

## **Nebulas Solutions Invests in Expanded Test Lab Allowing Customers to Try Before They Buy**

11 November 2008 ... Nebulas Solutions Group, the security, acceleration and virtualisation specialist has invested more than £250,000 in equipping and expanding its Demonstration Lab, giving customers the opportunity to investigate and test every vendors' technology.

The new Demo Lab aims to help customers understand and trial a wide range of technologies including high availability options, clustering, load balancing, back office applications (both databases and web applications) as well as offering a dedicated virtualisation facility. The new Lab showcases all Nebulas Solutions' technology partners, including leading vendors Blue Coat, Juniper, Riverbed, IronPort, F5 Networks, Vmware, Guardium, Sourcefire PGP and CheckPoint. The Lab also includes some of the latest PC and networking equipment from Dell and Cisco to ensure that customers can mirror their own environments as effectively as possible.

As part of this expansion, Nebulas Solutions has also created vLab; a dedicated virtualisation test and demo facility, fully equipped to showcase and demonstrate VMware's offerings. Here, live demo's of VMware's virtualisation solutions allow customers to analyse and test functionality and experiment in a "safe" environment. The vLab's facilities also means that customers can replicate and/or virtualise their own infrastructures and then apply upgrades and different vendors' solutions to understand how it could work. The Demo Lab aims to help customers investigate different technologies, so they can bring their own equipment for comparison with different vendor's offerings and to test a wide range of competitive products.

This facility is already proving popular with customers, who can book the Lab for specific activities and/or time slots. During these sessions, customers have a dedicated Lab team and individual Product Champions who are experts in all aspects (technology and application) of their particular solution.

Nick Garlick, Nebulas Solutions' managing director is confident that the company's investment will pay dividends; he commented: "“Since the Lab opened last month, we've had at least 25 customers coming here to trial different technologies. Customers are keen to see what new technology can do, but they won't implement something that they've not tried or seen working for another organisation. The Lab is the ideal solution; it's a controlled environment where they can experiment without any risk to their production environments. All our technologies are used in the Lab, so customers can compare different offerings and assess which would be the most appropriate for them”.

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**About Nebulas Solutions Group:**

Nebulas Solutions Group is a security, acceleration and virtualisation specialist. Formed in 2001, Nebulas Solutions Group offers sophisticated technology solutions, consultancy and implementation expertise to help organisations address the key business issues of data security, acceleration and availability.

Nebulas Solutions Group comprises three divisions: Nebulas Security is the UK's leading provider of IT security, data privacy and compliance solutions. Nebulas Xcelerate provides leading WAN optimisation and applications acceleration solutions and Nebulas Virtualise offers market leading virtualisation solutions. The Group's combined expertise ensures that organisations can maximise the performance, efficiency and security of their IT infrastructure, as well as reducing operating costs.

Based in London, Nebulas Solutions Group has more than 200 customers worldwide, including many blue chip and FTSE 250 organisations. For further information, go to [www.nebulassolutions.com](http://www.nebulassolutions.com)