



# FactSheet

## About Andromeda3, Inc.

**Founded:** June 2015

**Headquarters:** Ashburn, Virginia

### Officers:

David McLaughlin, Chief Executive Officer  
Previously CEO, Blue River Info Tech

Chris Veillette, Vice President of Engineering  
Previously Director, U.S. Public Sector, Vicom Systems. 20+ years storage industry experience

Robert Zambreny, Chief Financial Officer  
20+ years accounting and finance experience

Brandt Heatherington, Chief Marketing Officer  
Previously IBM, Arxan Technologies. 20+ years technology marketing experience

### Business Model

- Agnostic vendor model
- Lower cost and lower overhead means up to half the cost of other cloud solutions
- 99.9% uptime with 2 hour response to any issues
- Much more secure than other solutions
- Customers don't buy storage so aren't locked into proprietary hardware or long-term contracts
- Opex or Capex Expense Optional
- One of the only architects using the proven, flexible next generation of Nimble
- Top-tier Nimble partner projected to generate \$1M+ revenue in FY 2017

### Contact Information

[www.andromeda3.com](http://www.andromeda3.com)  
703.495.3306

### Media Contact

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## Technology Summary

### NovusCloud Hybrid Cloud

NovusCloud represents a paradigm shift in the approach to cloud services. Unlike conventional clouds, the NovusCloud high performance adjacent hybrid cloud solution is designed to be driven by data instead of treating it like water in a pipe. The A3 approach for cloud is simple: A3 architects their cloud offering around centralized data environments that are close to, but not in the public cloud — in effect, creating an air-gap. A3's approach to data center utilization takes advantage of high-speed, low-latency public clouds, providing the scalability, elasticity and cost savings of public cloud while retaining complete control of customer data.

### Novus Performance Accelerator (N-PAC)

N-PAC (Novus Performance Accelerator) technology employs acceleration appliances in strategically located global "acceleration centers", allowing for high speed, low-latency connections into the public cloud no matter where the end user and data centers are geo-located, essentially eliminating any "distance latency gap".

### Other Solutions and Offerings

- Disaster Recovery/Continuity of Operations
- Nimble Advanced Predictive Flash Storage
- Scale-Out Network Attached Storage (NAS)
- Custom Cloud Ops and Software Development
- Professional Services
- Cloud Readiness Assessments
- Cloud Architectural Assessments
- Cloud Migration and Integration Services
- Managed Services
- Governance Modeling

Further details on these services can be found on our website at [www.andromeda3.com](http://www.andromeda3.com)