

# TrackITOnline and VirtualSharp sign new Partnership

New Partnership Brings IT Industry's First DR Orchestrator for Virtual Datacentres to Australia and New Zealand

Melbourne, 3rd November, 2011 – TrackITOnline, Enterprise Solutions software distributor and Virtual Sharp Software, pioneer and developer of next-generation Disaster Recovery Assurance solutions for virtual datacentres, today announced that TrackITOnline will distribute Virtual Sharp ReliableDR through its base of value-added resellers in Australia and New Zealand.

Using virtual datacentre orchestration, ReliableDR solves the decades-old problem of automating recovery processes, testing them, and ensuring compliance with recovery objectives. TrackITOnline and VirtualSharp are partnering to bring this exciting new technology to market and further enable virtual datacentres to evolve towards the IT as a Service model.

"We are excited to partner with TrackITOnline, a partner widely recognised for its excellence in enabling and accompanying value-added resellers, and introducing disrupted datacentre technologies", comments Michael Hillewaert, Vice President of International Sales at VirtualSharp Software. "Australia and New Zealand are advanced virtualisation markets with a lot of early adopters that are moving quickly to deliver IT as a Service. With the VirtualSharp solutions we can tap into these virtualized datacenters and equip them with a DR solution on application level in a non-disruptive automated manner, something which wasn't possible in the past";

"VirtualSharp has a unique and compelling value proposition for virtual datacentres that fully transforms and simplifies DR", comments Phil Lancaster, Director at TrackITOnline. "By measuring and securing recovery SLAs, ReliableDR brings to TrackITOnline's virtualisation resellers a new solution set with unprecedented DR automation and resilience compared to physical environments";

## Rapid Adoption Program

The VirtualSharp Partner Program V#P includes a wide range of sales aids, NFR products and deal registration to support the rapid evaluation of ReliableDR and help resellers identify professional services and drag-on hardware sales to accompany the deployment of VirtualSharp solutions. For pricing or more product information, please contact [sales@trackitonline.com](mailto:sales@trackitonline.com) or call 1300 VIRTUAL (847 882) today.

About TrackITOnline Specialising in the distribution of IT Management Tools, TrackITOnline offers technologies that span Virtualisation, Management, Reporting and Optimisation. The foundation of our product range is to provide solutions that help customers maintain, optimise and manage all areas of their IT infrastructure. TrackITOnline products can be purchased through an extensive reseller network who benefit from engineering training, exceptional customer service and marketing support. Looking for the industry leading solutions to Infrastructure Management? Visit [www.trackitonline.com.au](http://www.trackitonline.com.au) or phone 1300 VIRTUAL (1300 847882).

## About VirtualSharp

VirtualSharp, a VMware Technology Alliance Partner, develops next-generation Disaster Recovery (DR) solutions for virtual datacentres. Its solutions orchestrate resources involved in IT service delivery, from storage to hypervisors to applications, and align DR processes with corporate Business Continuity plans. Designed from the ground-up for virtualised environments, VirtualSharp's solutions unfold a new paradigm for DR that scales from minor incidents to large-scale data loss. The company's flagship product, ReliableDR, protects organisations' IT services and assures the continuity of their critical business processes through the orchestration of virtual resources. ReliableDR helps users increase productivity, reduce hardware and software footprint and significantly reduce operational costs. For further information please visit [virtualsharp.com](http://virtualsharp.com).

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