



FOR IMMEDIATE RELEASE

SVA Software Launches With New Partner Program to Capitalize on Demand for Storage Performance Management Solutions to Optimize Virtualized Data Center Operations

SVA Velocity Partner Program Delivers Compelling New Revenue Opportunities with Industry Leading Incentives and Enablement Resources for IBM Spectrum Storage Channel Partners

Charlotte, NC – August 31, 2016 – [SVA Software](#), a leading provider of storage performance management software, today announced its company launch in North America along with a new Partner Program to capitalize on the demand for its BVQ storage optimization solutions that simplify the management of virtualized data center operations. The SVA Velocity Partner Program delivers new revenue opportunities for system integrators and channel partners to deliver the industry’s most comprehensive solutions for performance and capacity monitoring and analysis for IBM SAN Volume Controller (SVC) and the IBM Storwize family including V9000, V7000, V5000 and V2700.

SVA Software is a recognized leader, worldwide, in delivering solutions that optimize data center efficiencies and prevent unplanned IT outages. Its flagship product, BVQ (Business Volume Qualicision) provides visibility into the performance, health and utilization of the entire IBM virtualized infrastructure. Delivering granular analysis information it improves storage efficiency, which reduces cost and operational risks while also delivering the insights that enable proactive action before business operations are impacted.

Partners Underscore the Value of BVQ Storage Optimization Solutions

“BVQ is a solution that we recommend to our clients with IBM Spectrum Storage environments,” said Matt Cleland, Director, Converged Infrastructure and Storage Solutions at Sirius Computer Solutions, a leading national solutions integrator. “BVQ gives us the visibility and deep inspection to help our clients properly architect and optimize their virtualized storage. The Sirius team will provide assessments using BVQ to help clients resolve issues, optimize efficiencies and manage their infrastructure.”

“BVQ is a stellar and unparalleled Storwize and Spectrum Virtualize - deep monitoring and troubleshooting solution,” said Joe Jurek, Solution Architect, Mark III Systems. “As a storage architect who is intimately involved with large SAN Volume Controller (Spectrum Virtualize) and Storwize storage infrastructures in the most critical of environments – I can say without hesitation that this tool is a “must-have” for the mature and proactive data center that desires the ultimate in control and understanding of their Spectrum Virtualize environments.”

To support the accelerated adoption of BVQ, the SVA Velocity Partner Program provides channel partners with new revenue streams, sales and support training, product resources and marketing support to build a successful practice to sell BVQ. Included in the program is the turnkey offering to deliver the BVQ Health Check. This limited engagement works to analyze a customers' current storage state, resulting in a comprehensive assessment report that delivers findings, recommendations and actionable insights for storage environment optimization.

“Today’s growing data volumes place increased strain on storage infrastructure while adding cost, complexity and management requirements at every step,” said Don Mead, SVP Marketing & Partner Enablement, SVA Software. “To increase efficiency and make the most of existing storage investments, enterprises need to find the right storage mix to optimize performance, health and utilization. SVA Software’s BVQ solution works to guide strategic investments and configuration decisions based on actionable performance information – taking the guesswork out of storage procurement. With our new partner program, we are extending this opportunity to IBM Spectrum Storage channel partners, so that they can deliver the valuable insights customers need to optimize their virtualized storage environments with confidence and ease.”

SVA Software was recognized this month by [CRN](#), a brand of [The Channel Company](#) to its 2016 list of [Emerging Vendors](#). This annual list recognizes recently founded, up-and-coming technology suppliers who are shaping the future of the IT channel through unique technological innovations.

The SVA Software Velocity Global Partner Program is available now for qualified partners. For more information, visit svasoftware.com/partner.

About BVQ

BVQ works to transform storage data into answers. Using proactive monitoring, it continuously collects insightful data for on-demand and scheduled analysis, ensuring that the environment is always running at peak efficiency. Predictive alerting eliminates outages and guarantees infrastructure stability. By aligning with environment policy, BVQ also guarantees that SLAs are aligned with business requirements. Product benefits include:

- **Infrastructure Optimization** – BVQ provides deep visibility into the performance, utilization and health of IBM virtualized infrastructure
- **Proactive Monitoring** – BVQ monitors infrastructure to identify issues before they occur
- **Business Insights** – BVQ delivers operational intelligence from the SVC performance data for more informed business decisions
- **Cost Optimization** – BVQ drives the highest storage performance, at the lowest cost and risk, by aligning business requirements with correct assets

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About SVA Software

[SVA Software Inc.](#) founded in 2016 by a team of experts with decades of experience in infrastructure optimization and channel expansion. The company's vision is to help enterprise customers realize the true potential of their virtualized storage infrastructure. SVA Software's award winning storage performance management software, BVQ transforms IBM virtualized storage machine data into answers that help drive operational excellence. SVA Software is an independent software vendor and a subsidiary of SVA System Vertrieb Alexander GmbH, the largest IBM system integrator in Germany with more than 500 employees at 14 locations worldwide. For more information, visit svasoftware.com.

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