

About Kaviza

Mission: Make VDI or hosted virtual desktops simple and affordable for desktop IT to deploy within departmental budgets and realize an immediate Return on Investment (ROI).

Approach: Kaviza eliminates the high upfront cost and associated complexity of VDI with a patent-pending grid architecture that scales on inexpensive commodity hardware. Kaviza bundles all the functionality needed to provision and manage virtual desktops into a single appliance that is easy to deploy and simple to manage. The total cost of a virtual desktop using Kaviza is under \$500 – making it less expensive than PCs. Kaviza is one-third to one-fourth the cost of VDI alternatives.

"This is cool because you don't need shared storage, it's something that desktop IT can setup and use by themselves. When you need more [desktops], just add servers and the Kaviza grid auto-magically configures itself. There is a lot of potential here – what can I say, I am a fan!" Brian Madden, VDI guru and well-known author of BrianMadden.com.

Founders: Kaviza was founded by VDI experts with deep knowledge of distributed fault-tolerant computing.

Kumar K. Goswami, CEO/Co-founder is a technology veteran with more than 19 years experience leading innovation both within large companies and as an entrepreneur. Previously, Goswami was director, HP Laboratories where he led and managed HP's next-generation IT and data center automation research in VDI, policy-based automation and service-level management. Prior to HP Labs, Goswami was co-founder and president of Kovair, a NEA-backed CRM company that was an early pioneer in Software-as-a-Service (SaaS). Kumar was awarded a Ph.D. in distributed and fault-tolerant computing from the University of Illinois, Urbana-Champaign where he was a NASA Graduate Student Fellow.

Michael Peercy, Software Architect/Co-founder: Peercy has more than 18 years experience in fault-tolerant distributed computing and developing robust, multi-tenant B2B SaaS offerings capable of handling large load fluctuations. He was a co-founder of ShortCycles, a NEA-funded Software-as-a-Service company, and the director of Product Development at Kovair. Peercy also led systems management research at IBM's Almaden Research Center. Peercy was awarded a Ph.D from the University of Illinois, Urbana-Champaign, in distributed fault-tolerant computing.

Location: Kaviza was launched in 2009 and is headquartered in Sunnyvale, CA.

Product: Kaviza VDI-in-a-box™ is the industry's first and only turnkey solution to deliver production-ready virtual desktops with built-in high-availability for a total cost/desktop (including the storage, servers, hypervisor and Kaviza) under \$500. Kaviza VDI-in-a-box 2.0 was released in October 2009, and currently we are shipping version 2.2.

Partners: More than 20 partners worldwide distribute and resell Kaviza in the US, UK, France, Netherlands, Ireland, Germany, and Australia. Key distributors include Lifeboat in the US, CDG in the UK, and TrackITOnline in Australia.

Customers: Kaviza has customers in Education (schools and universities), Financial Services, Healthcare, and Services. Some examples include: The Argyle School District, AT Conference, College of Engineering at the University of Wisconsin-Madison, Credit Counselling Society, Guthrie County Hospital and Parker SSD, a division of Parker Hannifin. Select customer snapshots are available at www.kaviza.com.

Awards:

- 2010 Product Innovation Award from Network Products Guide
- Products to Watch 2010 by eWeek. eWeek editors recommend IT organizations should take a close look at Kaviza.