

Company Overview

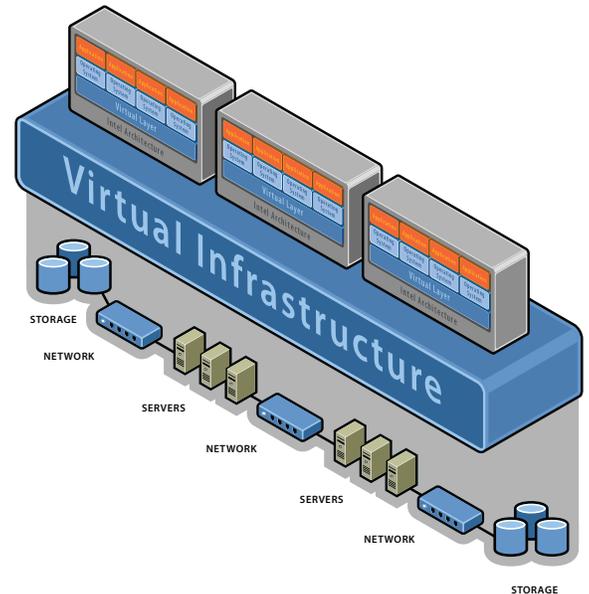
VMware® was founded in 1998 to bring virtual machine technology to industry-standard computers. VMware delivered its first product, VMware Workstation, in 1999 and entered the server market in 2001 with VMware GSX Server and VMware ESX Server.

With the groundbreaking launch of VMware VirtualCenter and VMware VMotion™ in 2003, the company established itself as the leader in virtual infrastructure technology by introducing a new category of data center capabilities. In 2004 the company extended the capabilities of virtual infrastructure to the enterprise desktop with the introduction of VMware ACE. With the launch of VMware Player in late 2005 and VMware Server in early 2006, VMware introduced the first free commercially available virtualization products for users new to virtualization. In June 2006, VMware introduced VMware Infrastructure 3, the industry's first complete infrastructure virtualization suite to deliver comprehensive virtualization, management, resource optimization, application availability and operational automation capabilities in an integrated offering.

More than 4 million users and 20,000 corporate customers of all types and sizes use VMware software, including 99 of the Fortune 100 companies. Deploying VMware software to meet complex business challenges such as resource utilization and availability, customers have realized significant benefits, including lower total cost of ownership, higher return on investment and improved service levels to their customers.

Virtual Infrastructure Evolution

First generation virtualization products provided server partitioning capability through a hypervisor or hosted architecture. Second-generation virtualization added virtualization management, capacity planning, physical-to-virtual machine migration and other tools to enable the consolidation of production servers. VMware Infrastructure 3 represents the next generation of virtualization. VMware Infrastructure redefines the boundaries of IT by virtualizing an entire collection of industry standard servers and storage and aggregating them into a dynamic pool of resources that are centrally managed, continuously optimized and highly available to any application or operating system. It empowers enterprises and small businesses alike, with the ability to transform, manage and optimize their IT systems infrastructure.



VMware virtual infrastructure enables your data center to be treated as a single pool of processing, storage, and networking power.

Virtual Infrastructure Advantage

In a virtual infrastructure, users see resources as if they were dedicated to them while the administrator manages and optimizes resources globally across the enterprise.

The VMware virtual infrastructure architecture enables businesses to lower IT costs through increased efficiency, flexibility and responsiveness. Managing a virtual infrastructure allows IT to quickly connect and manage resources to business needs.

Virtual infrastructure allows IT organizations to achieve:

- 60-80% utilization rates for x86 servers up from today's 5-15%
- New applications provisioned in tens of seconds, not days
- Change request response times measured in minutes
- Zero-downtime hardware maintenance without waiting for maintenance windows

Solving IT Challenges

VMware virtual infrastructure software is used by enterprises large and small to increase the efficiency and cost-effectiveness of their IT operations. Having the right IT assets readily at hand can improve business performance and increase competitive advantage. Using VMware virtualization software, IT organizations can view, manage, and quickly deploy enterprise-wide data center resources, allowing IT administrators to respond immediately to business needs. This technology can be applied to some of the industry's most complex IT challenges, including implementing production server consolidation, improving business continuity and streamlining the software development lifecycle.

- **Server Consolidation**—Bring unmanageable server sprawl under control by using virtualization to run multiple workloads on fewer servers and to reduce future needs for physical servers.
- **Business Continuity**—Reduce downtime by making high availability and disaster recovery solutions more cost effective, simpler, and more reliable.
- **Development and Test**—Transform the software lifecycle by using virtualization to reduce costs, increase productivity, and improve quality in development and test.
- **Desktop Manageability and Security**—Improve manageability and security of enterprise desktops to lower cost, reduce risk, and improve flexibility of desktop infrastructure.

Products and Technology

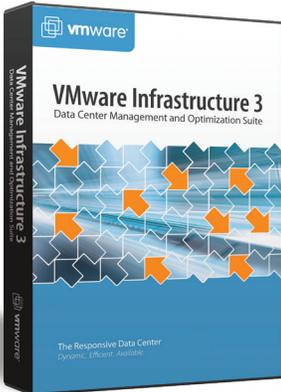
VMware virtual infrastructure software architecture enables businesses to lower IT costs through increased efficiency, flexibility and responsiveness. The VMware virtual hardware platform implemented by VMware virtual machines forms the foundation of a virtual infrastructure. It creates a uniform hardware image—implemented in software—on which operating systems and applications run.

VMware software allows IT organizations to virtualize computing, storage and networking systems and manage them all centrally. VMware products provide enterprise-class virtual machines that increase server utilization, performance, and system uptime, reducing the cost and complexity of delivering enterprise services. By leveraging existing technology, VMware software enables the roll out of new applications with less risk and lower platform costs.

“Virtual machines are moving beyond their simple provisioning capabilities and beyond the machine room to provide a fundamental building block for mobility, security and usability.”

Mendel Rosenblum, Chief Scientist
VMware Inc.

Free Virtualization Products		Developer Products		Enterprise Desktop Products	
	<p>VMware Player</p> <p>Run any virtual machine on a Windows or Linux PC</p>		<p>VMware Workstation</p> <p>Powerful virtual machine software for the technical professional</p>		<p>VMware ACE</p> <p>The assured computing environment for the enterprise</p>
	<p>VMware Server</p> <p>Free virtualization for Windows and Linux servers</p>		<p>VMware Technology Network (VMTN) Subscription</p> <p>Virtualization platform for software developers</p>	Accelerator Products	
					<p>VMware P2V Assistant</p> <p>Utility for physical-to-virtual machine migration</p>

Data Center Products	
VMware Infrastructure - Data center management and optimization suite	
	<p>VMware ESX Server</p> <p>Platform for virtualizing servers, storage and networking</p> <p>VMware VMFS</p> <p>High-performance cluster file system for storage virtualization</p> <p>VMware Virtual SMP</p> <p>Multi-processor support for virtual machines</p> <p>VMware VirtualCenter</p> <p>Centralized management, automation and optimization for IT infrastructure</p> <p>VMware VMotion</p> <p>Live migration of virtual machines without service interruption</p> <p>VMware HA</p> <p>Cost effective high availability for virtual machines</p> <p>VMware DRS</p> <p>Dynamic balancing and allocation of resources for virtual machines</p> <p>VMware Consolidated Backup</p> <p>Centralized backup software for virtual machines</p>

VMware Partners

VMware has established a global network of best-of-breed technology and distribution partners to provide the market with virtualization solutions that meet customer needs and solve the most challenging customer problems. Our value to our mutual customers is simple: Together, we deliver solutions that help businesses grow and innovate, while simplifying computing infrastructure and minimizing total cost of ownership.

VMware Professional Services

VMware professional services teams work closely with customers to assess their requirements and deliver the educational, support and consulting services they need. VMware professional services will use these requirements to design, develop, and implement robust and manageable solutions based on VMware technology. Offerings include evaluation, deployment and implementation of disaster recovery, server consolidation, development and testing automation, and key virtual infrastructure services such as customization, rapid cut-over and best-practices.

Contact Us

Contact us at sales@vmware.com, 1-877-4VMWARE, or one of the VMware regional offices found at www.vmware.com/company/contact.html. To contact an accredited reseller or distributor authorized and trained to provide customers with VMware technical support and products email vipnetwork@vmware.com.