



Vision and iTera Merger FAQ

On November 2, 2006, Vision Solutions, Inc. and iTera, Inc. announced a merger of their two companies. The merger leverages their unique strengths in delivering high availability and systems/data management solutions for the IBM System i market. The combined companies are now the dominant provider of high availability solutions in all geographies across various industries and segments, from SMB to Enterprise markets.

The combined organization creates the world's leading high availability solutions, development teams, services and customer support centers for System i. These resources, including one of the most established global Partner networks in the world, provide the System i market with unprecedented global coverage for their high availability and disaster recovery solutions.

General FAQ

Q: Who is iTera?

A: Headquartered in Salt Lake City, Utah, iTera is a leading developer and integrator of System i high availability and continuous availability solutions including Echo²™ High Availability, Migrate While Active™ and others. iTera has changed the way the industry sells, distributes and implements high availability through their remarkable innovations. Currently, iTera is the dominant high availability and disaster recovery solution provider in North America.

Q: Who is Visions Solutions, Inc.?

A: Vision Solutions, headquartered in Irvine, California, is a global leader in high availability solutions and data and systems management solutions for the System i market. Their solutions include ORION high availability, Data Manager, Director, and Integrator for data and systems management. Vision is the EMEA, APAC and Latin America high availability market leader. Vision works with some of the largest System i users in the world as the "go to" company for complex and high volume environments.

Q: Why are the companies merging?

A: Combining iTera's and Vision's unique strengths creates the largest System i high availability vendor in the world. Globally, Vision enjoys an excellent reputation in providing high availability solutions for global enterprise environments. iTera is the number one vendor in North America and provides excellent high availability solutions. These attributes give the combined company undisputed leadership in the market. Combining iTera's and Vision's partner networks provides

the largest System i high availability network in the world. Customers can now receive the best services and customer support in the industry. Furthermore, the technologies iTera and Vision have created for their high availability, systems management and data management are complementary to each other to create the richest portfolio of any company in the market.

The combined company is now the undisputed dominant provider of high availability solutions for System i. With newly shared goals and resources—including products, technologies and people—the System i market will receive the best protection of applications and information possible. From the SMB to large enterprises, this merger represents an opportunity to take advantage of the most remarkable high availability, data management, and disaster recovery solutions in the world.

Q: What is the name of the combined company?

A: Vision Solutions, Inc.

Q: What happens to the companies' brands?

A: iTera and Vision both have strong recognition and brand equity. The company will retain both brands.

Q: What are the terms of the merger?

A: Both iTera and Vision are privately held companies by Thoma Cressey. The details of the transaction will not be disclosed publicly.

Q: When is this merger transaction expected to close?

A: As of November 1, 2006, the transaction is final and complete.

Q: What is the combined revenue of the two companies?

A: As a privately held Thoma Cressey company, this information will not be disclosed. However, we can say with confidence the new Company is now the market leader in terms of customers, revenue, and licenses in all geographies worldwide.

Q: Why is the merger good for the System i market?

A: The Company will focus its expanded resources on high availability market growth. The forces driving high availability are more clear and cogent than ever. This allows us to focus on educating prospective customers—clearly and simply explaining the need for business continuity driving HA adoption to new levels with System i organizations of all sizes.

Q: What do you see as the company's position in the market?

A: The Company is now the #1 provider of high availability, disaster recovery and data

management solutions for the System i world market. The Company is well represented in all major geographies, industries and segments for the IBM System i. This new organization is IBM's largest high availability Premier Business Partner.

Q: What is the management structure of the combined company?

A: Nicolaas Vlok will serve as the CEO of the Company, while Dan NeVille will serve on the board of directors and lead marketing/sales efforts. The focus is to continue to grow this exciting and industry-changing organization. Management positions will be announced soon.

Q: What is the mission of the combined company?

A: The Company's mission is to help businesses of all sizes keep their information and applications available. With the merger, our mission is strengthened through the combination of the market's leading development, service and support organizations. Going forward, the combined companies will provide a robust technology platform that delivers the best-of-breed high availability and systems management software for System i and other operating systems.

Q: Why is this merger good for customers?

A: Customers will enjoy the largest portfolio of products, services and support from a single source. The company's strengths, combined with its close ties to the IBM development and research labs, will yield innovations to better serve customers' requirements today and in the future.

Q: How do the cultures of the two companies compare?

A: The cultures are similar and complement each other well. Each company has a unique cross section of employees from entrepreneurs to seasoned managers and will benefit from the energy, expertise and innovation of the other.

Q: How will customers and partners receive further information or submit questions?

A: You may contact your local representative, visit www.visionsolutions.com/merger or www.iterainc.com/merger, or email the company at merger@visionsolutions.com or merger@iterainc.com.

Product/Solutions

Q: When will a product roadmap of the combined companies be available?

A: By the end of Q1, 2007, the Company will have an integrated, exciting new product roadmap. As always, customer and partner requirements for product enhancements remain a top priority.

Q: When will benefits of the merger be realized?

A: The merger will have an immediate positive impact, which will accelerate as the development, support and sales organizations leverage the strengths of the new organization.

Q: Are there areas of duplication in product lines?

A: Yes, there is some duplication in our product lines. Over time duplicates will be eliminated, using the best-of-breed technologies from both solutions creating unmatched offerings for our customers.

Q: Do you expect to integrate the Echo² and Orion[®] products?

A: Yes, combining these very powerful and unique technologies will create remarkable solutions. Together, they will yield a product portfolio that has the best System i high availability and data/systems management solutions in the market. In the short term, both products will co-exist and serve the needs of their specific market segments for some time. Specific plans will be communicated to customers over the next 6 months.

Q: How does this affect support of Echo² or Orion?

A: This will not disrupt the current support of either product. Customers can continue to expect the world-class service and support they have always received by both companies.