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Virtual Instruments and Arrow Electronics Sign UK Distribution Agreement

Arrow to Distribute Virtual Instruments App-Centric IPM Solutions

London, 24 May 2018 – [Virtual Instruments](#), the leader in application-centric infrastructure performance management (IPM), has announced it has signed global technology provider Arrow Electronics as a distributor in the UK. Arrow will market and sell Virtual Instruments solutions to its network of resellers and system integrators. The Virtual Instruments portfolio includes VirtualWisdom and WorkloadWisdom. The VirtualWisdom app-centric IPM platform provides real-time and historical insights into the performance, availability, health and utilisation of data centre infrastructures while WorkloadWisdom tests and evaluates storage performance using real-life application workloads.

“We are delighted to welcome Arrow as our new distributor. The company is well established with strong expertise in our market space. We look forward to taking advantage of their extensive network in order to be able to demonstrate the advantages of our unique app-centric IPM approach to even more resellers and customers in UK,” said Nick Coleman, channel director EMEA, Virtual Instruments. “We are observing a real and increasing demand on the market for solutions that guarantee the performance and availability of mission critical applications while minimising IT infrastructure costs. We are excited about the opportunities that Arrow offers as we look to grow our businesses.”

About Virtual Instruments

Virtual Instruments is the leader in application-centric infrastructure performance management. It provides comprehensive infrastructure instrumentation and performance analytics for enterprise data centres. The company’s solutions give IT teams deep workload visibility and actionable insights into their end-to-end systems across the hybrid data centre. Virtual Instruments empowers companies to maximise the performance, availability and utilisation of their production IT infrastructure. Virtual Instruments has over 500 customers, including enterprise IT, cloud service providers and storage vendors. The privately held company is headquartered in San Jose, Calif. For more information, visit <https://www.virtualinstruments.com>.