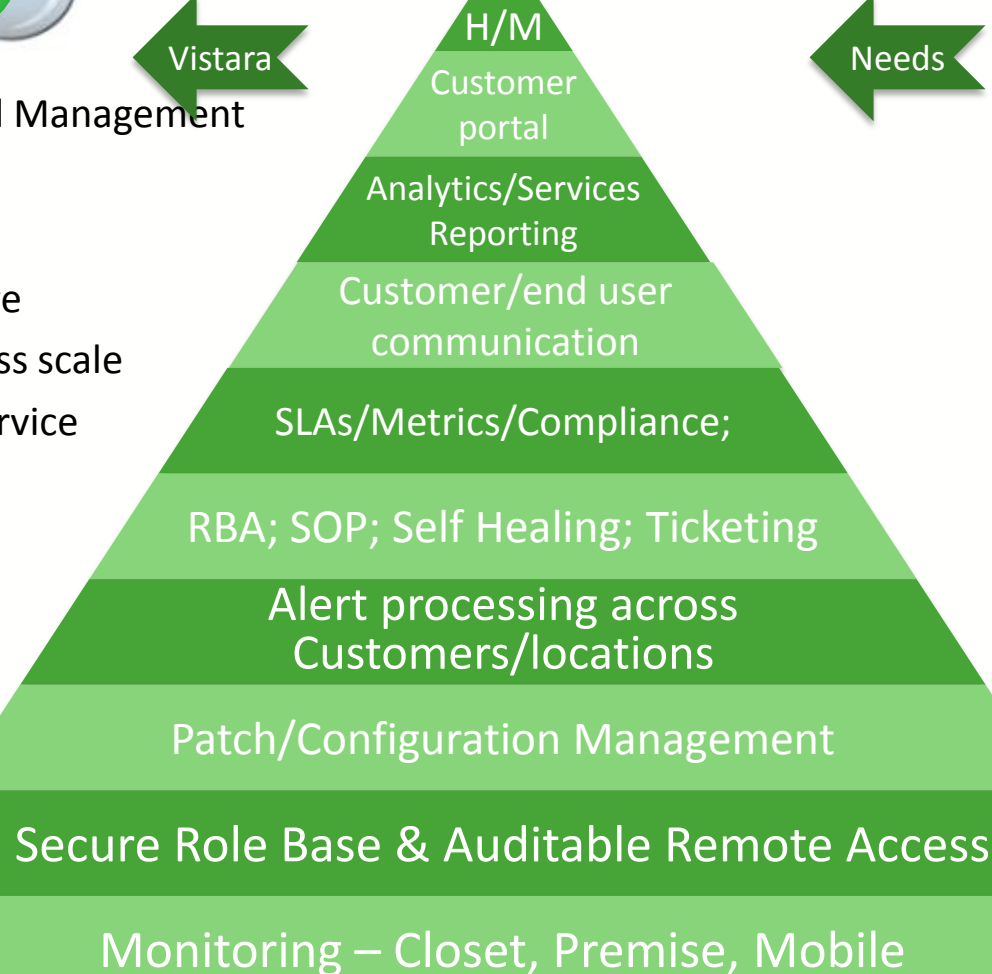
# Solution: Modern IT Operations Platform



Vistara

- Unified Management
- SaaS
- Secure
- Intuitive
- Limitless scale
- Self-Service

Needs



## CUSTOMER INFRASTRUCTURE

On-Premise

Service Delivery

In Data Center

Inventory and Governance



On Public Clouds

Monitor, Manage, Operate












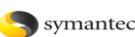

























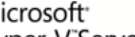



















“What we have is a way for customers to operationalize cloud. The market is dying for this. You cannot have an enterprise hybrid cloud environment without these tools. Otherwise, it’s just too painful and unmanageable.”

*Ron Dupler, CEO Green Pages, top 10 solution provider*

*CRN 8/10/2012*



# Broad Coverage of Platforms, Vendors, Clouds

Application	Backup	Unified Communication	Database	Servers	Cloud	Virtualization	Storage	Networks
      	   	  	      	       	     	   	       	       

# Demo



# Things to Remember

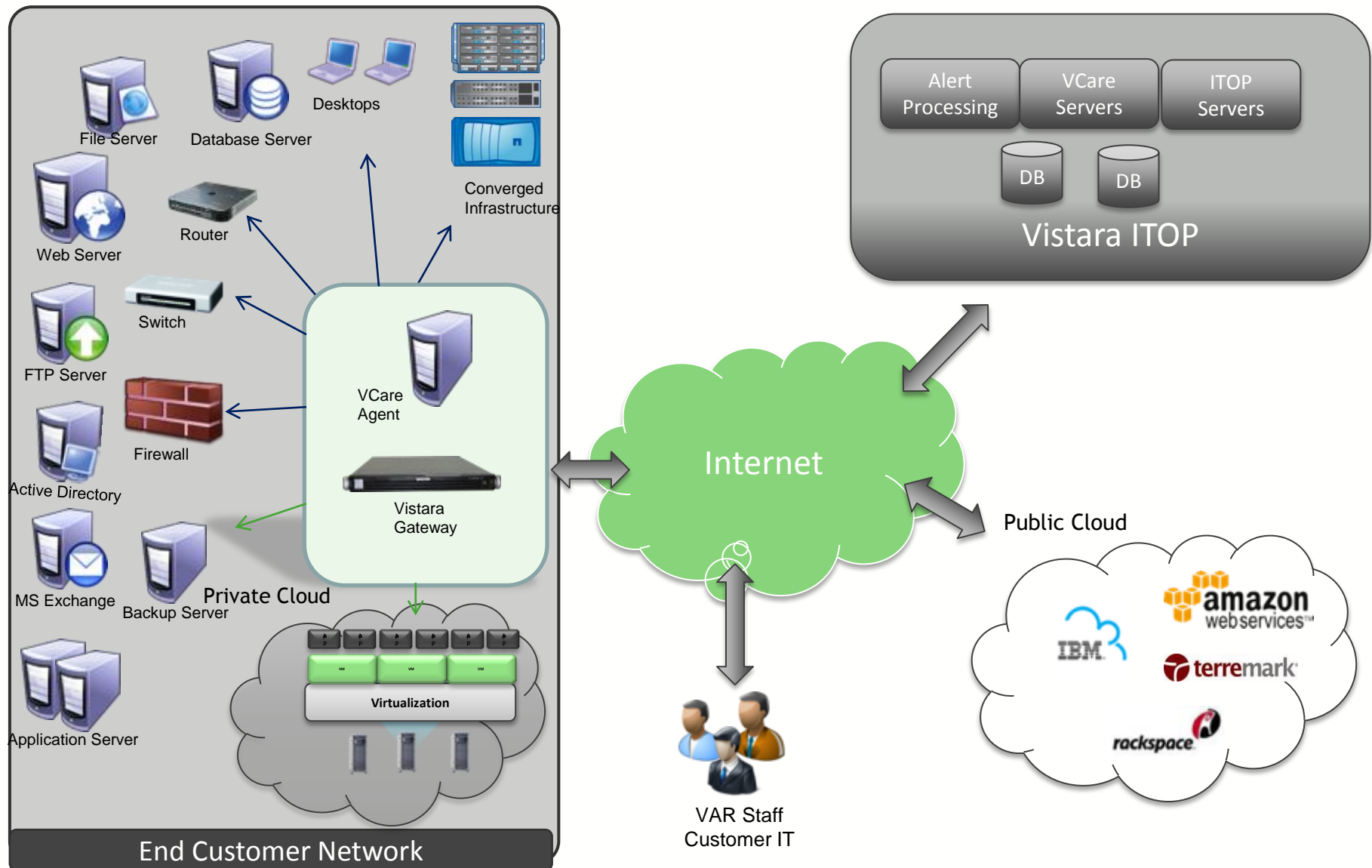
## Modern IT

1. Highlights Service Delivery
2. Requires Transparency
3. Is Trending Toward Self Service
4. Demands Reliability, Scalability and Security
5. Increasingly Demands Integration of Internal Infrastructure and External Infrastructure

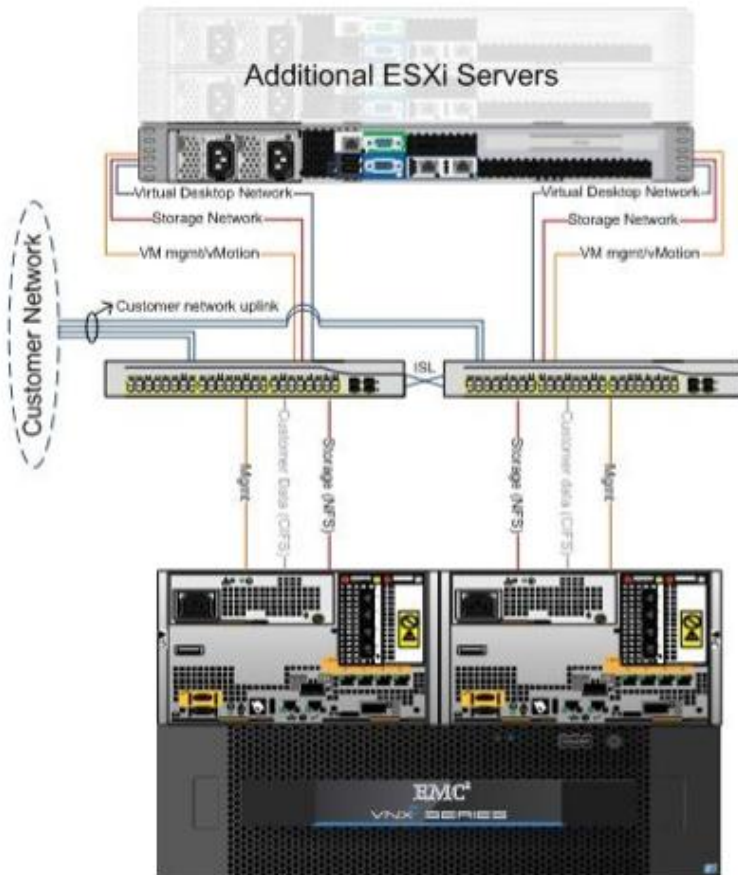
# Questions?



# Vistara SaaS Architecture



# Why Converged Infrastructure, Why VSPEX?



## VSPEX Simplifies Your Environment

1. Simple Consolidation
2. Flexible Reference Architecture
3. Optimized for Virtualization
4. Sells Easily
5. Simplifies Security

## VSPEX Reduces Your Costs

6. Built-in Efficiencies
7. Reduced Backup Storage and Bandwidth
8. Centrally Managed and Protected

## VSPEX Accelerates Your Environment

9. EMC Flash 1<sup>st</sup>
10. Speed Up Backup and Recovery

# What It Takes To Complete The Private Cloud



Self-Service Catalog

User Dashboard Reporting

Application-Infrastructure  
Correlation

Patch Management

Multi-Tenancy/Multi-  
Workload Support

Audit and Correct  
Configurations-as-a-  
Service

Multi-Tenant Ticket System

Audit and Governance

Internal and External  
Private Cloud, One Pane of  
Glass

Automated Reporting

**Vistara Enables Private Cloud Service Delivery**



One pane of glass unifies all the elements of a private cloud.

- API integration with EMC VNX, VNXe
- API Integration with Brocade VDX
- API Integration with Cisco Nexus and UCS
- Ready integration with Microsoft SCOM
- Ready integration with VMware Virtual Center

