HotLink Launches Latest Version of HotLink SuperVISOR™ for VMware

Leading enterprises including McAfee and BMC Software adopt HotLink SuperVISOR to seamlessly manage mixed hypervisors inside VMware vCenter console

SUNNYVALE, Calif. – December 15, 2011 — HotLink® Corporation, the market leader in transformation solutions for heterogeneous virtualization management, today announced the newest release of its flagship product, HotLink SuperVISOR™ for VMware. HotLink SuperVISOR is the first and only solution to enable VMware vCenter users to natively manage cross-platform virtual infrastructure spanning Citrix XenServer, Microsoft Hyper-V, and Red Hat Enterprise Linux (KVM). The latest release, HotLink SuperVISOR for VMware 1.2, adds new capabilities focused on enterprise robustness, scalability, configuration and management of multi-hypervisors and workloads.

With its latest release, HotLink customers benefit from an enhanced virtual integration platform that provides total control and performance visibility across all enterprise hypervisors, using the VMware vCenter management console they already have. The new features of HotLink SuperVISOR for VMware 1.2 include:

- **Enhanced Networking Configuration** - Users can now provision and modify virtual switches and network adapters from VMware vCenter and associate these to any enterprise hypervisor — enabling users to manage heterogeneous virtual networking from a single interface.

- **Expanded Performance Monitoring** - The latest release expands the heterogeneous performance statistics and alerts that are gathered and displayed inside the native VMware vCenter performance tab — allowing administrators to quickly identify issues across the mixed hypervisor environment.

- **Robust Configuration of Virtual Machine Settings** - Only HotLink provides the ability to modify the configuration of virtual machine settings such as virtual CPUs and memory assignments natively inside vCenter and apply across all virtual platforms — ensuring the optimum VM configuration regardless of the hypervisor.

“Enterprise IT needs are rapidly evolving as an increasing number of VMware shops are deploying heterogeneous hypervisor environments. Administrators need a single management console that provides a comprehensive view and complete control of all enterprise workloads,” said Lynn LeBlanc, CEO and founder of HotLink. “The latest enhancements to HotLink SuperVISOR extend the VMware vCenter management infrastructure to provide sophisticated and robust management capabilities to Hyper-V, XenServer and KVM – unifying the management of all virtual workloads inside VMware vCenter.”

As virtual infrastructure deployments expand and mature, heterogeneity is being fueled by a combination of economics and maturing of hypervisor alternatives. The most recent Gartner Magic Quadrant for x86 Server Virtualization Infrastructure report included, for the first time, both Citrix and Microsoft alongside VMware in the leaders quadrant. Moreover, Hyper-V grew 62 percent last year compared to ESX's 21 percent growth and Citrix's 25 percent, according to IDC. While the proliferation of multiple virtual platforms is accelerating, streamlined infrastructure is needed to unify management. That’s exactly what the latest release of HotLink SuperVISOR for VMware addresses.

“McAfee historically was an all VMware shop, but our business needs have changed so that we now have a mix of vSphere, Hyper-V and XenServer. Utilizing HotLink SuperVISOR for VMware across our
virtual environment enables us to increase our usage of other hypervisor platforms while unifying management. By deploying multiple hypervisors and standardizing on VMware vCenter as our primary management interface, we expect to reduce our virtualization cost by over 50 percent and admin costs by 65 percent over the next 3 years,” said Mark Tonnesen, CIO of McAfee. “The foundation of our multi-hypervisor environment is built on the HotLink SuperVISOR platform.”

With the new HotLink SuperVISOR technology, enterprises can tier their virtual infrastructure with cost-effective hypervisors and still unify the management, significantly reducing their licensing and operating costs. With HotLink SuperVISOR, customers can realize the benefits of mixed hypervisors while avoiding overly complicated management systems.

“Like many other IT shops, we are investigating the use of multiple hypervisors to cost effectively support development and test activities for our Tier 2 and Tier 3 business applications. We have been very impressed by HotLink’s SuperVISOR technology and the hypervisor interoperability that it enables. We believe that HotLink will enable us to optimize the use of specific hypervisors for individual workloads without compromising our ability to manage our overall virtual environment,” said Mark Settle, CIO of BMC Software.

Pricing and Availability
HotLink SuperVISOR for VMware 1.2 is available now with pricing starting at $25,000. For more information, contact sales@hotlink.com or visit www.hotlink.com.

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About HotLink Corporation
Founded in early 2010 by data center software veterans and the founders of FastScale Technology, Inc. (acquired by VMware), HotLink Corporation is on a mission to transform real-world IT with the first true heterogeneous data center system management platform for virtual, cloud and physical computing infrastructure. Early customers include enterprise IT organizations spanning technology, financial services, telecommunications and Internet search. HotLink’s advisory board includes visionary leaders from Informatica, Facebook, E*TRADE, Clorox, Citrix, BMC and Flextronics. HotLink is a privately held, venture capital backed company based in Sunnyvale, California. For more information, visit www.hotlink.com.

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