INFO SHEET
MERGER FAQS

Frequently Asked Questions About the Load Dynamix and Virtual Instruments Merger

What is being announced?

On March 29, 2016, Virtual Instruments, a privately held Infrastructure Performance Management company, and Load DynamiX, a privately held Storage Performance Analytics company, announced the companies are merging. HighBar Partners has led an investment round of $20 million in the newly combined company, which will be known as Virtual Instruments. The new company will retain all employees and direct its efforts toward helping its nearly 500 enterprise customers and other Global 2000 companies turn infrastructure performance analytics into actionable insights across physical, virtual and cloud environments.

Why are the companies merging?

Virtual Instruments and Load DynamiX customers have continually asked for tighter integration between the two companies' products, and the merger responds to that demand. While Virtual Instruments' VirtualWisdom platform analyzes the performance of the production infrastructure for IT operations, Load DynamiX delivers the storage workload acquisition, analysis and modeling capabilities IT engineering and architecture teams need. Together, the technologies offer the best infrastructure instrumentation and performance analytics in the data center.

Who is Load DynamiX?

Load DynamiX allows storage professionals to fully optimize storage costs, assure performance and accelerate the adoption of new storage technologies by cost-effectively characterizing, validating and stress testing any file, block or object-based storage system. The company was founded to empower data storage professionals with a comprehensive understanding of storage infrastructure performance.

Who is Virtual Instruments?

Virtual Instruments delivers the industry's leading analytics platform for Infrastructure Performance Management for enterprise applications across all physical, virtual and cloud infrastructures. The company captures, correlates and analyzes an unmatched breadth and depth of data, transforming data into answers and actionable insights. This allows the promotion and guarantee of performance-based service-level agreements, increasing the value of the infrastructure.

Who are the investors in the merged company?

HighBar Partners is the lead investor, and John Kim and Roy Thiele-Sardiña are board members. Additional venture investors include Azure Capital Partners, Benhamou Global Ventures and Kinetic Ventures, in addition to a small number of industry veterans.

What will the merged company be named, and where will it be headquartered?

The new name is Virtual Instruments. The headquarters address will be 2331 Zanker Rd., San Jose, California 95131. The merged company is expected to maintain physical presences at both the Zanker Road (Load DynamiX) and Metro Drive (Virtual Instruments) sites for the foreseeable future, as they are only about 1 mile away.

Who will be on the new executive team?

The new team will be:

- CEO: Philippe Vincent
- Chief Financial Officer: Kevin O'Donnell
- President: Ray Villeneuve
- Senior Vice President of Worldwide Sales: Warren Bell
- Chief Marketing Officer: Len Rosenthal
- Chief Technology Officer: John Gentry
- Senior Vice President of Products: Tim Van Ash
- Senior Vice President of Services: Bo Barker

What is the vision of the merged company?

Load DynamiX and Virtual Instruments have shared a vision of creating a world where applications and infrastructure perform better together. This merged company will strive to achieve that vision. Today, we offer complementary products that enable unique workload visibility and performance analytics to G2000 enterprise companies and service providers. The combined company and products will offer the best infrastructure instrumentation and performance analytics in the data center.

How does this merger benefit customers of both companies?

The combined solutions of Virtual Instruments and Load DynamiX empower IT managers to more intelligently evaluate and transition to new storage architectures, such as flash, cloud, software-defined, virtualized and converged. It also enables IT operations teams to proactively maximize the performance, availability and utilization of its production infrastructure. Finally, if a performance problem emerges, the ability to capture the production workload profiles and replay them in a test lab will dramatically fast-track problem identification and resolution.

How do today's Load DynamiX and Virtual Instruments products and services compare?

They are 100 percent complementary. Virtual Instruments is used mainly by IT operations teams of large enterprises and Load DynamiX serves IT engineering and architecture teams. Load DynamiX's solutions are the standard performance validation products used by the test, development, QA and technical field teams of the storage vendors. Both solutions are used synergistically at mutual customers, including AT&T, Lloyd's Bank, T-Mobile, PayPal, GE, Asurion and others.

What are the synergies for future product development?

We will be broad in our infrastructure coverage across all storage technologies, hypervisors and network technologies. The new company will heavily invest in workload performance analytics and cloud-based services to make applications and infrastructure perform better together. Stay tuned for some exciting developments.

Where can I go to learn more about each company?

For more information, visit:

- http://loaddynamix.com
- http://www.loaddynamix.com/wp-content/uploads/FAQ_LoadDynamiX.pdf
- http://virtualinstruments.com
- http://www.virtualinstruments.com/about/

What is the impact on channel partners?

All partner relationships and contracts will remain in place. Partners will have immediate access to all products of the merged company under the same discount structures and incentives. In the cases where a partner has contracts with both companies, the partner will purchase each product on its respective agreement until that agreement expires. We will move partners to new, merged agreements over time as existing agreements come up for renewal.

How many employees will the merged company have?

The new company will have approximately 200 employees and will be hiring additional people immediately, primarily in engineering and sales.

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