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#### Virtualization News Desk

## Xsigo Expands Virtualization Channel Relationships

### Two Value-Added Resellers Help Accelerate Adoption of I/O Virtualization for Increased IT Agility and Cost Savings

By: [Virtualization News Desk](#)  
May. 23, 2008 03:15 PM  
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Xsigo Systems announced that it has added two new channel partners in the United States to distribute its I/O virtualization technology to enterprise customers. By using Xsigo's technology, it is estimated that users can lower their server-related operating expenses by up to 80%, cut capital costs by 50%, and use 70% less cabling -- resulting in 100x faster [server management](#).

"Xsigo is leading the charge to make I/O virtualization widely available," said Jon Toor, Xsigo's vice president of marketing. "Our resellers are solving timely customer challenges like server virtualization, greening of the [data center](#), and IT infrastructure optimization -- all areas that benefit significantly by implementing virtual I/O technology."

#### Xsigo's two new channel partners are:

- Evolving Solutions, based in Hamel, Minnesota, is a professional services and systems integration firm specializing in server and [storage consolidation](#), virtualization, and disaster recovery. "By offering Xsigo I/O virtualization technology, we can provide a complete, end-to-end virtualization solution to our customers," says Judith Van Keulen, Director of Marketing at Evolving Solutions. "Virtualized [servers](#) and storage are widely accepted technologies for increasing data center efficiency, with virtual I/O, the solution is complete. We can now provide end users full value of their infrastructure investment."
- Kovarus, located in South San Francisco, California, is a systems integrator specializing in delivering enterprise virtualization, storage and data center networking solutions. "At Kovarus, we are committed to providing the best and most complete solutions and services to our customers," says Patrick Cronin, principal at Kovarus. "By integrating our extensive engineering experience with Xsigo's award-winning I/O virtualization solution, we are empowering organizations to cost-effectively manage and control their valuable IT resources, while reducing environmental impact."

With Xsigo's VP780 I/O Director, I/O resources can be provisioned on-the-fly without disrupting network and storage configurations, and without physically entering the data center. Xsigo consolidates the I/O infrastructure and replaces physical network and storage interfaces (NICs and HBAs) with virtual resources that are remotely manageable from a single console.

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