



Intergence Extends Cloud Optimisation Sales with Youd-Andrews

London UK, - Intergence, specialists in IT and Networking performance optimisation, have signed a contract with Youd-Andrews for sales and marketing of their HyperGlance technology. Youd-Andrews will expand sales to major corporate and public sector accounts in the UK by engaging with senior level decision makers who are seeking to gain competitive advantage from innovative technologies.

HyperGlance is the world's first real-time IT modelling and visualization software in 3D. In a world that is becoming increasingly cloud dependant HyperGlance fills the gap in ensuring that cloud resources are fully optimized and secure. It combines dependency mapping and data visualization into one screen for thousands of devices and complements existing management tools by aggregating and visualizing their data. HyperGlance bridges the gap between physical and virtual worlds to let you view your entire IT infrastructure on a single pane of glass. By overlaying metrics on the model this breakthrough software enables you to gain crucial insights regarding degradation, capacity planning, compliance and security - leading to faster, better informed decision-making and communication.

As organizations become more accepting of cloud systems and virtual infrastructure many IT professional are finding it increasingly difficult to ensure all resources are utilized effectively and already many organizations are struggling to cope with the negative effects of "virtual sprawl". Intergence expertise ensures that resources are effectively managed to bring control and performance optimization to virtual systems delivering up to 25% cost savings*.

Youd-Andrews specialize in working with high growth technology companies to implement sales and marketing strategies that rapidly create sales growth in major corporate and public sector organizations. HyperGlance is a product which Youd-Andrews believe will become an essential tool for organizations as they develop their cloud based deployment strategies. Robert Smith, Director of Intergence explains "We have a window of opportunity for HyperGlance to become a pervasive technology in major organizations. Youd-Andrews offers Intergence a fast track to key decision makers in our target markets. The joint sales approach with Youd-Andrews will enable our team to identify organisations where we can improve infrastructure and reduce costs rapidly".

Don Youd founder and joint MD of Youd-Andrews added "We are delighted to be working with an innovative company such as Intergence. Their products and expertise show they are leaders in their field and we believe we can add significant value to their engagement of the UK market. We have already identified a number of key opportunities and will be exploiting these and other potential deals in the next few weeks".

ENDS



Meeting senior decision makers

* Cost savings based on Intergence estimates and customer feedback

About Youd-Andrews

Youd-Andrews delivers the key skills and strengths needed to construct relationships at CxO level (CEO, COO, CFO), so that companies are in position to build an outline solution and present their value proposition to the decision makers. Introductions are made and Youd-Andrews accompany clients to support and drive the sales activity. In addition, corporate organizations benefit from attending Youd-Andrews' beauty parades where selected SMBs are presented to corporate clients with a view to extending global reach and enterprise activities.

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About Intergence

Intergence is a leading IT optimization business that provides a blend of industry standard and proprietary patent protected products and services designed and delivered by experienced industry professionals. Our mission is to optimize and secure IT infrastructure, data centres and remote sites throughout the globe, enabling clients to optimize and manage IT resources as well as reduce costs and carbon footprint through smart energy consolidation.