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## **Stratus Technologies names Susan Deeney vice president of Avance sales**

### **Sales and business development professional brings long record of building technology product sales**

**MAYNARD, Mass., Oct. 27, 2008** – Stratus Technologies has named 28-year sales and business development professional Susan Deeney vice president of sales for the company’s new Avance software-based high availability (HA) product with embedded virtualization, Stratus announced today. Deeney will be responsible for building global sales and distribution channels for Avance, which enables standard x86 servers to deliver 99.99 percent availability.

Deeney, who will report directly to Stratus CEO David Laurello, has led Avance initiatives since the product was in development. She refined the go-to-market strategy and solidified a strategic channel partnership with Dell Healthcare & Life Sciences. She has also established relationships with other new partners in the U.S. and Europe.

“The market embrace for virtualization has been uneven, especially for the SMBs and network-edge applications where cost, complexity, staffing, and uptime reliability are big concerns,” said Deeney. “Avance sweeps away these concerns in a low-cost, easy-to-manage solution for both

high availability and virtualization all in one. Avance opens new markets for our partners and can be a compelling source of new revenues for them.”

Deeney brings to the position a long record of building sales for technology products and forging strategic relationships with companies such as Cisco, PeopleSoft and SAP. Before coming to Stratus this year, Deeney held sales and business development positions at companies such as Vitria Technology, OnDemand Software, Dun & Bradstreet and Johnson & Johnson. At Dun & Bradstreet, rising to the position of director, sales & marketing, Deeney helped increase the CRM software division’s revenues from \$10 million in 1984 to \$50 million by 1996. From 1996 to 2004, in five increasingly strategic positions at OnDemand Software, she helped increase revenues from \$200,000 to \$26 million.

“With Susan leading our Avance sales team we are a giant step closer to solidifying our market leader position as the availability solutions company,” said Laurello. “Developing Avance gave Stratus a full range of hardware and software availability solutions for virtualized environments. Susan has the experience to convert the interest the Avance launch generated and turn it into a long-term presence in the market.”

### **About Stratus Technologies**

Stratus Technologies is a global solutions provider focused exclusively on helping its customers achieve and sustain the availability of information systems that support their critical business processes. Based upon its 28 years of expertise in server and services technology for continuous availability, Stratus is a trusted solutions provider to customers in manufacturing, life sciences, telecommunications, financial services, public safety, transportation & logistics, and other industries. For more information, visit [www.stratus.com](http://www.stratus.com).

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