VMware vSphere

the Best Platform for Cloud Infrastructures

Agenda

Who We Are

Our Vision

vSphere 4

VMware: Who We Are

World's leading provider of virtualization solutions

Founded 1998, IPO August 2007

100,000+ customers worldwide—All sizes and industries; 100% of Fortune 100

Vision: Transform computing through virtualization

Products: reliable, award-winning, most-deployed

Headquarters in Palo Alto, CA, with 40+ offices worldwide

Industry Recognized Product Excellence…

Most Reliable: VMware ESX
(#2: IBM Mainframe)

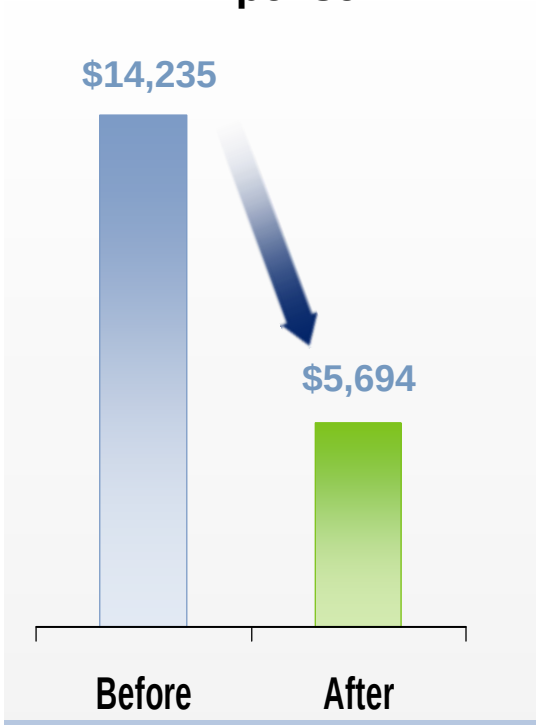
Best Breakout Technology:
VMware

Easiest to Use/Manage:
VMware Workstation

Biggest "Wow" in an IT Product:
VMware Fusion

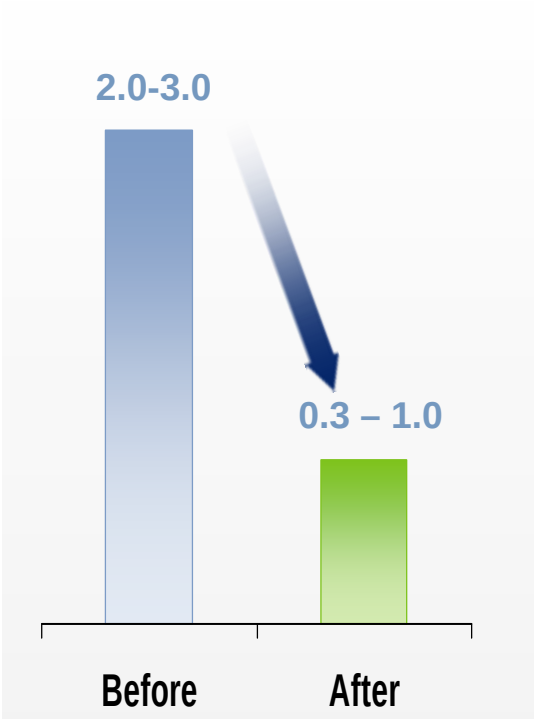
…Delivering Transformative Benefits…

Reduction in Datacenter Capital Expense



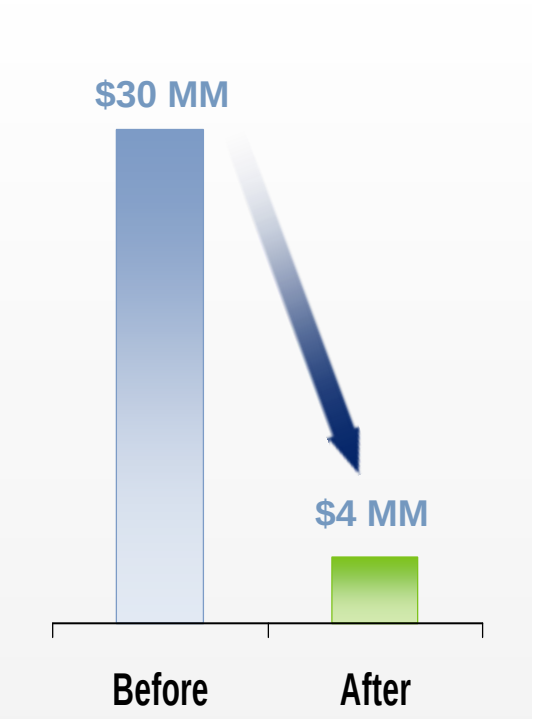
Infrastructure Cost per App

Reduction in Datacenter Operating Expense



Sys Admin per 100 Apps*

Reduction in Risk



Business Loss Due to Datacenter Outage**

*Source: IDC and VMware TAM program
** Source: VMware customer – a $2bn insurance company. Estimates based on 40 hrs needed to recover before virtualizing and 4.5 hrs needed for the same recovery after virtualization.

…To the World's Most Successful Companies

140,000+ VMware customers

- 100% of Fortune 100
- 100% of Fortune Global 100
- 96% of Fortune 1000
- 95% of Fortune Global 500

94% **use VMware in production***

65% **run VMware as the default application platform***

*Source: Comprehensive survey of VMware customers conducted in July-August 2008

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…and Public Sector Organizations…

Intelligence

Defense

Federal Healthcare

Law Enforcement

Civilian

Joint Commands



Cabinet Level

Services


Transportation

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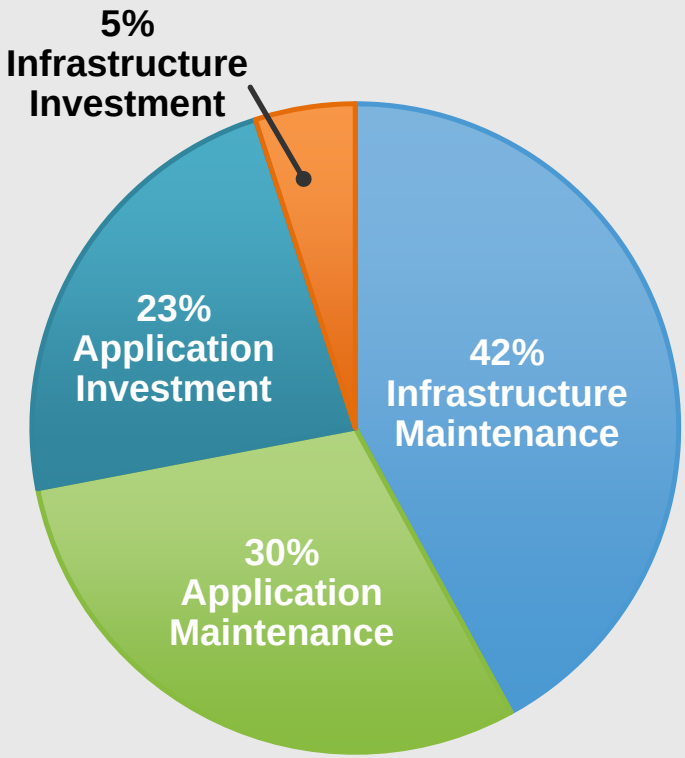
The Problem - *Complexity, Inefficiency, Rigidity*

The Datacenter

- Pillars of complexity
- But…secure and understood

Where IT Budgets go



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The Goal - *Simplify the Complexity*

The Datacenter

- Pillars of complexity
- But…secure and understood

IT as a Service

- Inexpensive, pay as you go
- Ubiquitously available
- Reliable
- Choice of providers

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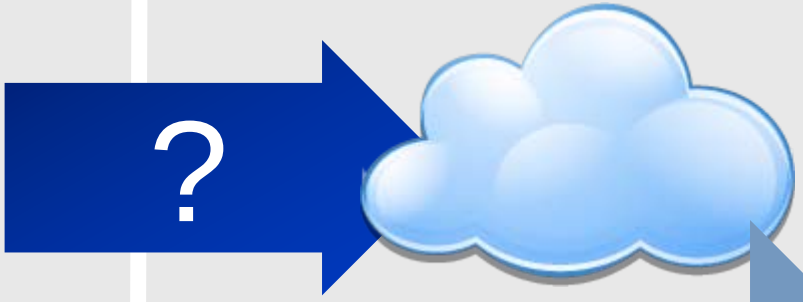
The Cloud: Means to Delivering IT as a Service

The Datacenter

The Cloud



- Scalable, on-demand
- Flexible, self-managing, lights-out operation
- Pay-as-you-go

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The Cloud: Means to Delivering IT as a Service

The Datacenter

The Cloud

vSphere: A New Way, a New Layer

The Datacenter

The Cloud

- ✓Evolutionary!
- ✓Secure!
- ✓Open!

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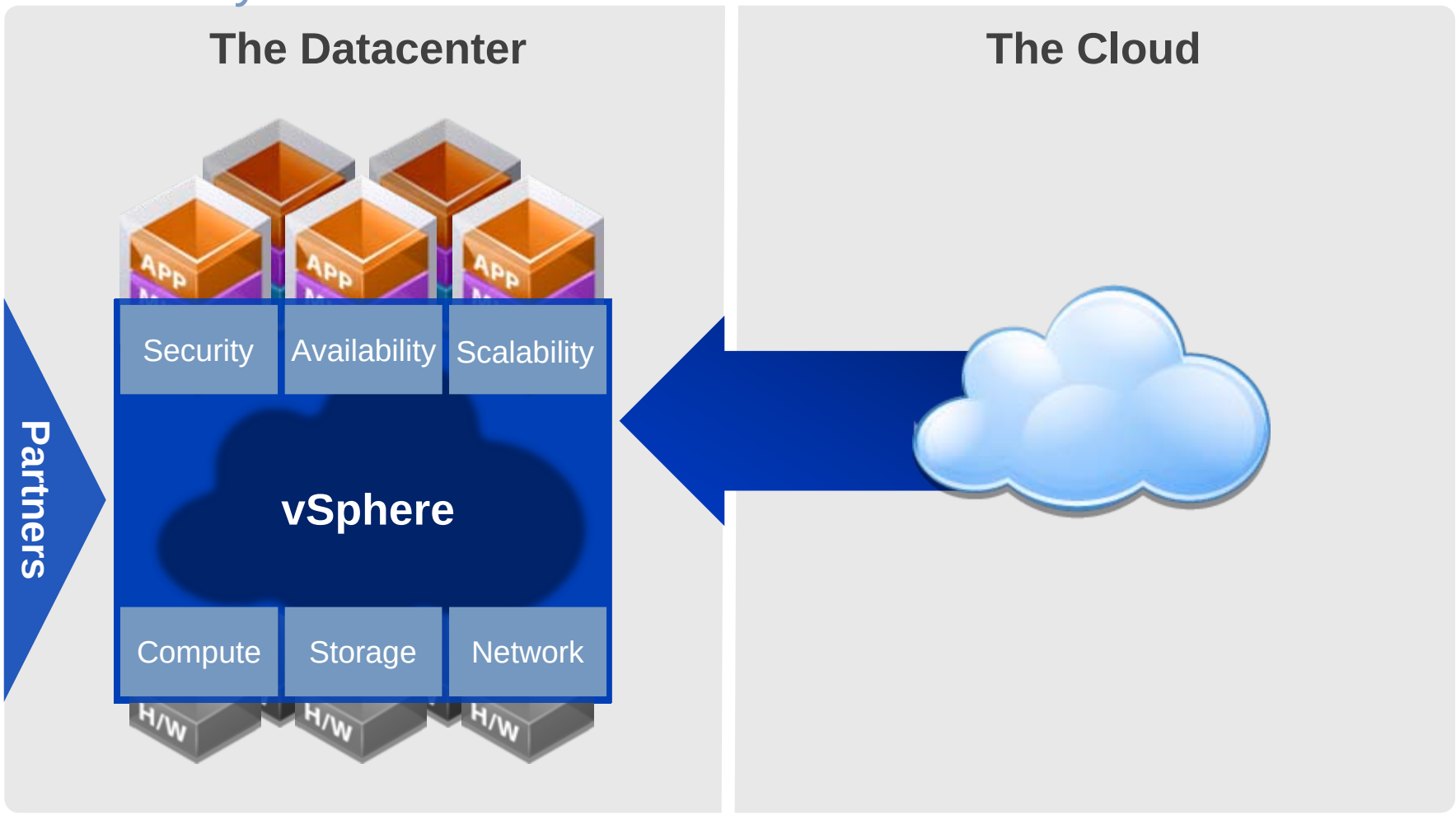
vSphere: A True Hardware and Software Ecosystem



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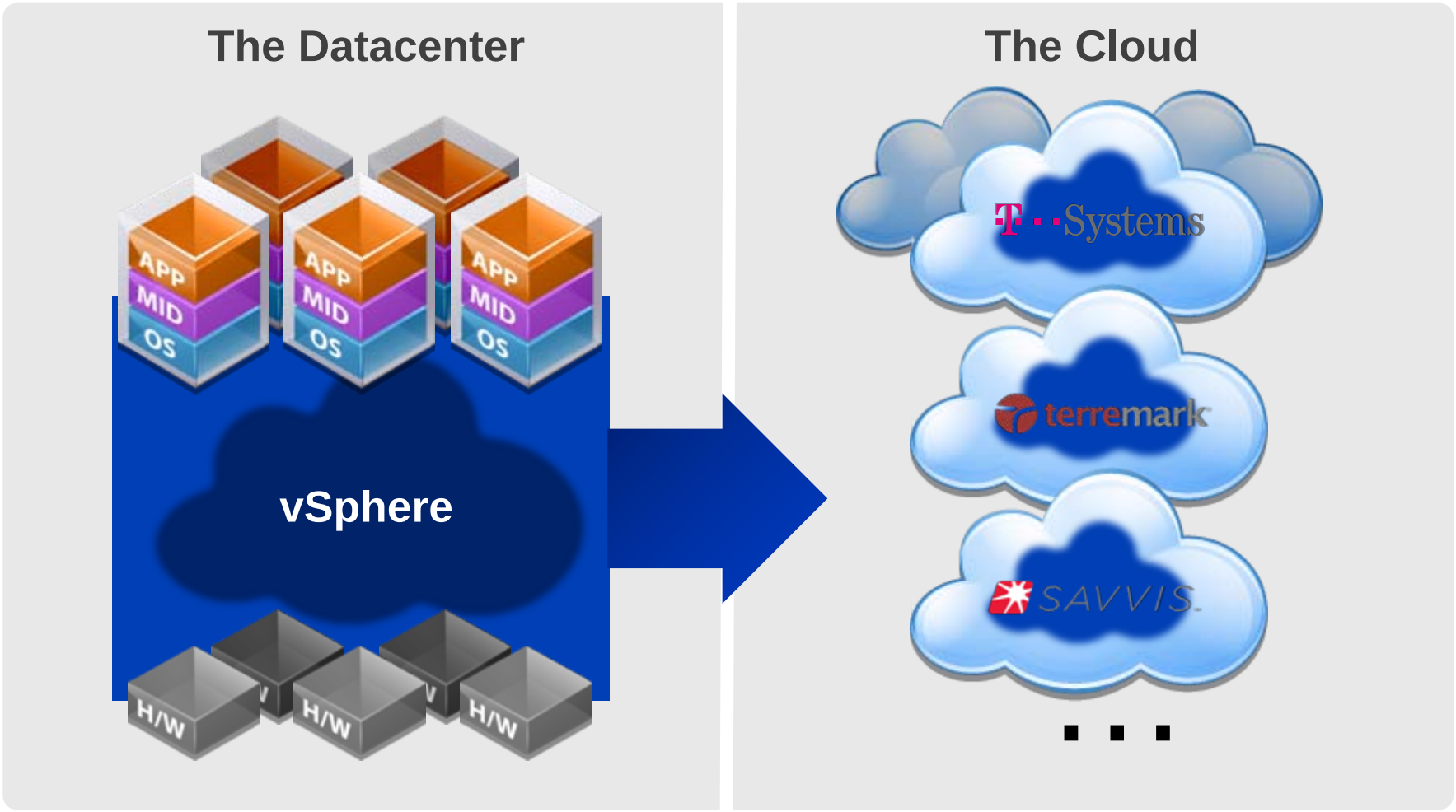
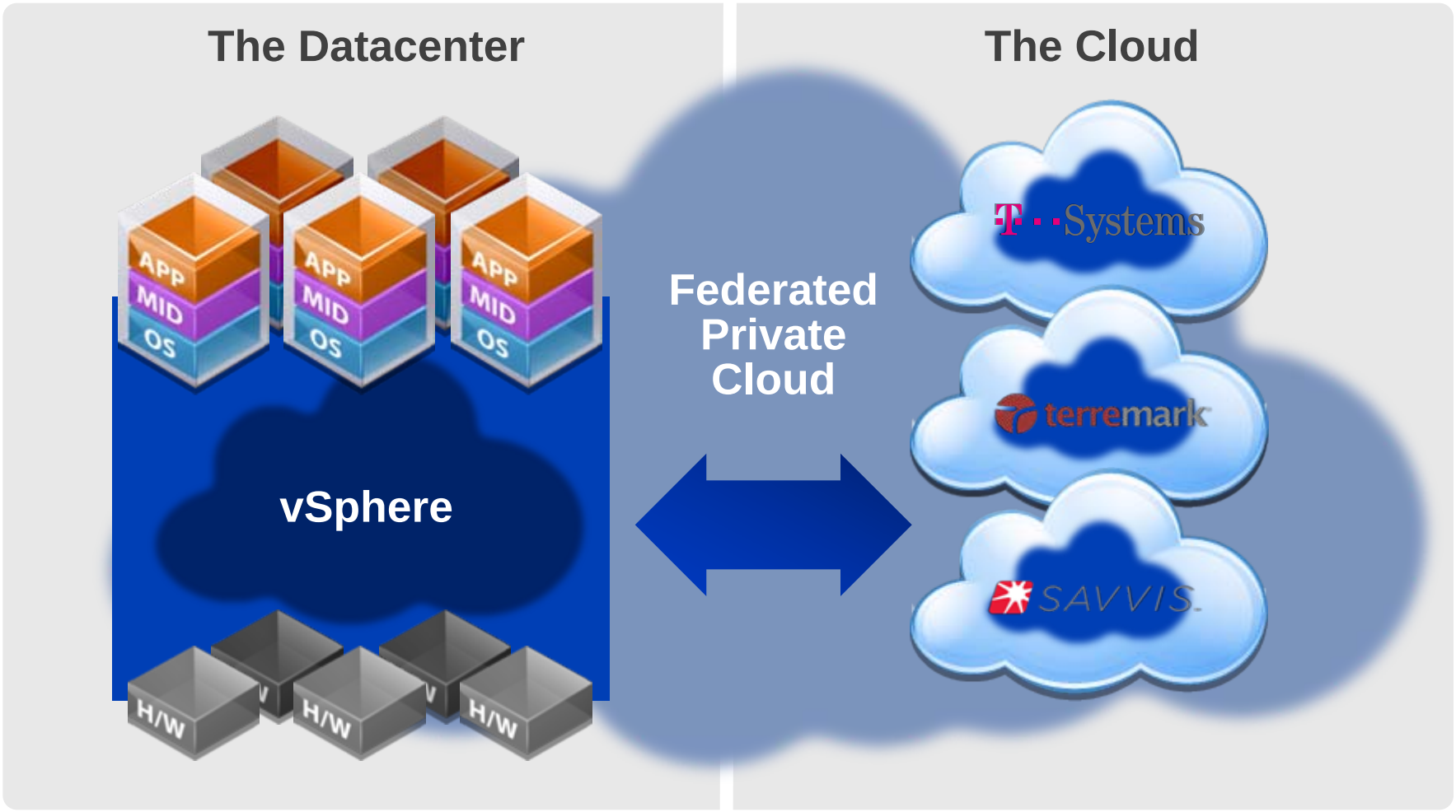
vSphere: Bridging the Datacenter to the Cloud



vSphere: Bridging the Datacenter to the Cloud



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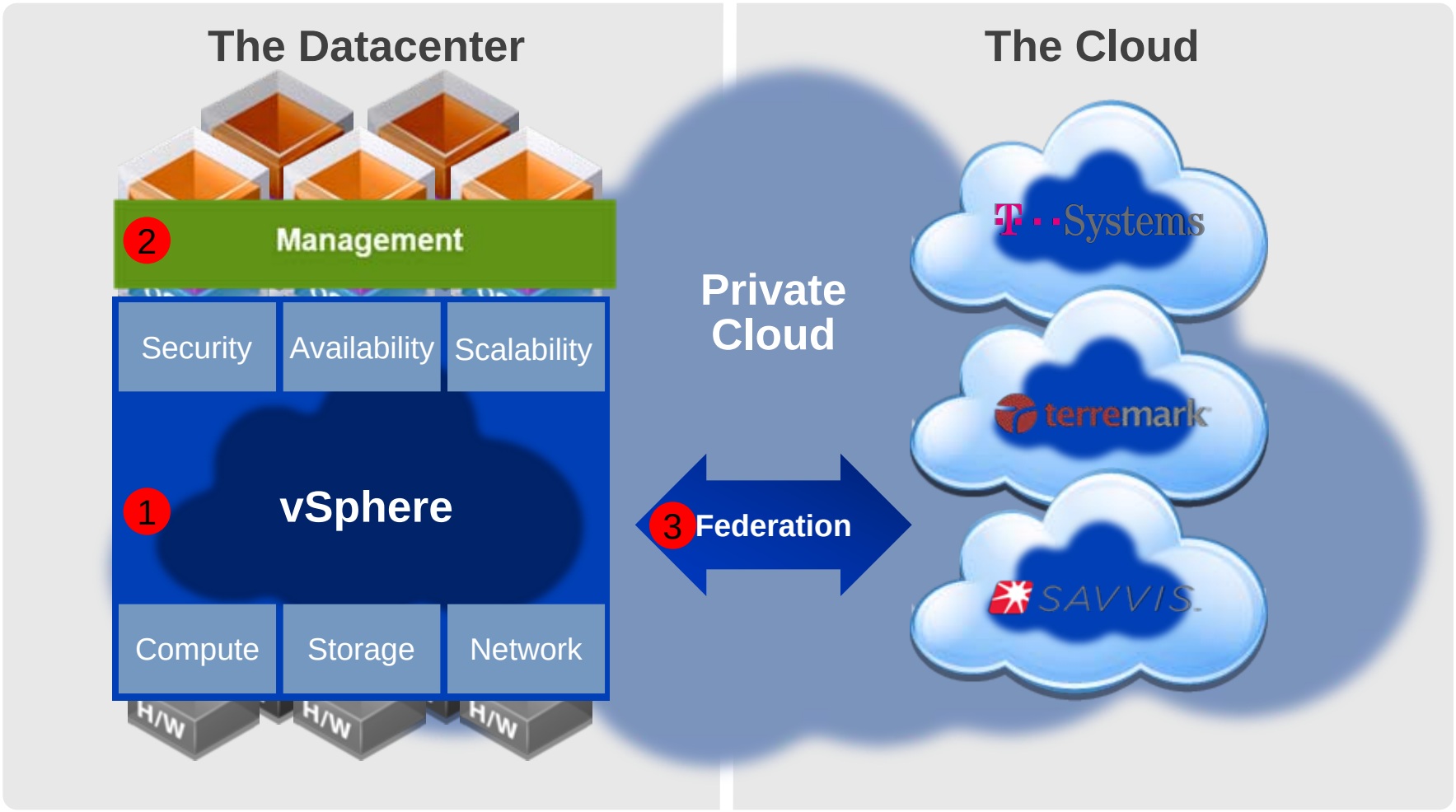
Building Blocks for the Private Cloud



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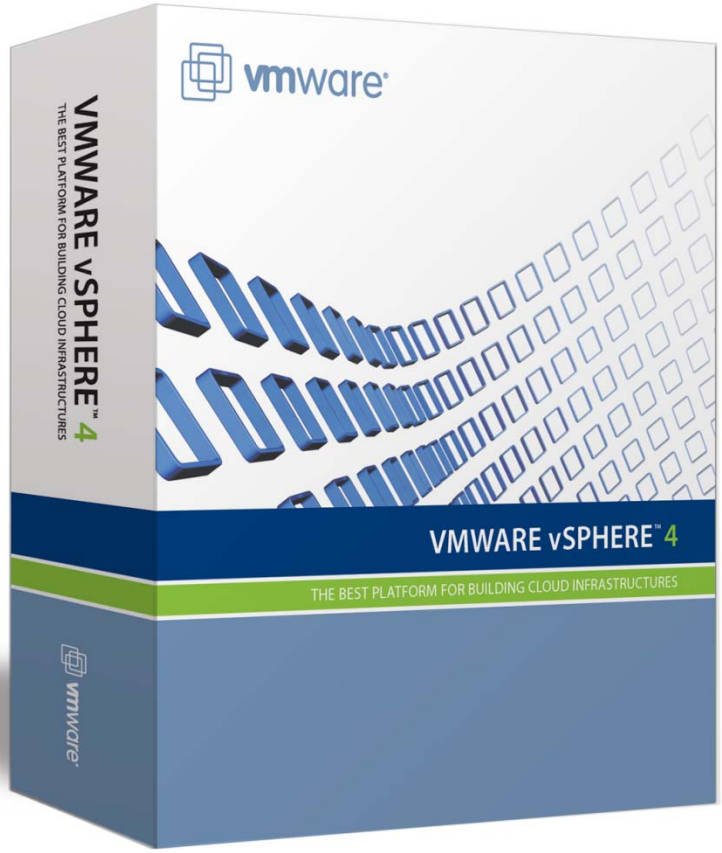
Introducing…

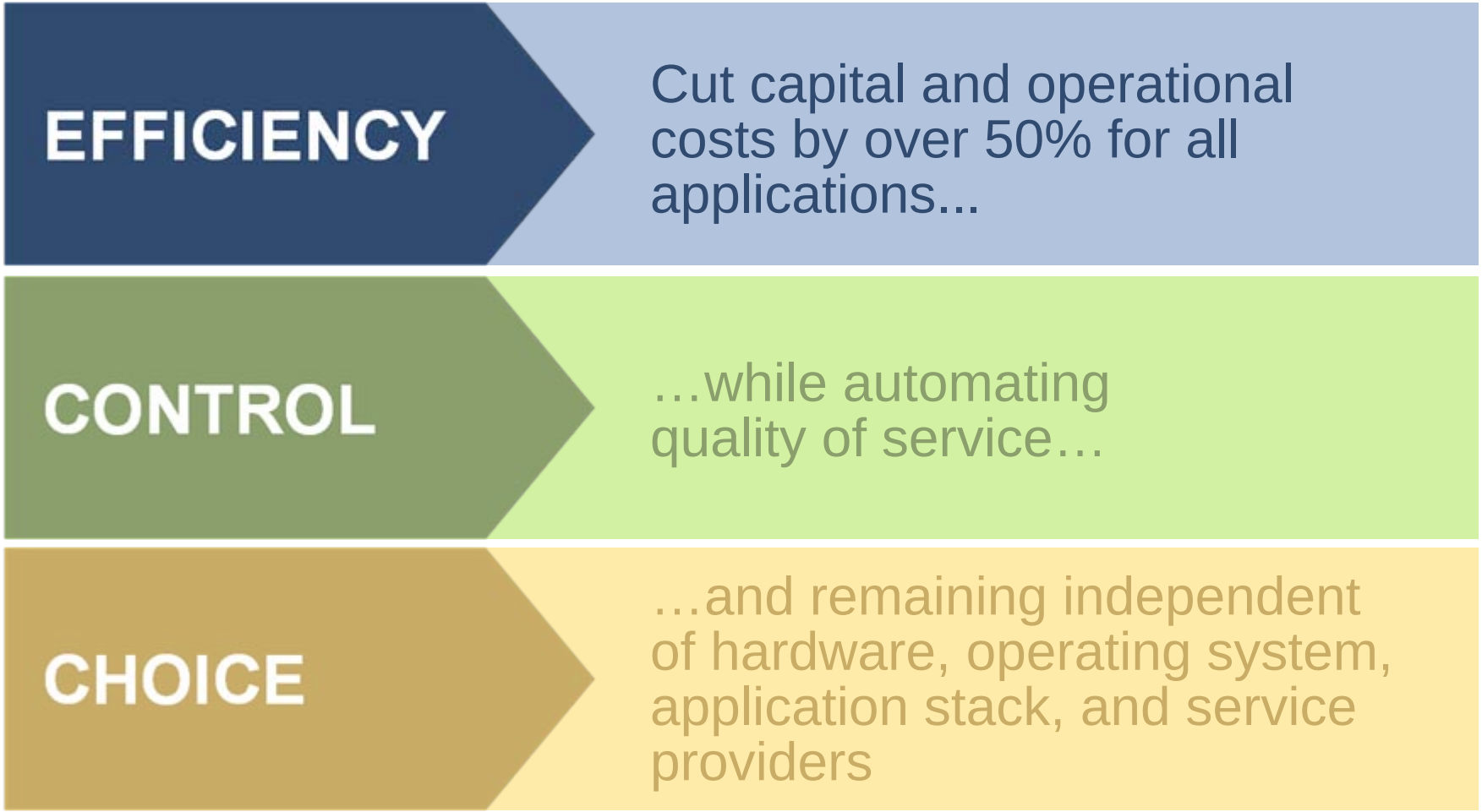


VMware vSphere™ 4

THE BEST PLATFORM FOR BUILDING CLOUD INFRASTRUCTURES

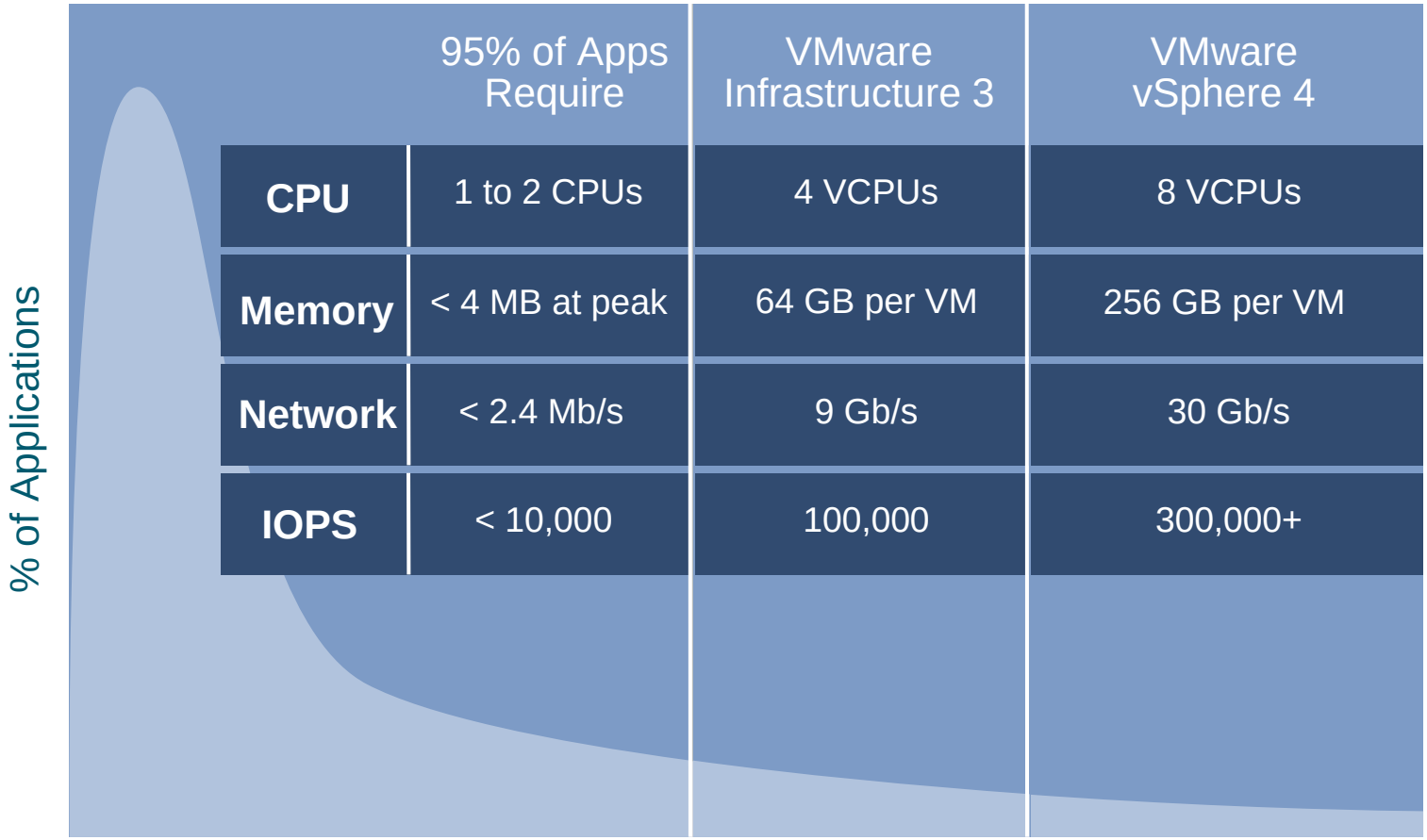
General availability is expected by the end of Q2

VMware vSphere 4 Delivers



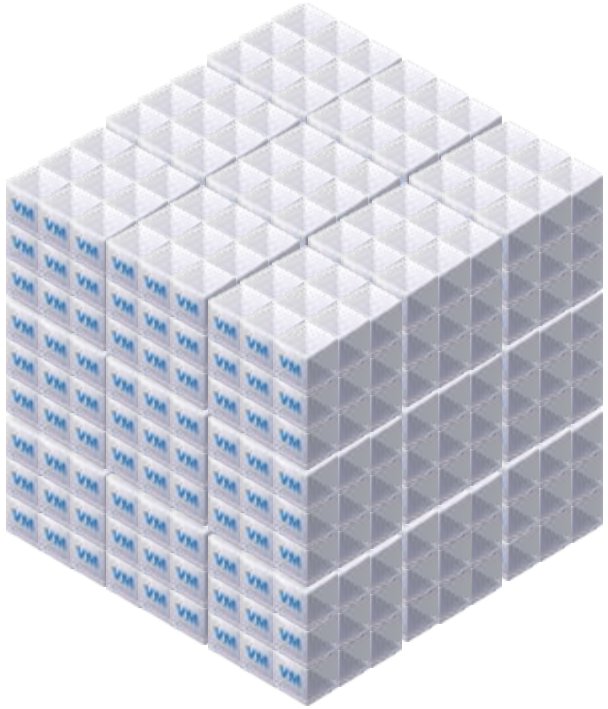
VMware vSphere

Powerful enough for business critical apps



Single VM Database Performance

Building the Giant Computer



32 hosts

2,048 processor cores

1,280 virtual machines

3 Million IOPs

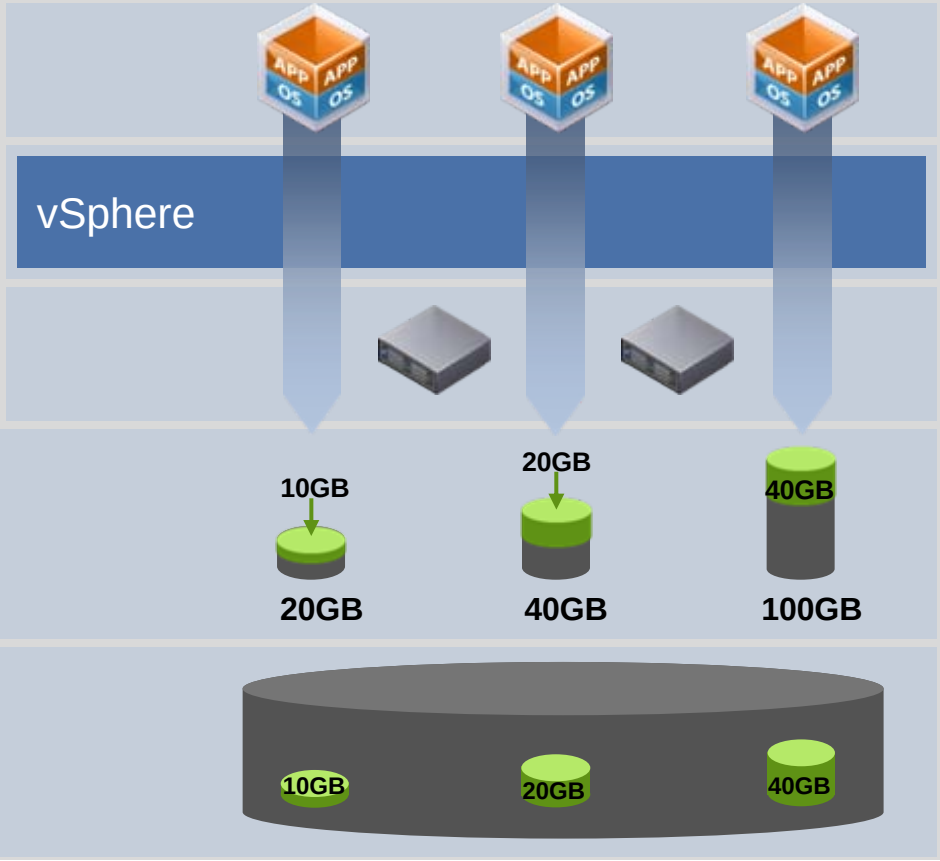
32TB of RAM

16PB of storage

vStorage Thin Provisioning

Make the Giant Computer Storage Efficient

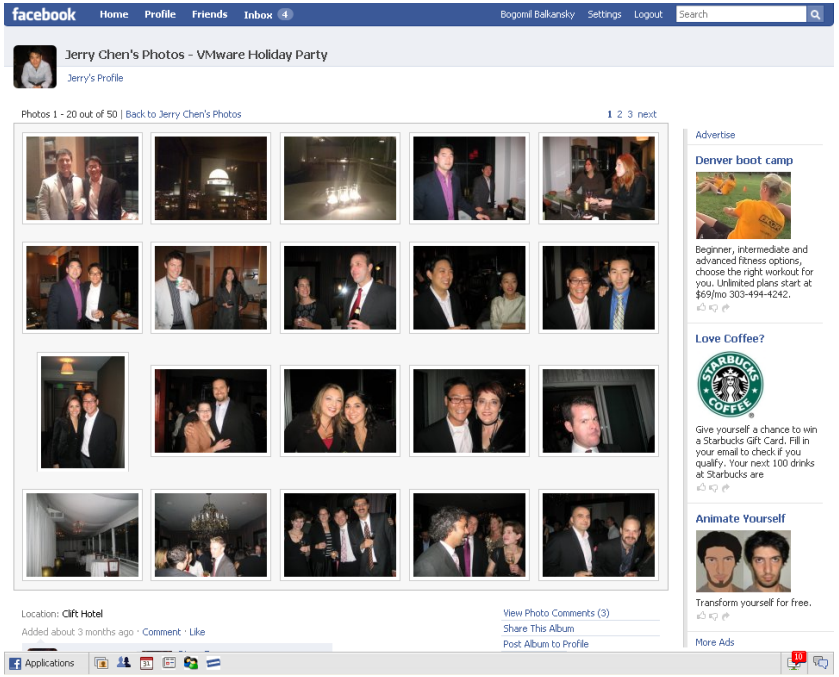
Saves Up to **50%** on Storage



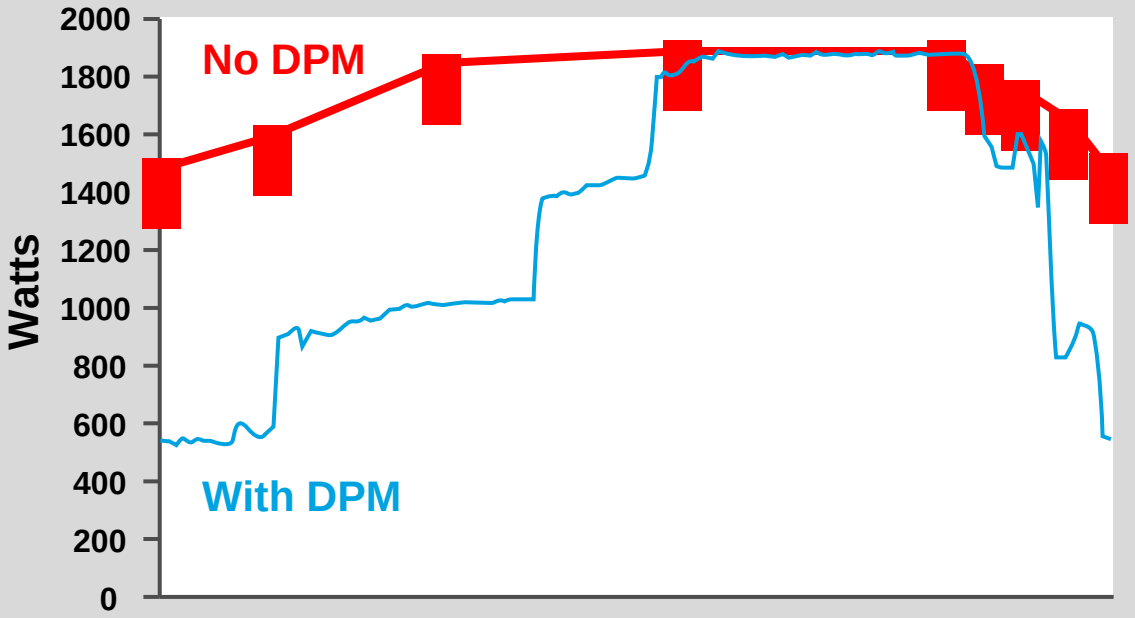
vStorage Thin Provisioning Savings

50x

ALL PICS ON FACEBOOK



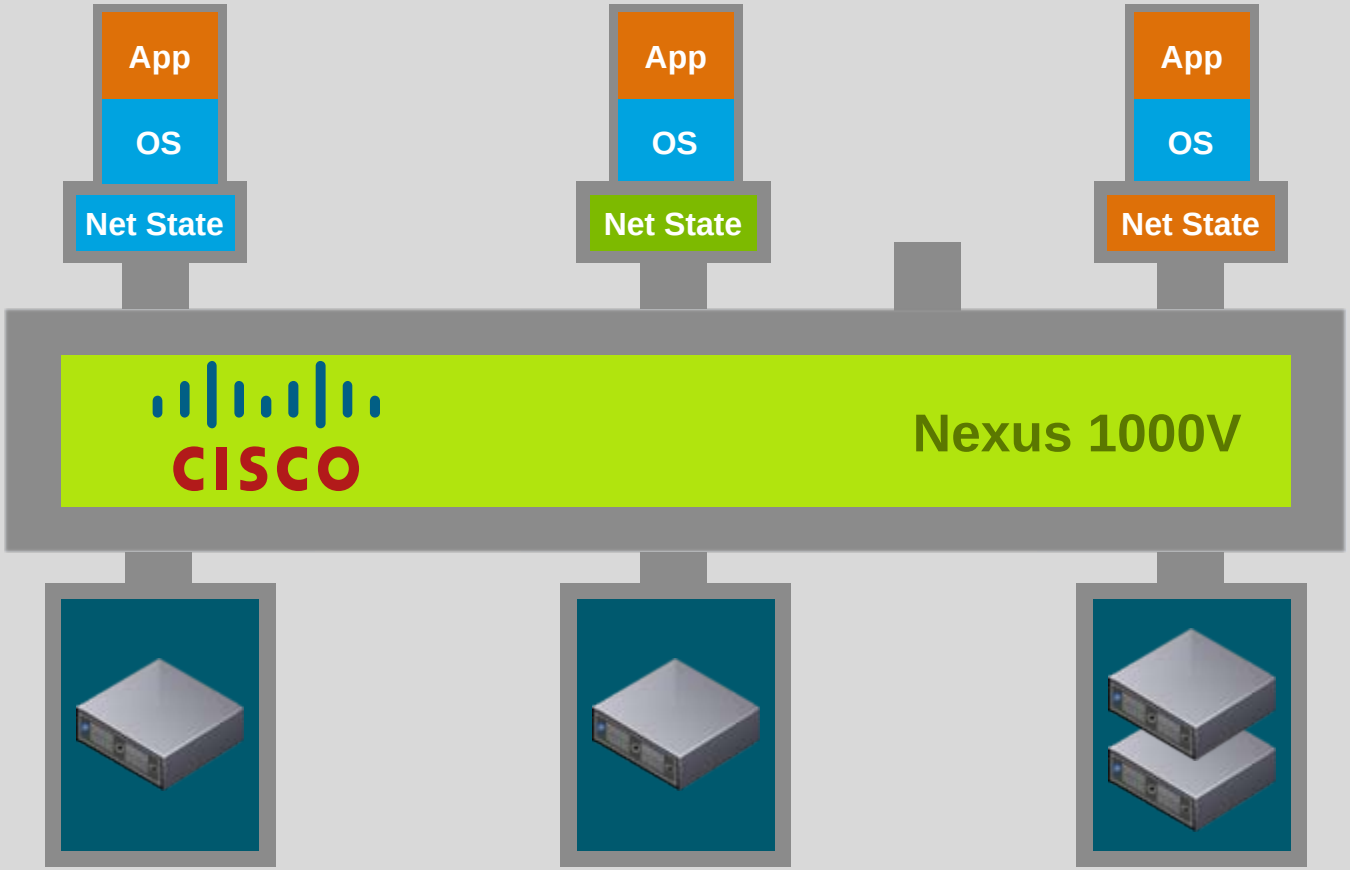
Distributed Power Management



50% Savings During VMmark™

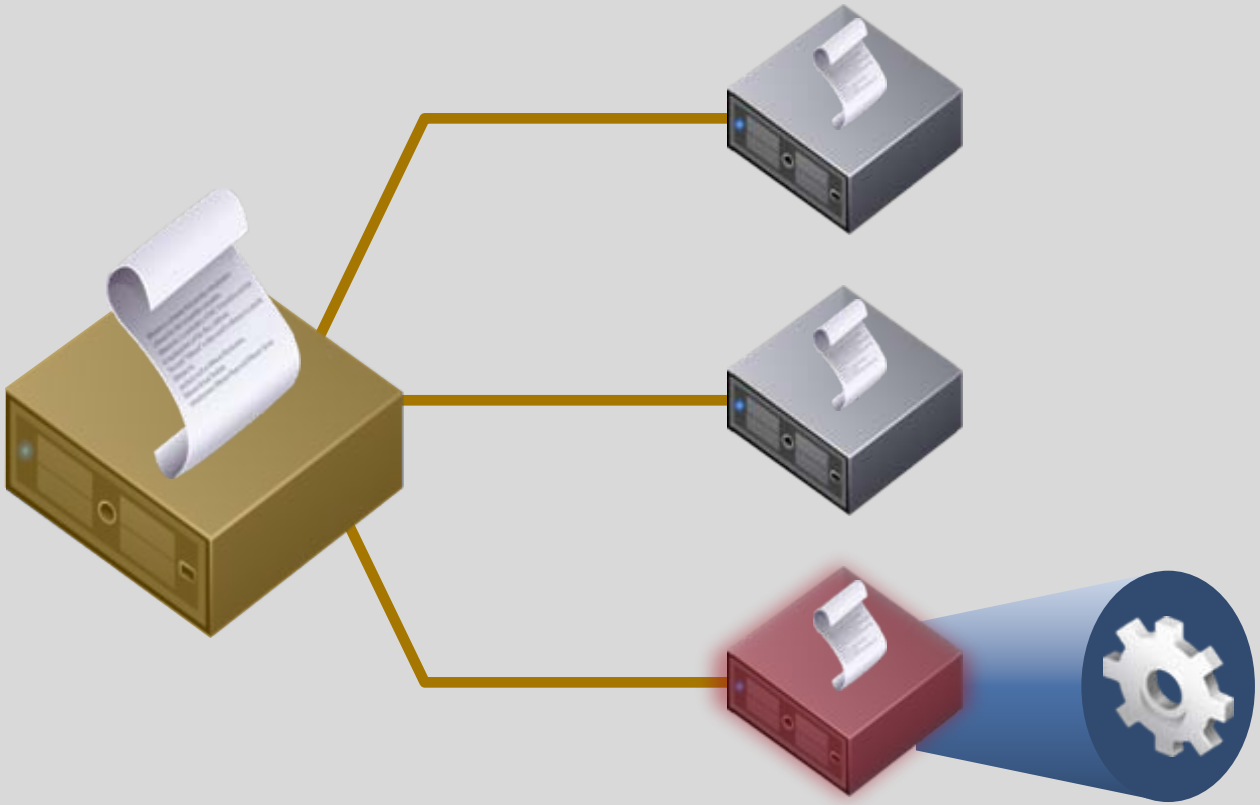
vNetwork Distributed Switch

Make networking in the giant computer easy to configure

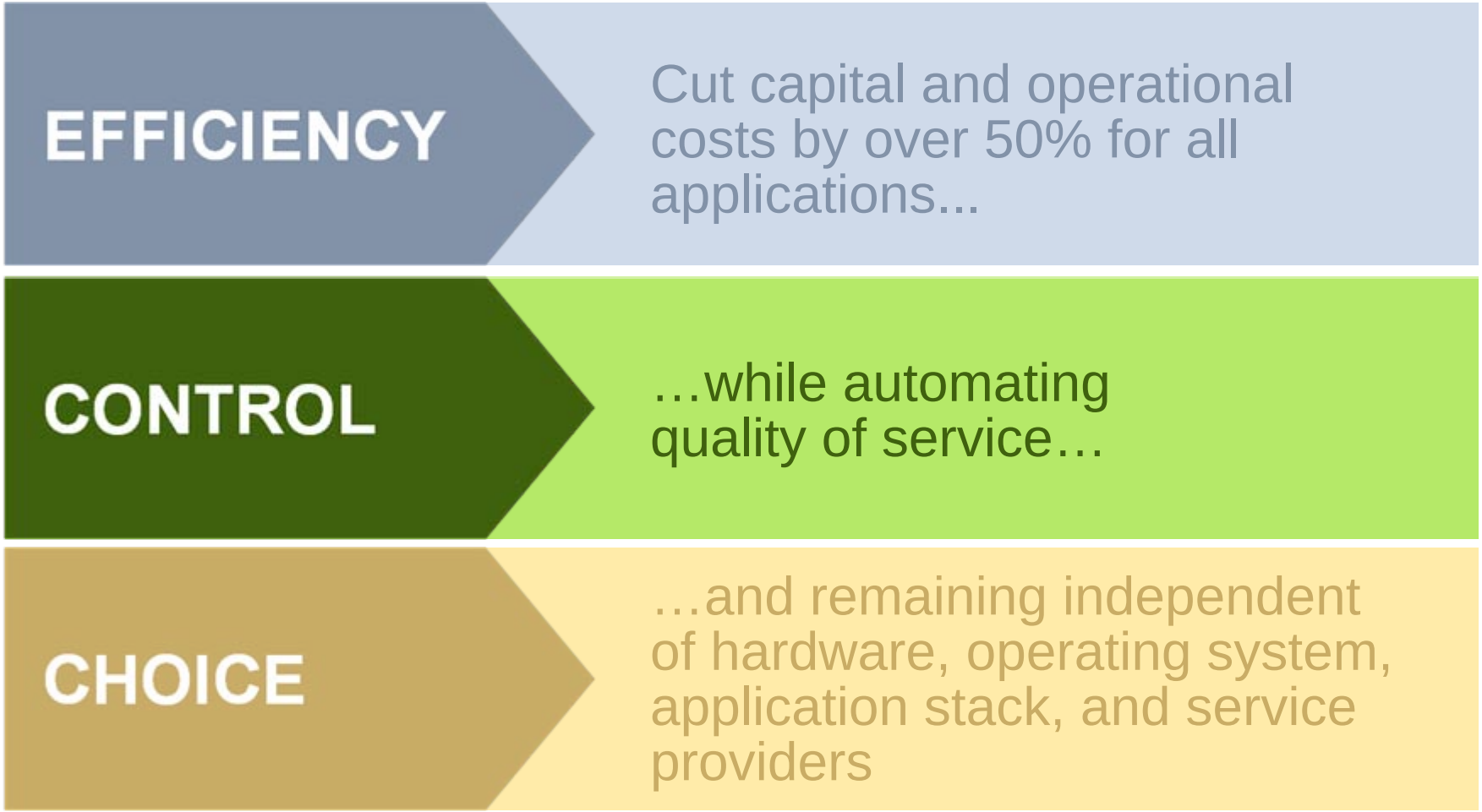


vCenter Host Profiles

Make the Giant Computer Easy to Extend/Scale

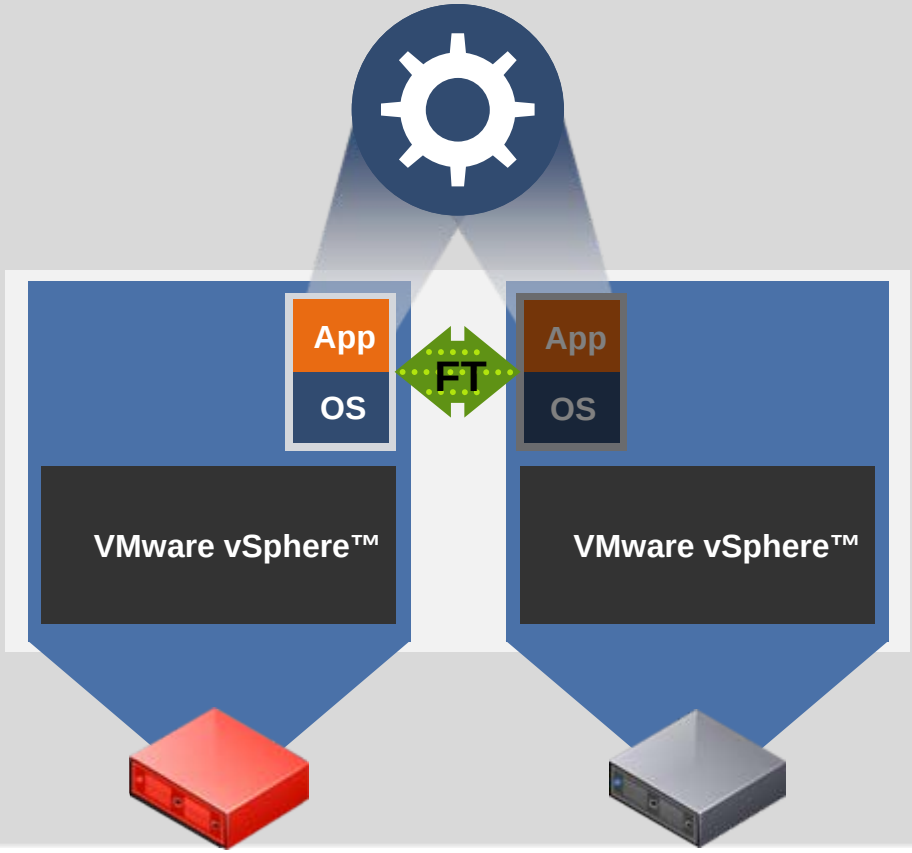


VMware vSphere



VMware Fault Tolerance

Zero Downtime, Zero Data Loss Failover



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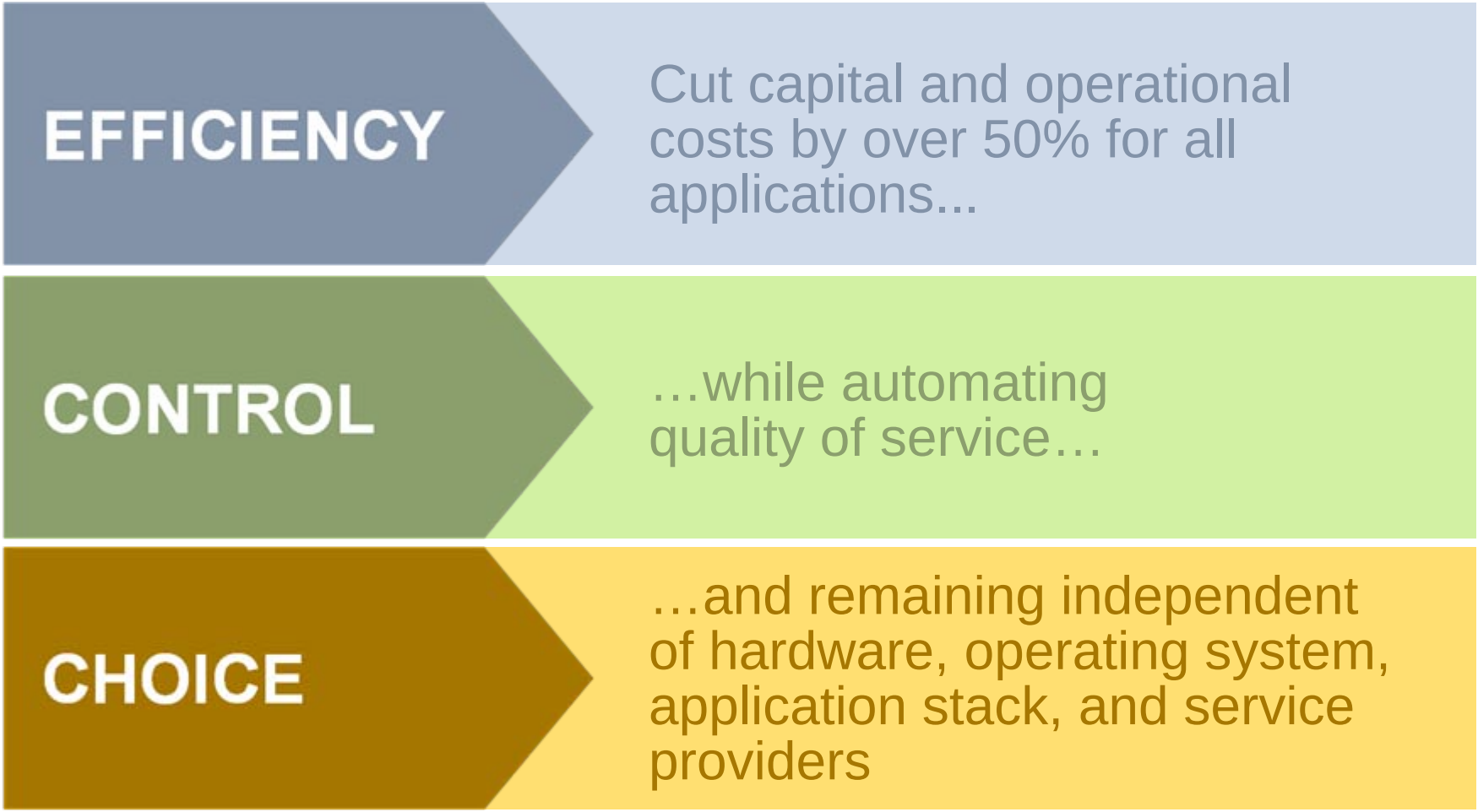
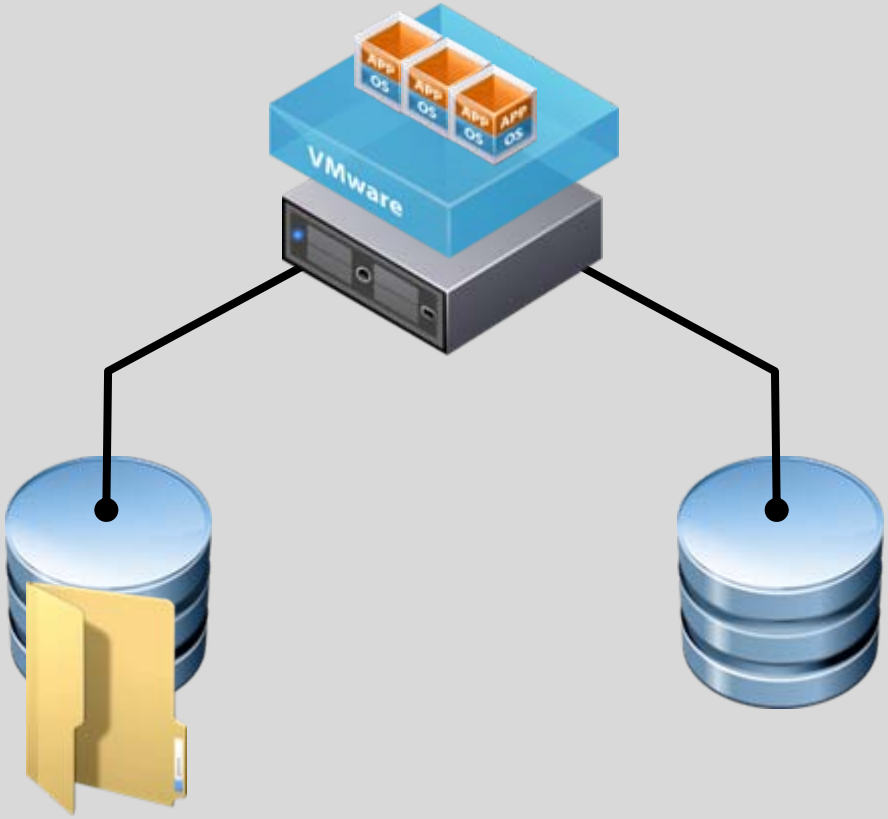
VMware vSphere



Storage VMotion

Choice of Storage Array or Protocol



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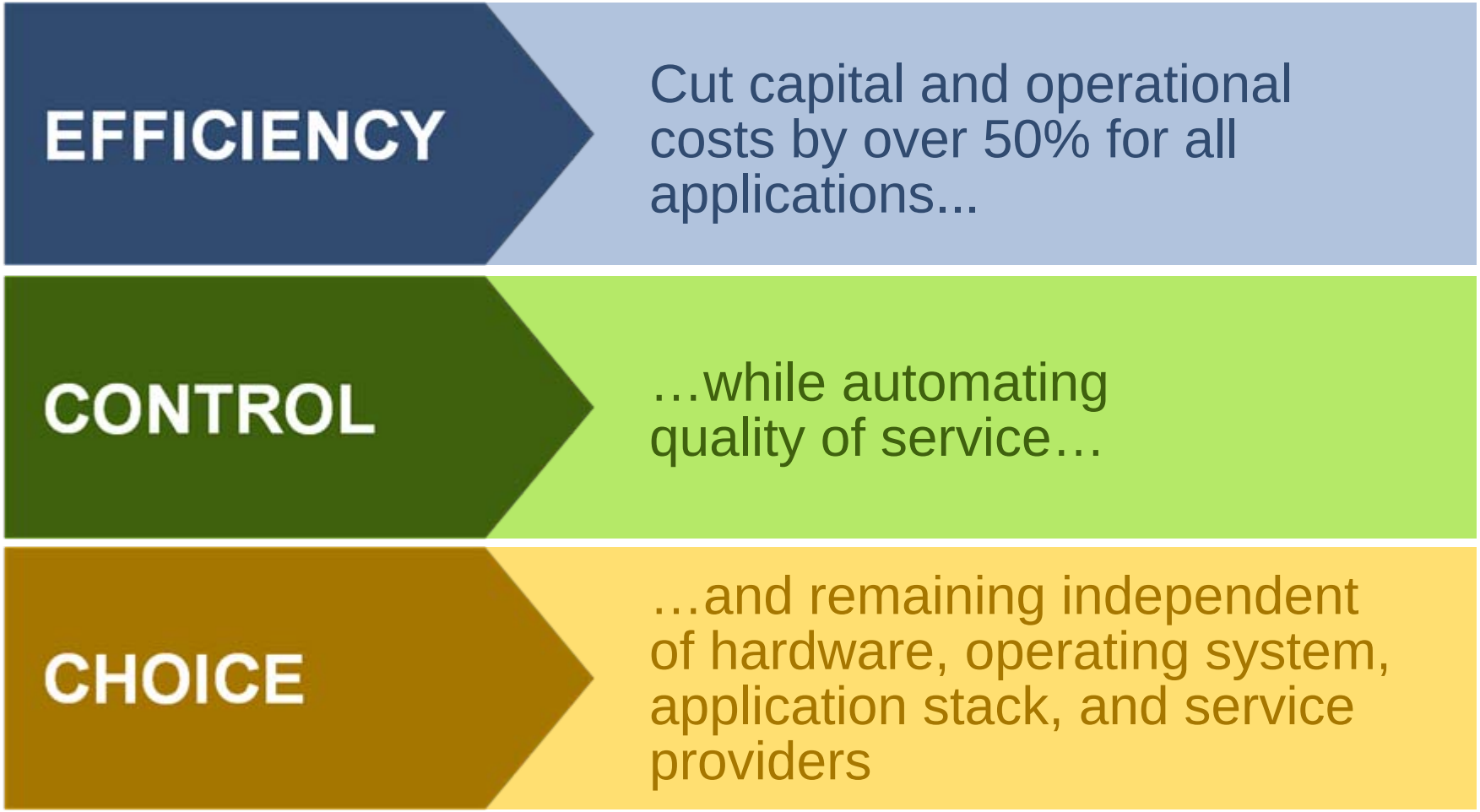
VMware vSphere 4 Delivers



A Customer with 100 Virtualized Hosts…

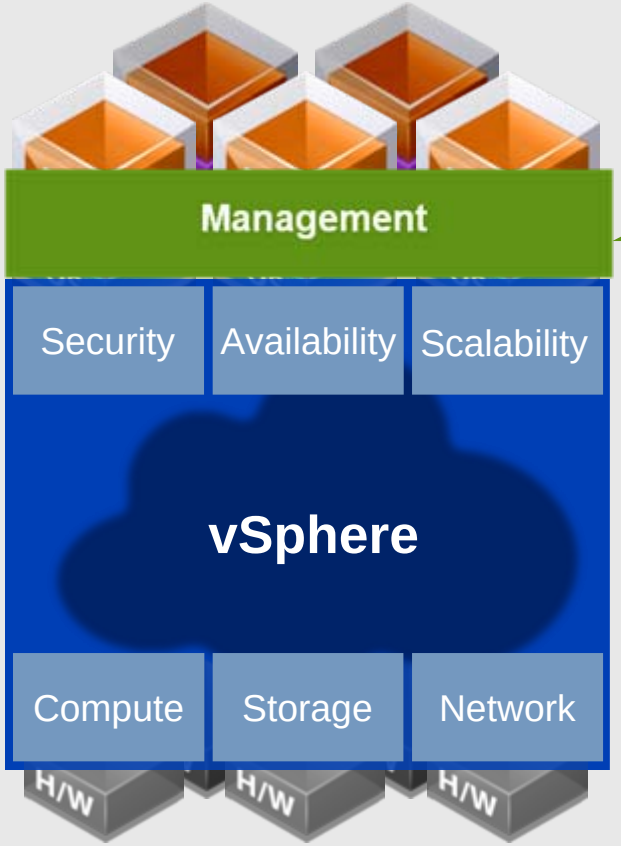
Higher Consolidation Ratio	= $216,194
Power Savings	= $15,840
Storage Savings	= $99,750
Configuration Efficiency	= $87,293
Avoided downtime	= $188,062

By upgrading to VMware vSphere 4 this customer will:

- **Save additional $607,138 annually or $1,821,414 over 3 years**
- **Free up more than half person/year in sys admin time**
- **Reduce business downtime by additional 30 min a year**

vCenter: Get Out of the Plumbing, Manage at the SLA level

The Datacenter



The Cloud

SLA Driven Management

- Provisioning
- Configuration
- Disaster recovery
- Security and policy enforcement
- Optimized resource management
- Automated app management
- Self Service

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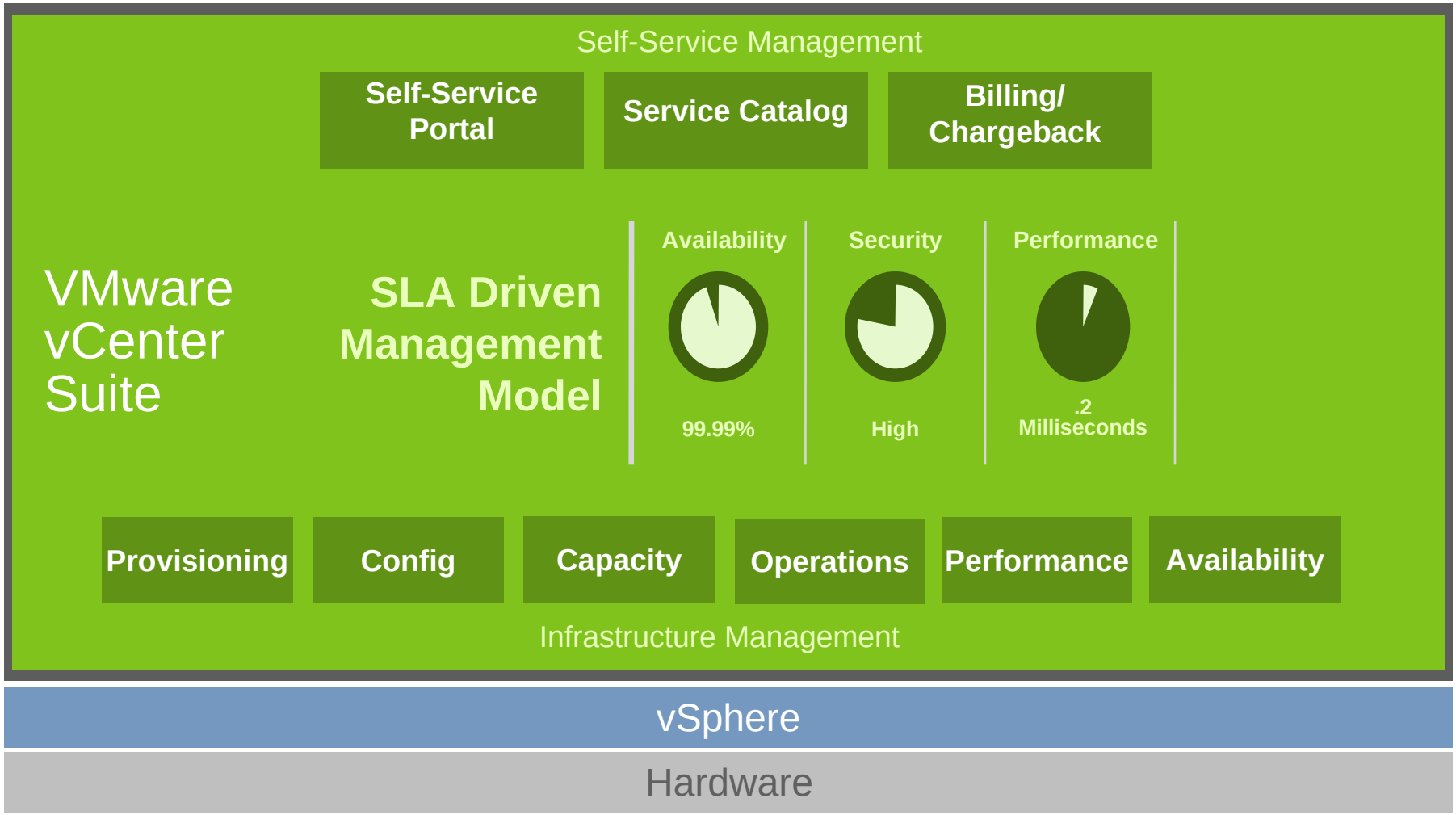
SLA Driven Management



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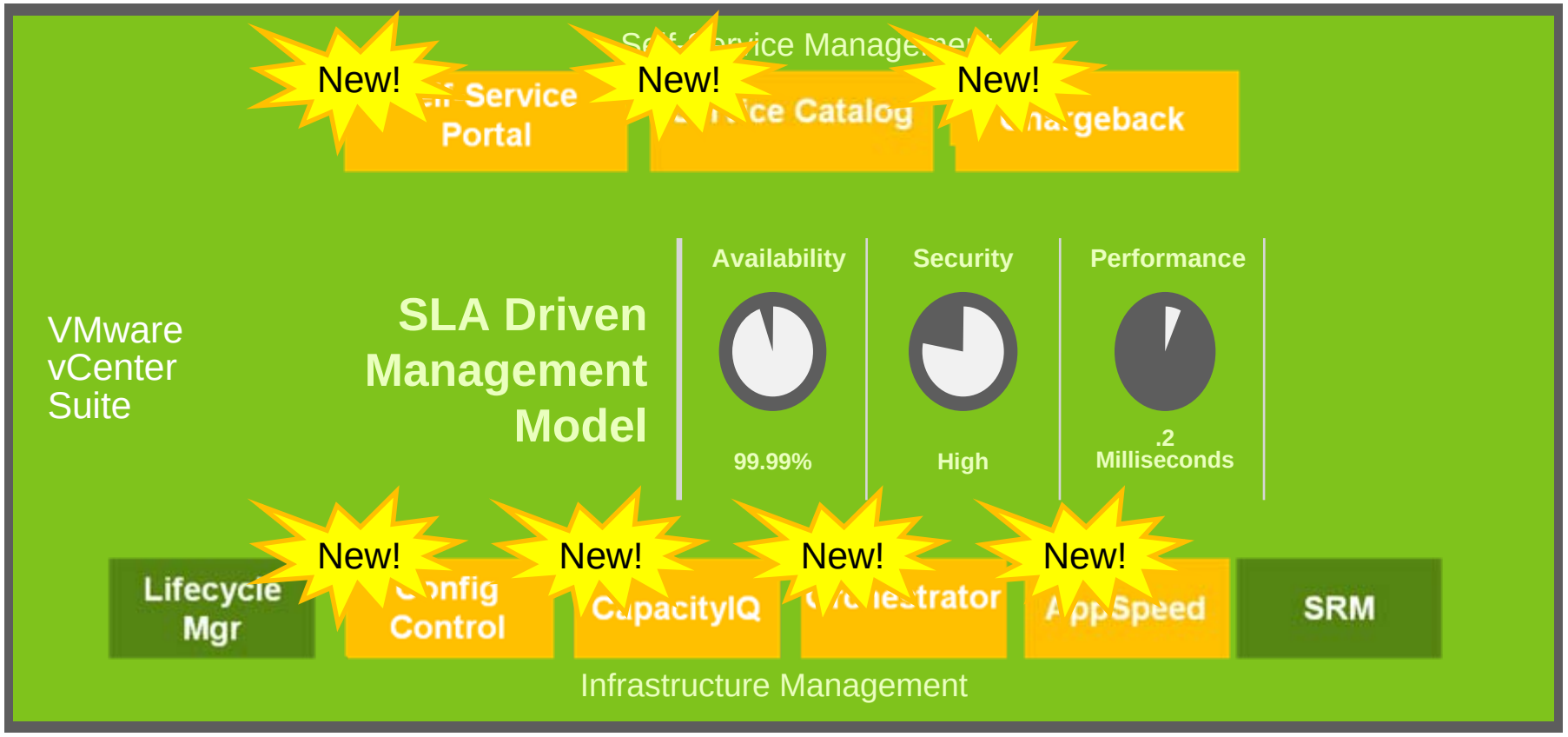
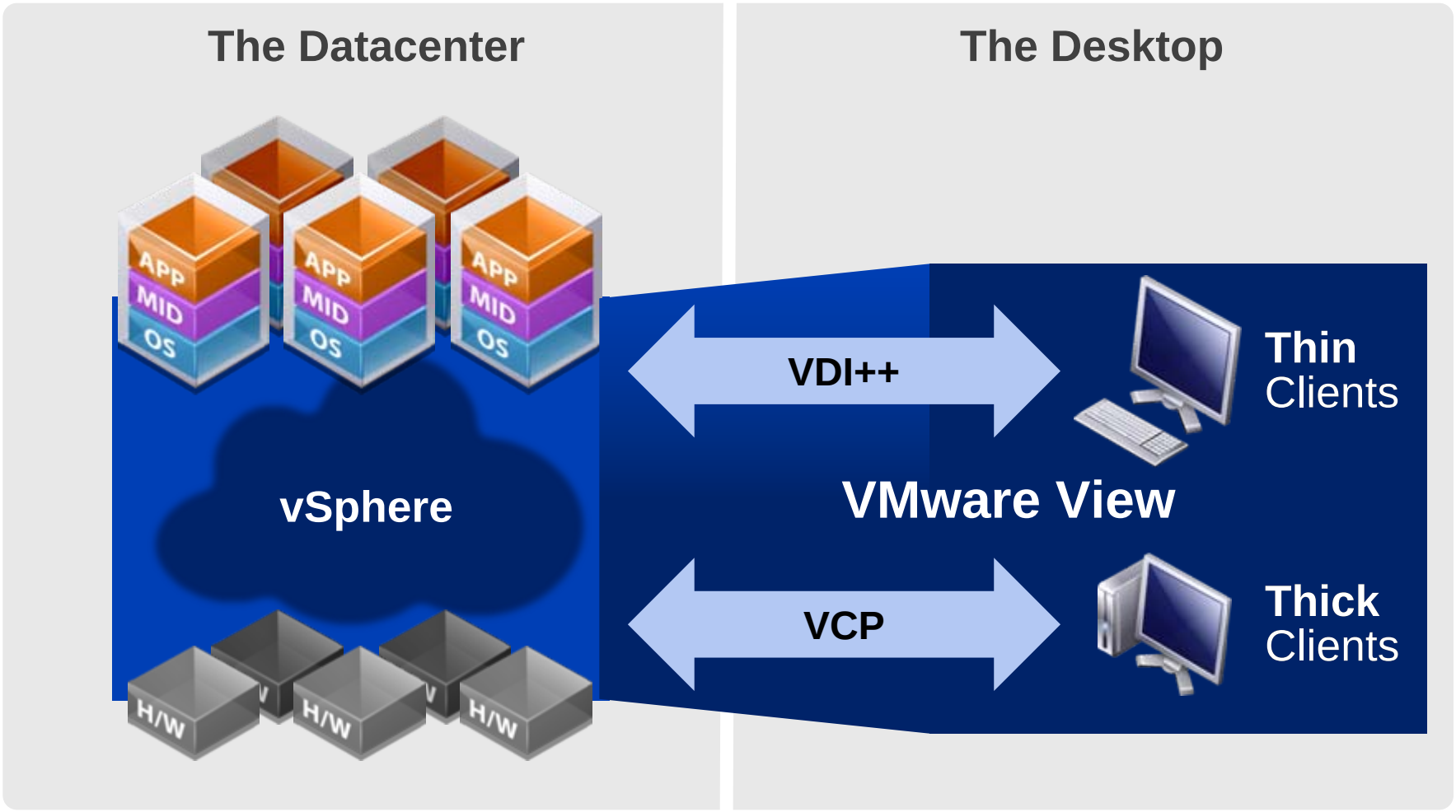
Hardware

SLA Driven Management



Taking the Desktop to the Cloud



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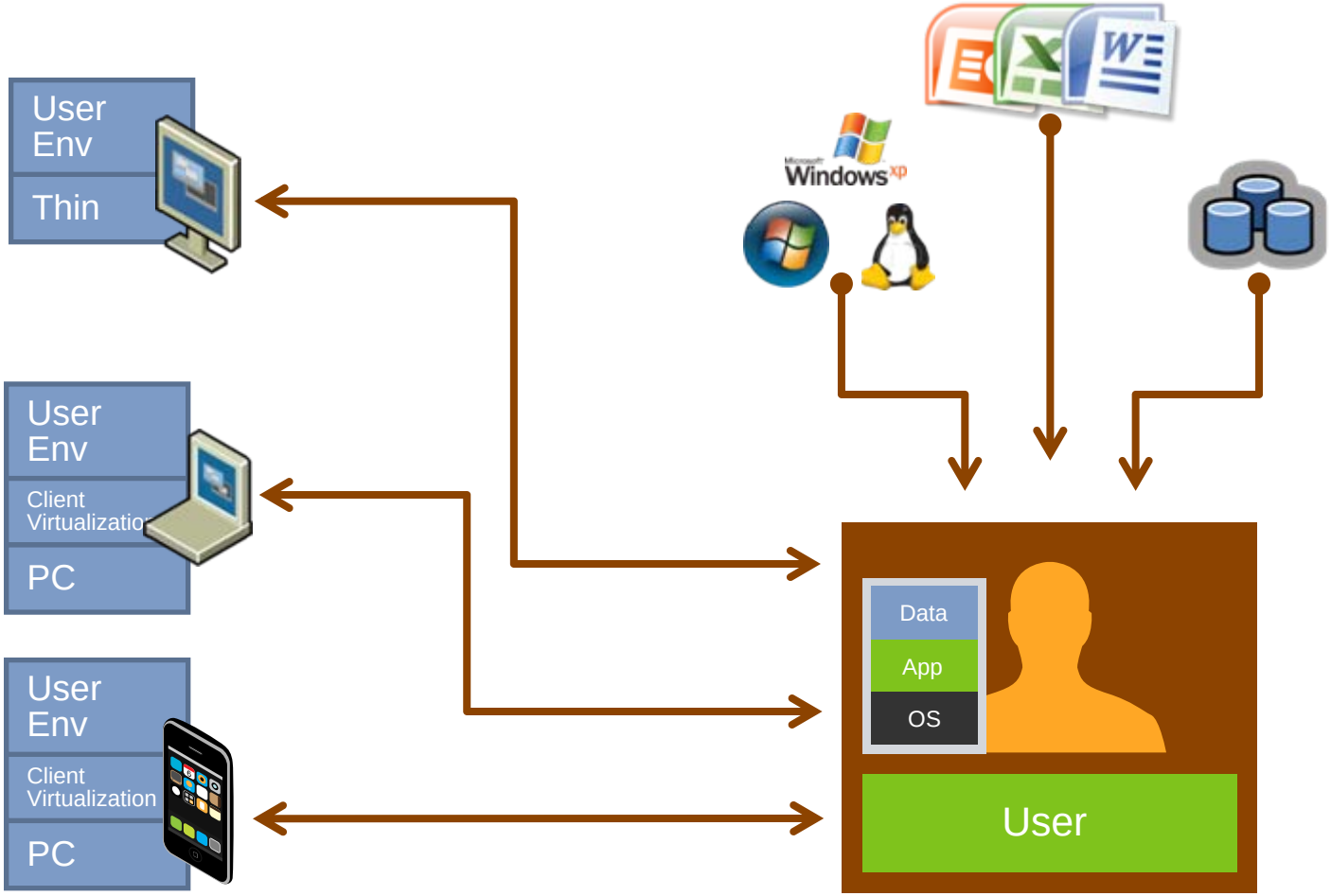
Desktops That Follow the User:
From VDI to VMware View



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Meeting the Challenges of the Desktop

Benefits

- Streamlined and Simplified Desktop Management
- Reduced Desktop Maintenance and Support Costs
- Improved End User SLAs and Desktop Business Continuity
- Improved Security and Compliance

Security

Summary

- Private Cloud – the Benefits Of Cloud Computing without the Disruption
- vSphere is the Foundation for the Private Cloud
- vSphere Delivers:
  - ***Efficiency***: More Cost Savings
  - ***Control***: Better SLAs for Applications
  - ***Choice***: Future Proof Infrastructure