Vision Solutions Brings the Best Technology Available to COMMON

Notes from an interview with Alan Arnold

Alan Arnold

Change is not something of which **Alan Arnold** is afraid. As current CTO of Vision Solutions and a longtime COMMON member, Alan actually welcomes change and understands how important it can be. Recently, he sat down with COMMON. CONNECT to highlight opportunities within today's high availability (HA) and disaster recovery (DR) marketplace.

As part of the HA marketplace for the past eight years with Vision Solutions, Alan is able to deliver big news to COMMON members. His message is simple: High Availability and Disaster Recovery solutions are affordable and easy-to-use. The time has come to upgrade antiquated systems to a more streamlined and economical solution that controls downtime and protects your system. Indeed, anyone in the IBM® System i™ community can now access the strength and stability of High Availability that in the past has only been accessible to large corporations.

Vision Solutions is making every effort to bring their reliability to the System i community, and the company is excited to spread the word about High Availability being both economical and easy-to-use.

"There is still a large potential for growth as many System i users do not have HA yet," says Vision's CTO Alan Arnold. "Now that the technology is so economical, there is untapped potential to utilize HA in the System i community."

Today's High Availability solutions can be controlled with only minutes of work each day to ensure the highest level of productivity–this means COMMON members can now take control over downtime.

Vision Solutions has sought out the marketplace and successfully delivered state-of-the art solutions to help companies of all sizes enjoy the benefits of HA and DR. Their products include ORION™, MIMIX® and iTERA™

HA award-winning solutions. "Our iTERA HA product is the number one selling product in the SMB marketplace today," Alan says.

Vision Solutions has intelligently navigated the High Availability marketplace in order to provide customers with the best and most extensive products and service offerings. With mergers and an acquisition, Vision Solutions managed to integrate both technology and customers successfully. "We'll bring more than 20 major enhancements to our products throughout 2008 and we're working with IBM to support their improvements."

Alan is quick to remind our members that Vision Solutions did not become number one overnight. "It continues to be a process of careful planning and strategic moves," says Alan. "We have great appreciation for the customer base and each step we take means more enhancements and improved technology for users."

Vision Solutions enjoys an extensive global business partner program in more than 70 countries. With 6,500 customers worldwide and numerous, one-of-a-kind patents for their products, Vision Solutions has the ability to match products perfectly to meet their clients' needs.

"Vision Solutions has the experience and solutions that companies of all sizes seek," adds Alan. "COMMON members can learn more about Vision Solutions this week, especially how to take advantage of Vision Solutions everexpanding product offerings."

Make sure to stop by Vision Solutions in booth number 405 to discuss your opportunities and visit Vision Solutions online at www.visionsolutions.com.

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Vision Solutions Speakers at the COMMON 2008 Annual Meeting & Exposition:

21GE (Monday 8:00 am - 9:15 am)
V6R1: Logical Replication or Storage Based Mirroring: Which One Is Right For You? (**Dave Brown**)

41GE (Thursday 8:00 am - 9:15 am)
Where is High Availability Heading - The New Vision Solutions (**Doug Piper**)

54GG (Thursday 12:30 pm - 1:45 pm)
Achieving "Hands Free" Operations - 90% of Downtime is Planned: Learn How to Avoid it (**Dave Brown**)