



RXP SERVICES LIMITED

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RXP Announces Strategic Alliance with Tintri

RXP Limited is pleased to announce it has formed a Strategic Alliance with Tintri Inc to jointly deliver virtualised cloud environments, with a particular focus on satisfying customer needs in the Private and Hybrid Cloud domain.

Tintri addresses the mismatch between storage and virtualization with the industry's first application-aware storage architecture.

Tintri helps IT organizations eliminate storage complexity and minimize costs for virtualized environments. Designed from the group up for virtualized environments and the cloud, Tintri addresses the mismatch between storage and virtualization with the industry's first application-aware storage which sees how applications behave at the VM level and learns and adapts to the needs of the virtualized applications.

Tintri eliminates the need to overprovision storage for performance guarantee – a common practice with traditional storage which dramatically increase CAPEX, OPEX, and storage foot print in the data center. Every step in the Tintri experience is designed to be profoundly simple - from initial deployment to operational scaling, from data management to data protection.

This is why Taneja Group stated in a recent technology validation report that *"The Tintri VMstore is as close to truly zero-management storage as we have ever seen"*.

Equally, within the Asia Pacific region, RXP has a long history of enabling business transformation through innovative technology programs. In particular, over the past three years RXP has been developing a reputation for successful business transformation, particularly in financial services, field services and professional services areas.

This strategic alliance brings together the key strengths of both RXP and Tintri, which span all aspects of business and technology transformation driven by Virtualisation, Cloud and the evolution of Virtual Desktop Environments.

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Peter Molloy, Vice President of APAC Sales said:

“VMware, and now virtualization in general, have completely disrupted the way people think about compute, but storage has been the laggard in the virtualization arena. It’s often quoted that storage is responsible for up to 60% of the cost of a virtualization solution, a lot of vendors and suppliers have a reliance on that cost model. In today’s economic environment, that model is no longer acceptable, however a Tintri solution completely disrupts that paradigm.

RXP has demonstrated its value in helping business drive disruptive change across the ICT landscape to deliver lower costs, greater agility and better customer experiences in the projects deployed. Tintri is excited by the opportunity to partner with innovative and influential partners such as RXP, who can help deliver our unique value proposition to customers in the Asia Pacific region”.

Ross Fielding, CEO and Managing Director of RXP noted:

“Our business is about bringing clever thinking to the work we do with clients and partners, enabling us to deliver better business outcomes more quickly. Both RXP and Tintri are investing to grow market share and reach in the Asia Pacific region and this alliance provides us both with exciting opportunities. We are delighted to be working with Tintri Inc. as we continue to push to provide innovative solutions to our clients”

Any questions relating to this announcement should be directed to Mr. Ross Fielding, Chief Executive Officer +61 3 8256 4855.

RXP SERVICES LIMITED

A handwritten signature in black ink, appearing to read 'Ross Fielding'.

Ross Fielding
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