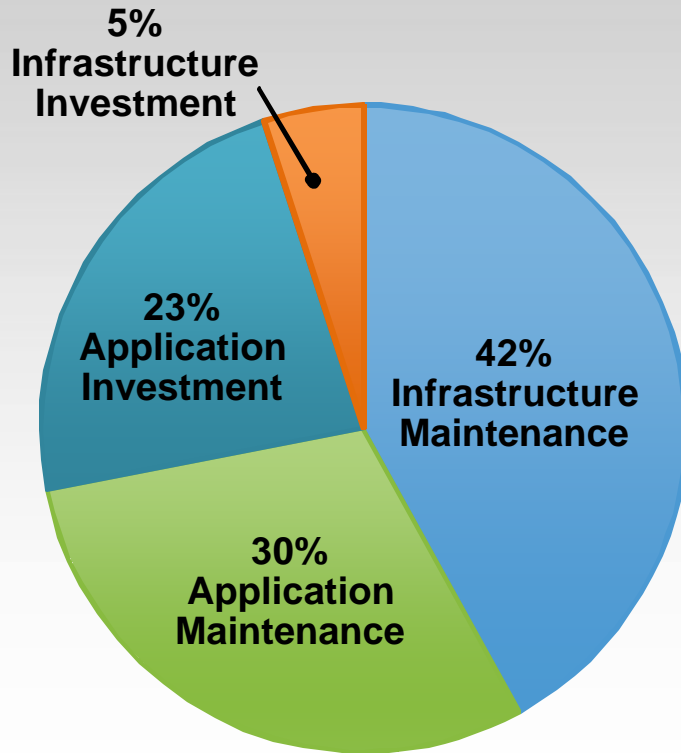


# **VMware April 21 Announcement Press Pre-Brief**

**UNDER EMBARGO UNTIL  
12:00 AM ET ON TUESDAY,  
APRIL 21**

## The Problem

### Where the IT Budget Goes

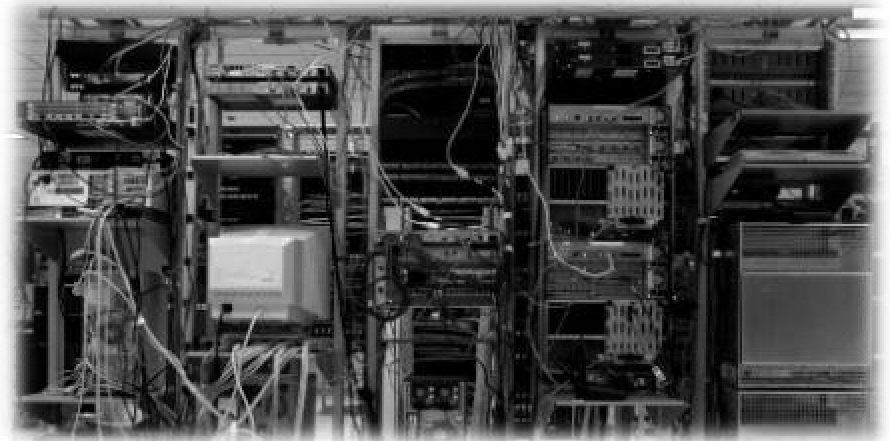


*Your Business Can Change  
Only as Fast as Your IT Can*

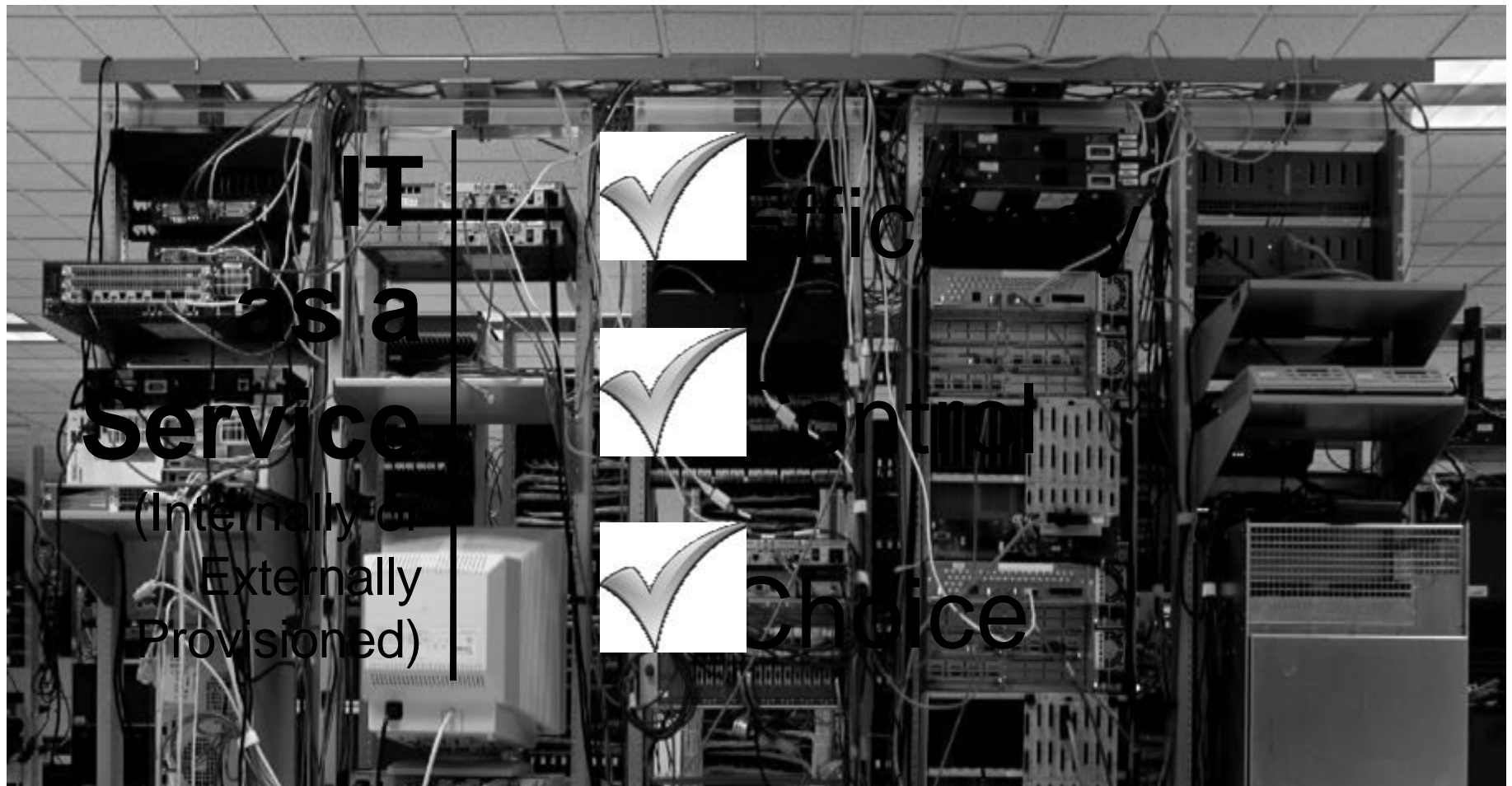
**Overwhelming complexity**

**>70% of IT budgets just to  
keep the lights on**

**<30% of IT budgets goes to  
innovation and competitive  
advantage**



## The Goal



## The Goal (Cont.)

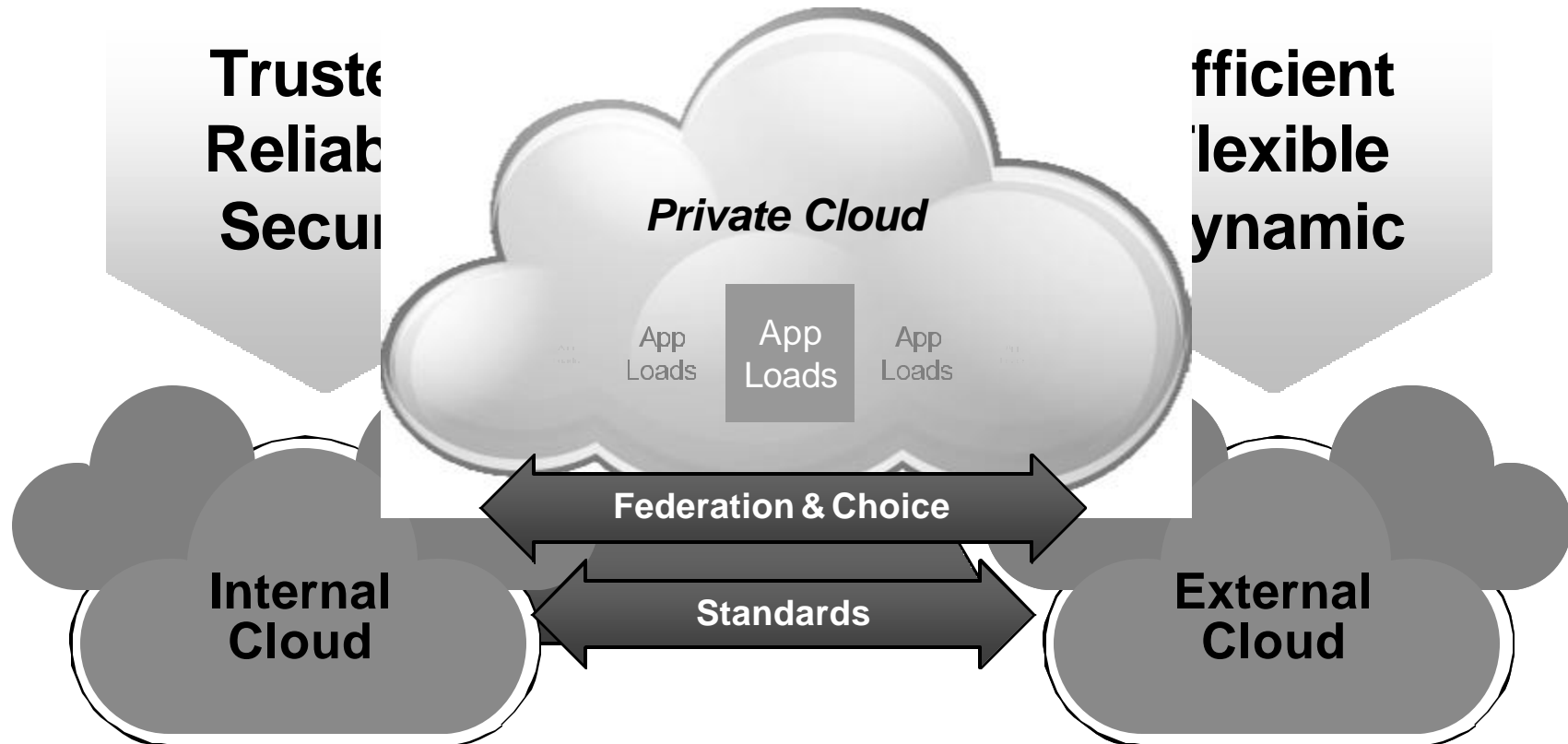
# IT as a Service

**Just like.....**



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

## The Path to IT as a Service



**Bring Cloud Computing to the Enterprise Datacenter**

## VMware is Bringing the Cloud to the Enterprise

### The Efficiency of Cloud Computing...

#### **Business**

- ❑ Fast response times
- ❑ Contractual and auditable SLAs
- ❑ Usage based, pay-as-you-go financial model

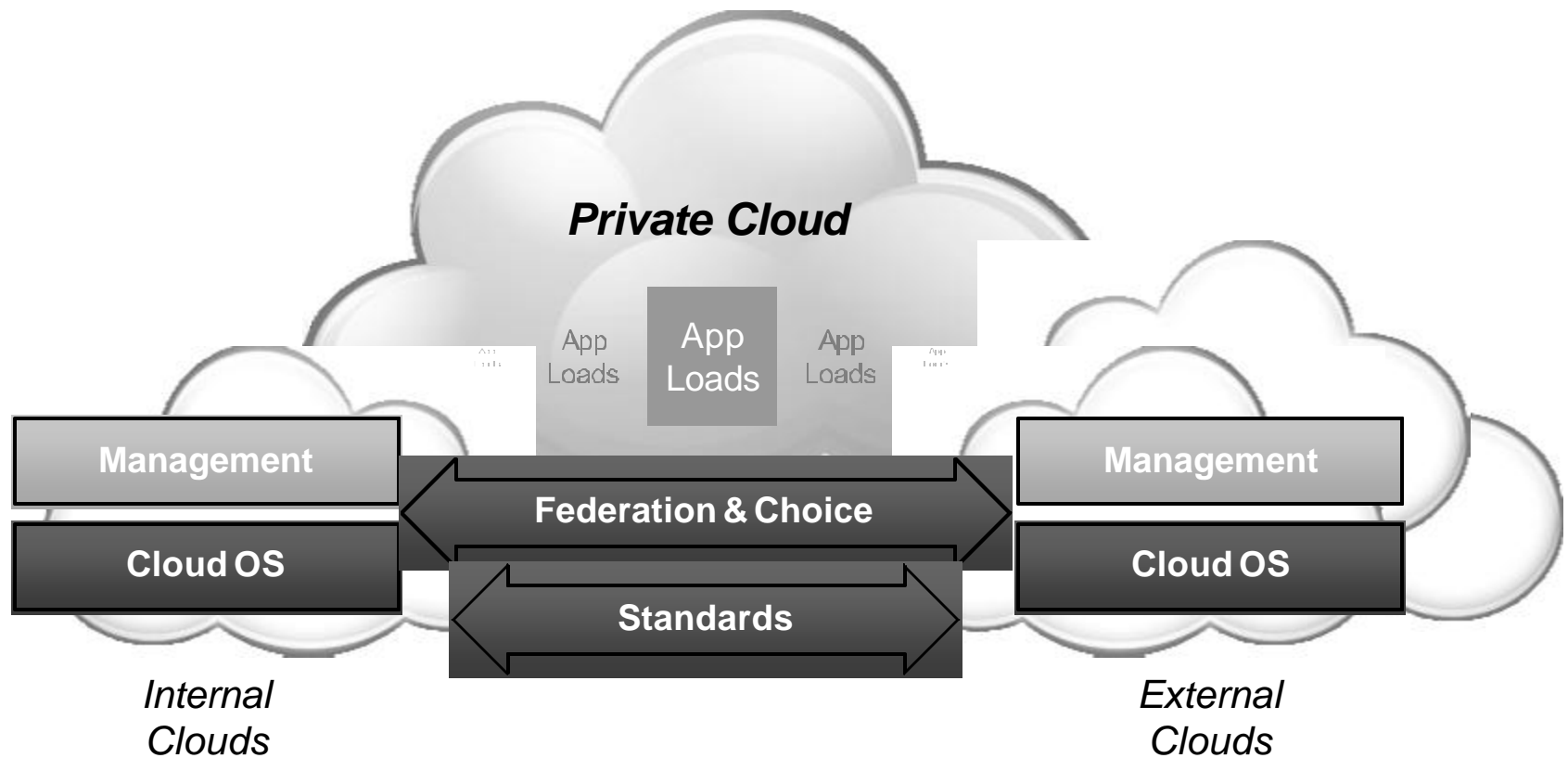
#### **IT**

- ❑ Economies of scale
- ❑ High performance, highly available
- ❑ Policy-driven automation

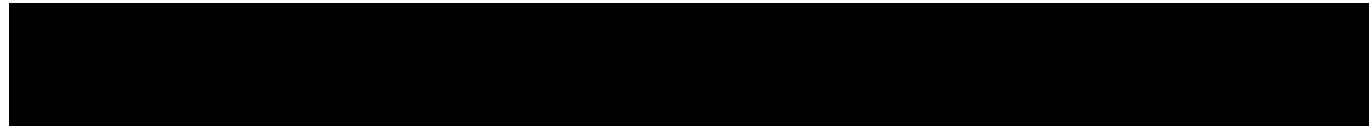
### ...Without the Risk Or Disruption

- ❑ Compatible with any existing or future application
- ❑ Security enforced on- and off-premise
- ❑ Leverage and evolve existing skills, management
- ❑ No lock into irreversible decision
- ❑ No lock into service providers

## Cloud OS - The Underpinning For Cloud Infrastructures



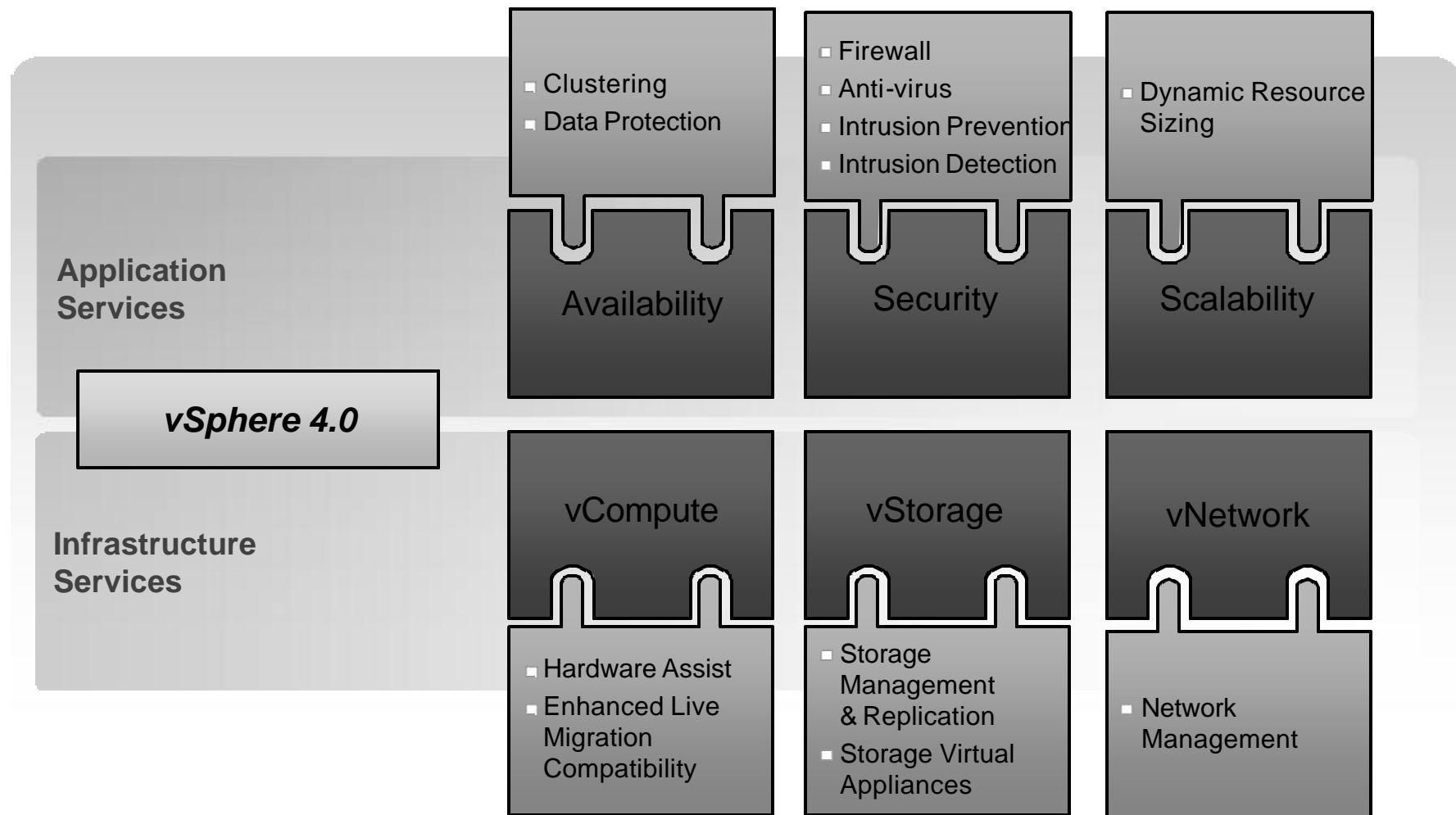
Introducing...



*The best platform for building cloud  
infrastructures*



# VMware vSphere™ – The Industry's First Cloud Operating System



## VMware vSphere™ 4.0 Delivers

### *Efficiency*

*Cut capital  
and operational  
costs by over 50%.  
for all applications..*

### *Control*

*...while automating  
quality of service...*

### *Choice*

*...and remaining  
independent  
of hardware,  
operating system,  
application stack,  
and service  
providers*

## VMware vSphere™ 4.0 Delivers

### *Efficiency*

*Cut capital  
and operational  
costs by over 50%  
for all applications...*

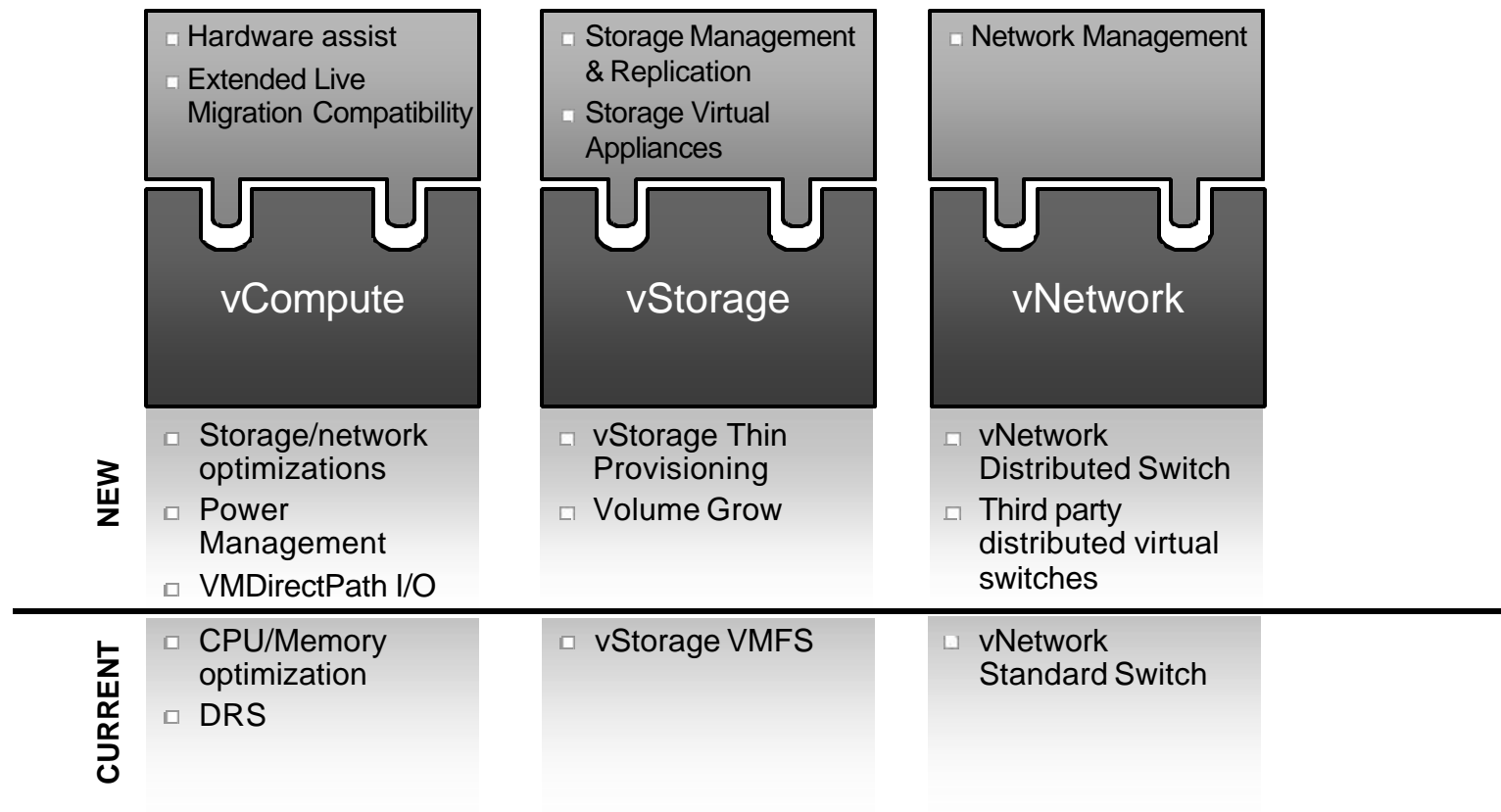
### *Control*

*...while automating  
quality of service...*

### *Choice*

*...and remaining  
independent  
of hardware,  
operating system,  
application stack,  
and service  
providers*

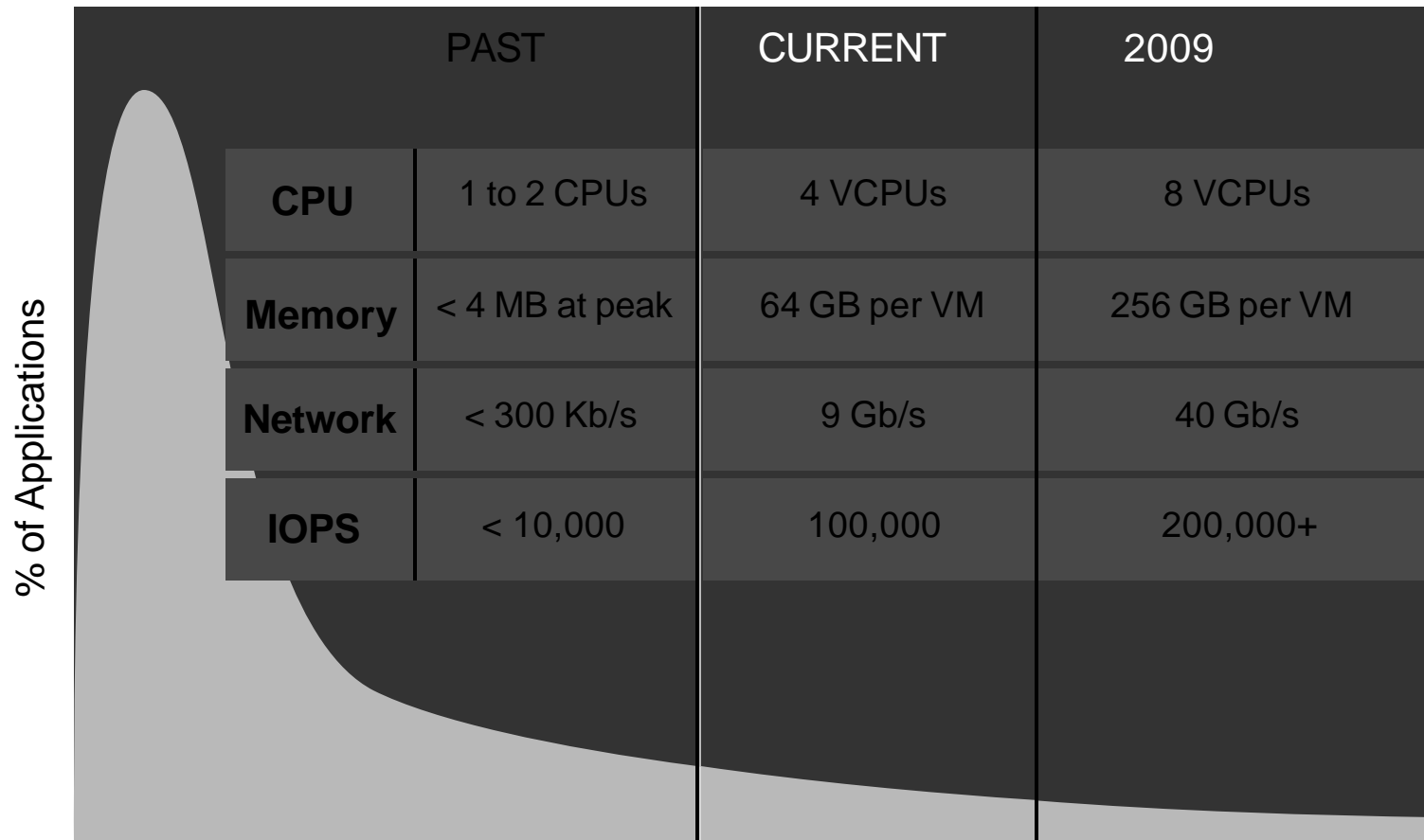
## Infrastructure Services Deliver CapEx and OpEx Savings



**Highest consolidation ratios in the industry**  
**Most efficient use of hardware resources**  
**Low operational overhead**

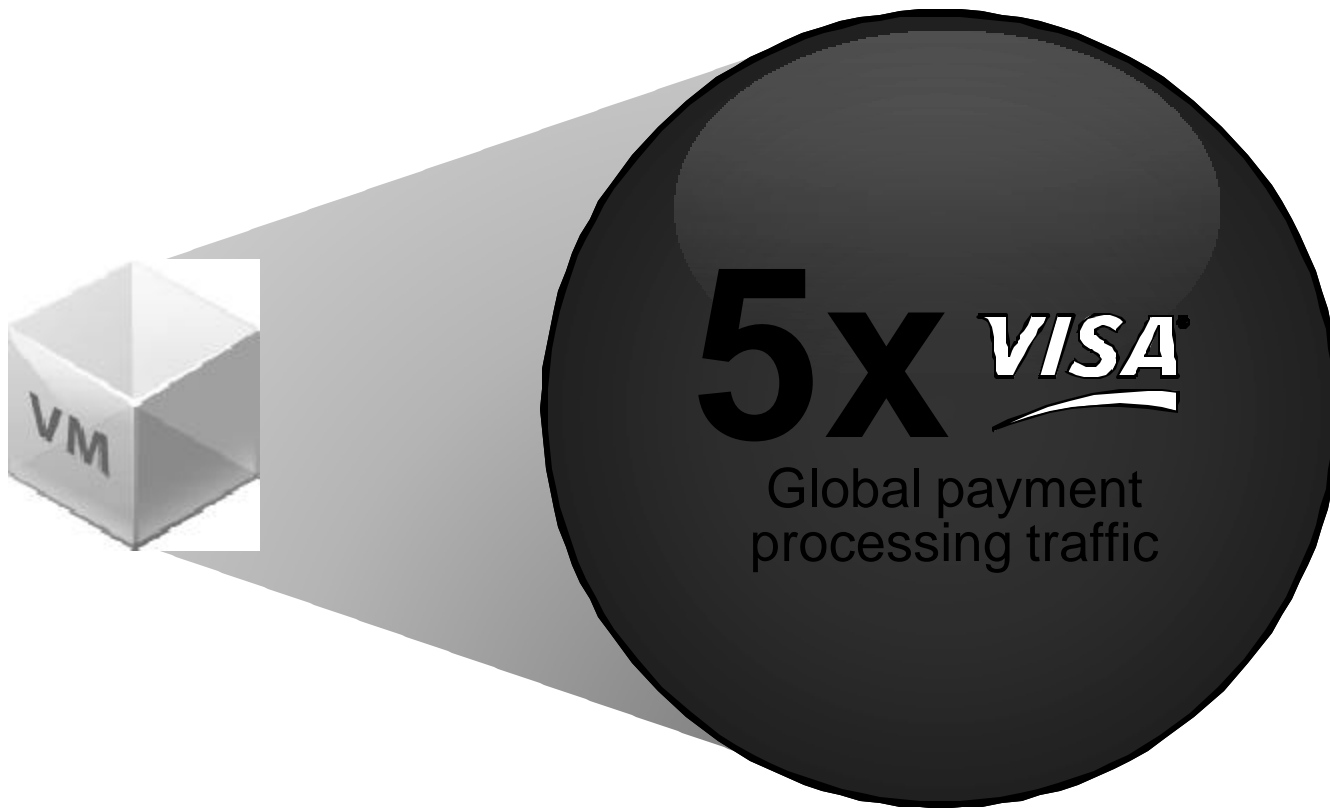
# Run Even Most Business Critical Applications

Powerful enough for all applications



Application's Performance Requirements

## Comparison to VISA



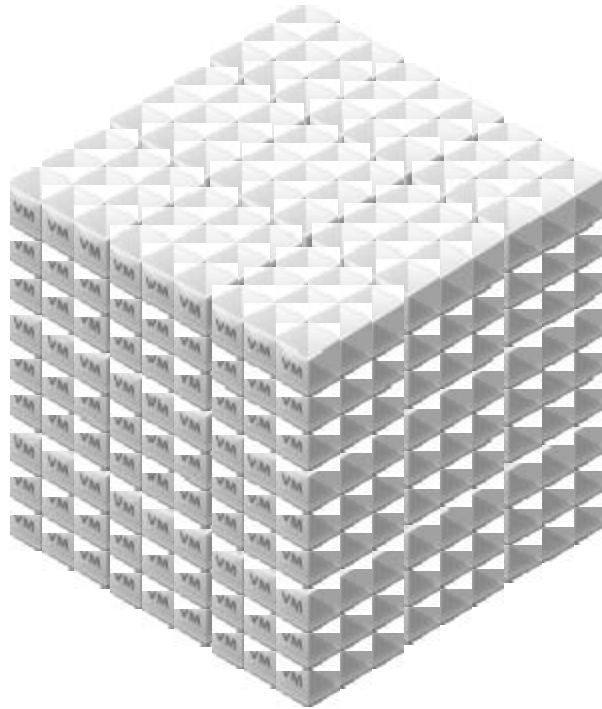
## Multi-Core + VMware = Record Performance

ebay

**3x**

eBay's daily web  
traffic on a single  
server

## Building the Giant Computer



**VMware Datacenter Infrastructure**



## Power Savings with Distributed Power Management

Make the giant computer power efficient



VMware  
**1 Year**  
POWER  
SAVINGS

=

Denmark  
**10 Days**  
POWER  
CONSUMPTION

## vStorage Thin Provisioning Savings

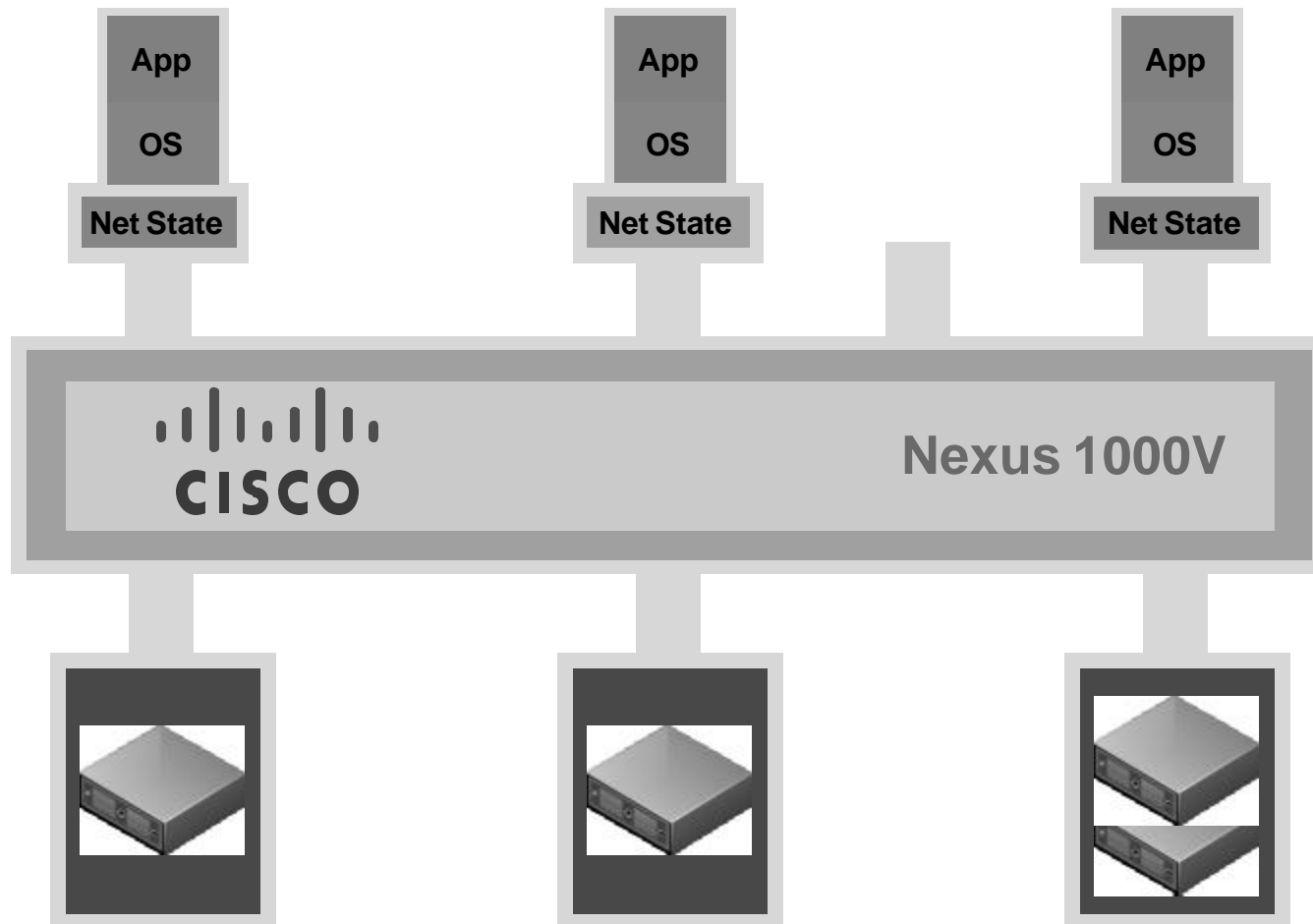
**Make the giant computer storage efficient**

vStorage  
Thin  
Provisioning



## vNetwork Distributed Switch

**Make networking in the giant computer easy to configure**



## VMware vSphere™ 4.0 Delivers

### *Efficiency*

*Cut capital  
and operational  
costs by over 50%  
for all applications...*

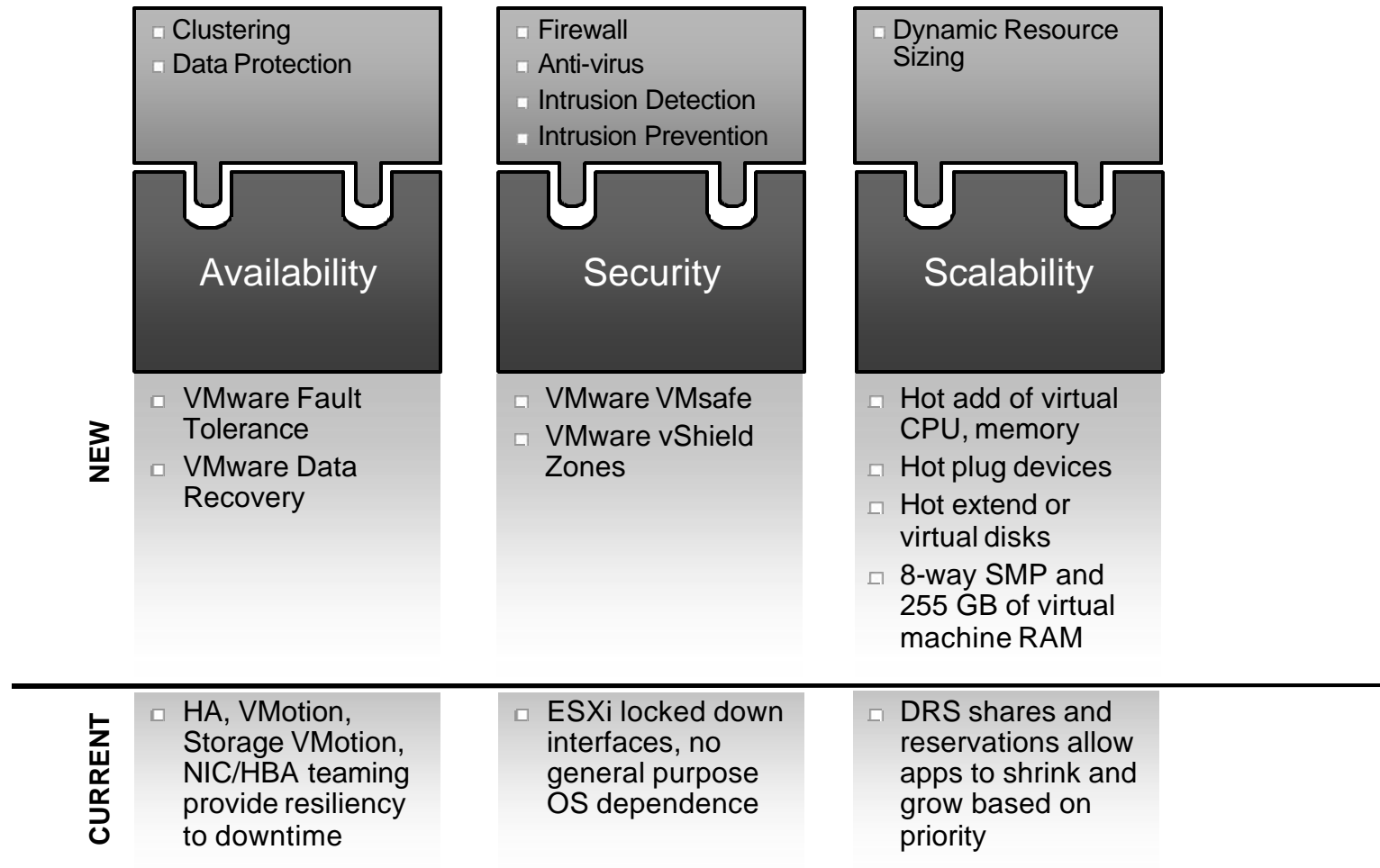
### *Control*

*...while automating  
quality of service...*

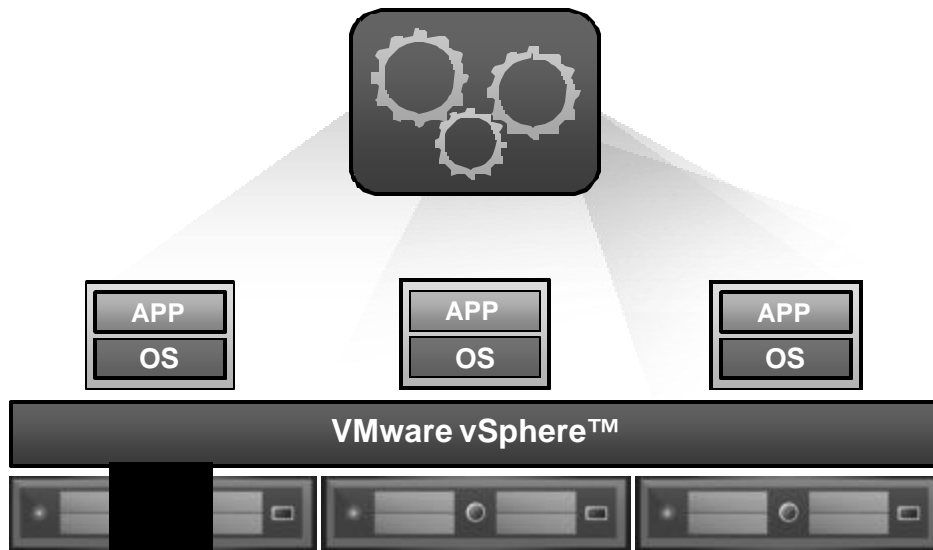
### *Choice*

*...and remaining  
independent  
of hardware,  
operating system,  
application stack,  
and service  
providers*

## Application Services Provide Built in Service Level Controls

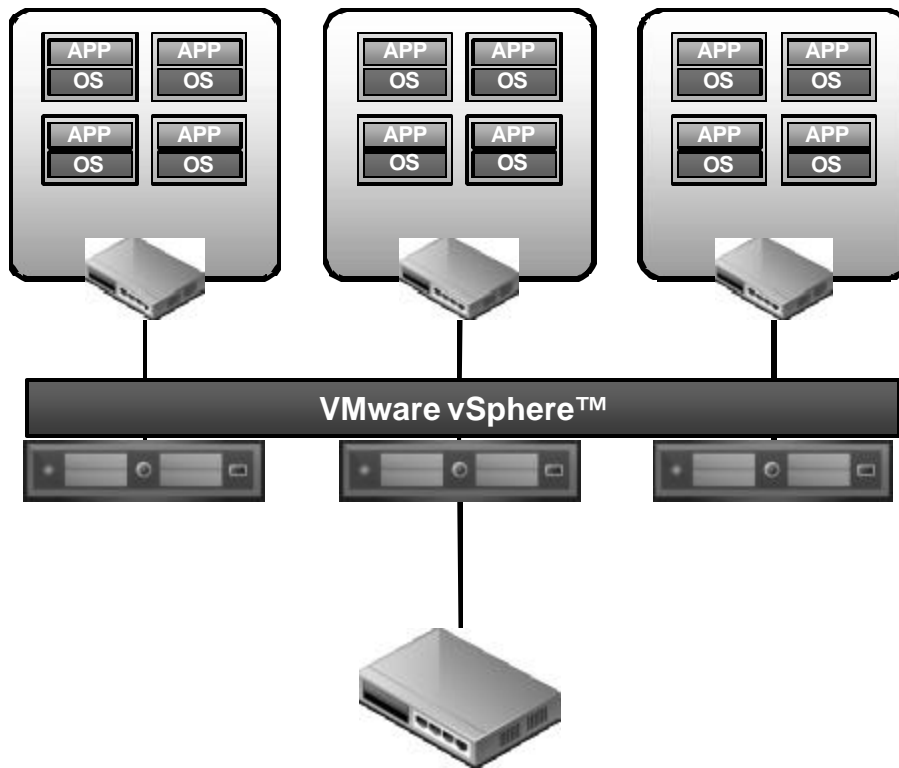


## VMware Fault Tolerance



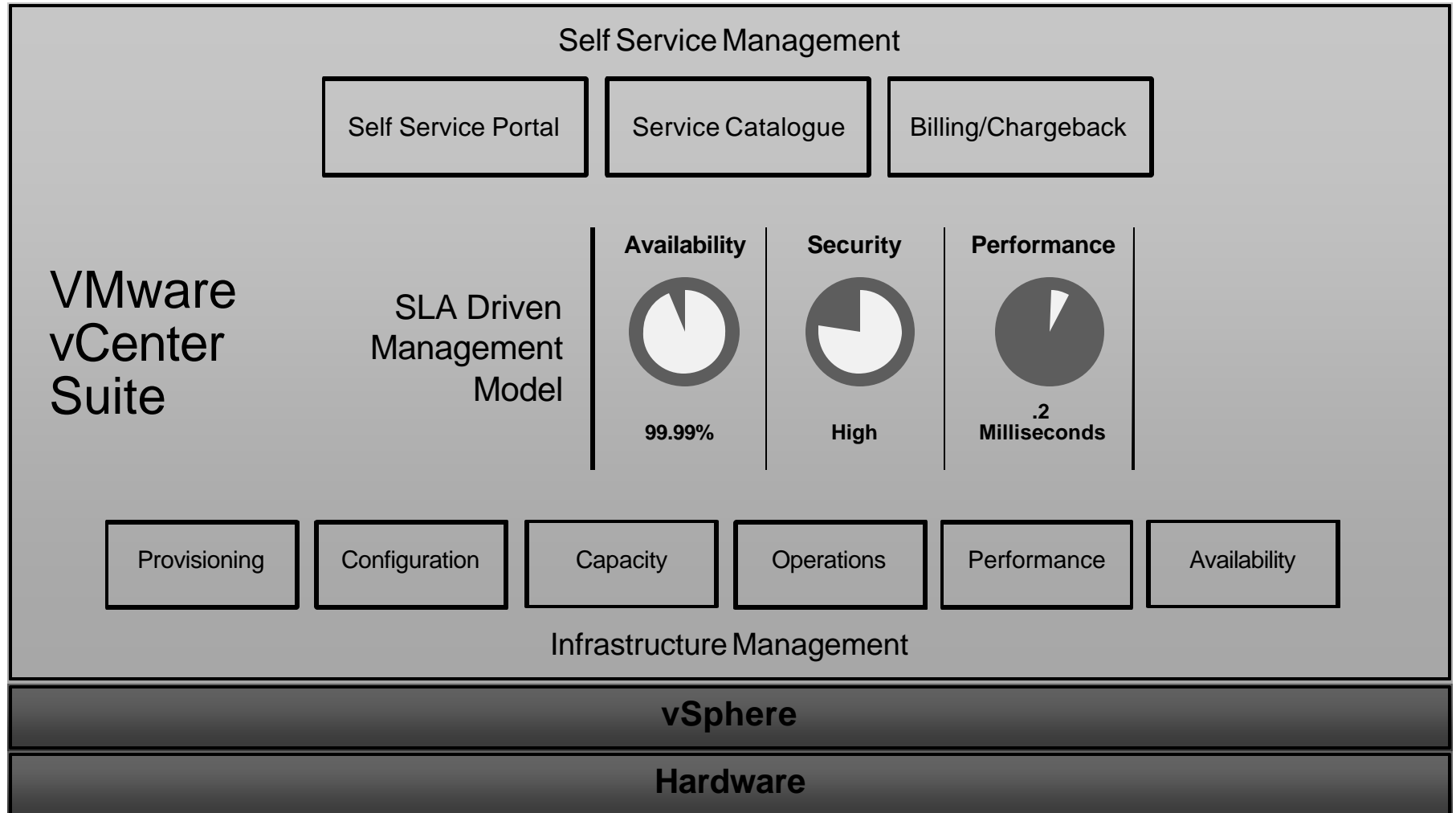
- ❑ Single identical VMs running in lockstep on separate hosts
- ❑ Zero downtime, zero data loss failover for all virtual machines in case of hardware failures
- ❑ Zero downtime, zero data loss
- ❑ No complex clustering or specialized hardware required
- ❑ Single common mechanism for all applications and OS-es

## VMware vShield Zones



- ❑ Self-learning, self-configuring firewall Service
- ❑ VMotion and network-configuration aware trust zones
- ❑ Dynamic firewall policy using application protocol awareness
- ❑ Dynamic security capacity using infrastructure vServices
- ❑ Security policies auto-adapt to network reconfiguration or upgrades

## Extensible Management Suite





## VMware vSphere™ 4.0 delivers

### *Efficiency*

*Cut capital  
and operational  
costs by over 50%  
for all applications...*

### *Control*

*...while automating  
quality of service...*

### *Choice*

*...and remaining  
independent of  
hardware, operating  
system, application  
stack, and  
service providers*

## vSphere Enables Choice

- > Any server
- > Any storage
- > Any OS
- > Any Application
- > On premise or off premise

## VMware vSphere™: Most Comprehensive OS Support

### VMware vSphere™

- ❑ Windows NT 4.0
- ❑ Windows 2000
- ❑ Windows Server 2003
- ❑ Windows Server 2008
- ❑ Windows Vista
- ❑ Windows XP
- ❑ RHEL5
- ❑ RHEL4
- ❑ RHEL3
- ❑ RHEL2.1
- ❑ SLES10
- ❑ SLES9
- ❑ SLES8
- ❑ Ubuntu 7.04
- ❑ Solaris 10 for x86
- ❑ NetWare 6.5
- ❑ NetWare 6.0
- ❑ NetWare 6.1
- ❑ Debian
- ❑ CentOS
- ❑ FreeBSD
- ❑ Asianux
- ❑ SCO OpenServer
- ❑ SCO Unixware
- ❑ ...

### MS Hyper-V

- ❑ Win Server 2008 (up to 4P vSMP)
- ❑ Win Server 2003 SP2 (up to 2P vSMP)
- ❑ Win Server 2000 SP4 (1P only)
- ❑ SLES10 (1P only)
- ❑ Windows Vista SP1
- ❑ Windows XP Pro SP2/SP3

**vSphere = most guest OS-es**

## Choice of Providers

Choice from a rich ecosystem of clouds



## **VMware vSphere™ - The Best Choice for your Business**

### ***Efficiency***

***...to cut capital & operational costs by up to 50% for all applications***

### ***Control***

***...while automating & guaranteeing quality of service***

### ***Choice***

***...for flexibility in SW stack, HW, & service providers***

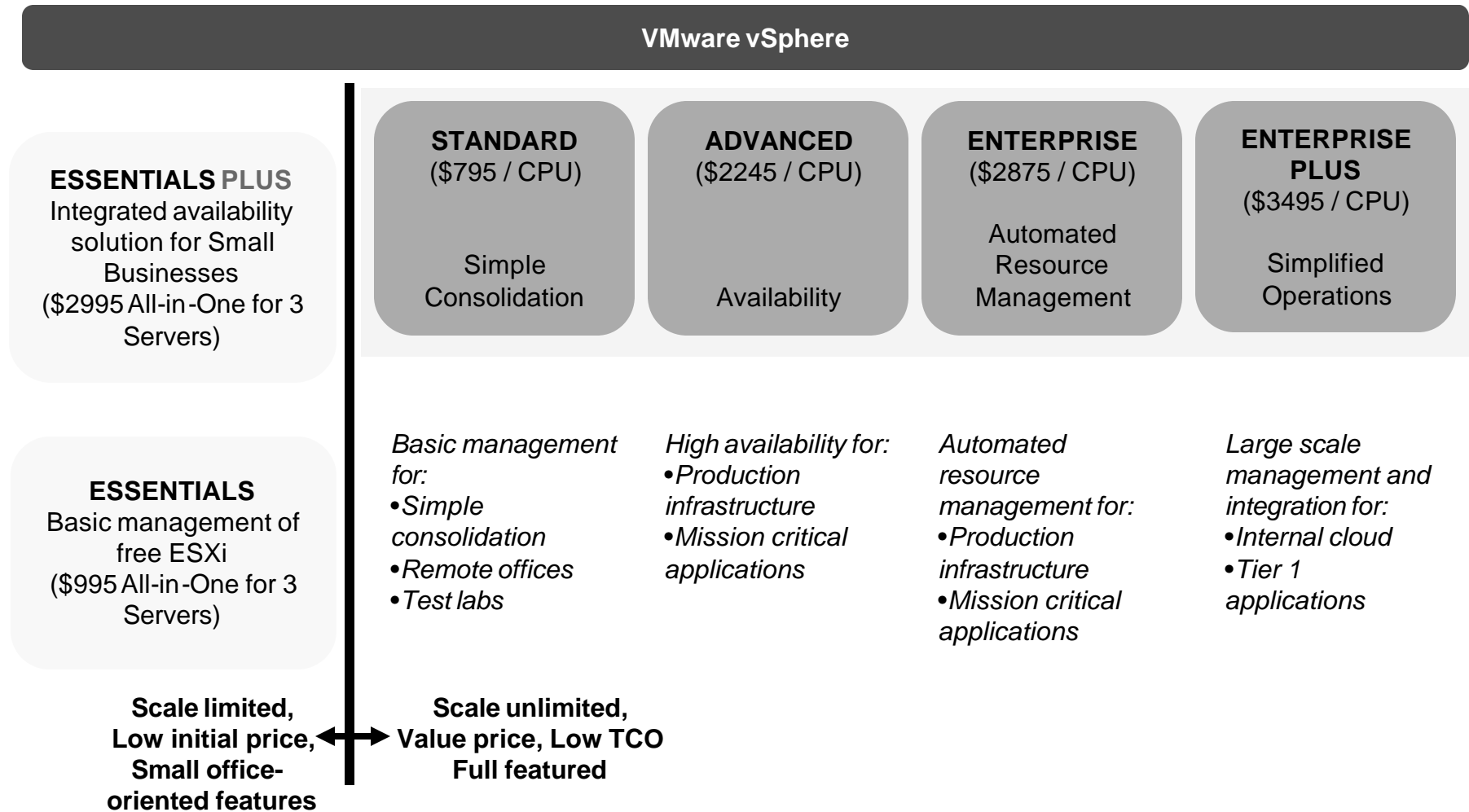
***VMware strives to support whatever hardware, application stack, management stack, OS, or service provider the customer has selected***

***VMware strategy: Remain neutral so the customer has maximum choice***

## If You Have to Zero in on the Most Interesting New Features

- > Fault Tolerance
- > vNetwork Distributed Switch – partnership with Cisco
- > vStorage Thin Provisioning
- > Storage VMotion
- > vShield Zones

# New vSphere 4 Editions: Overview

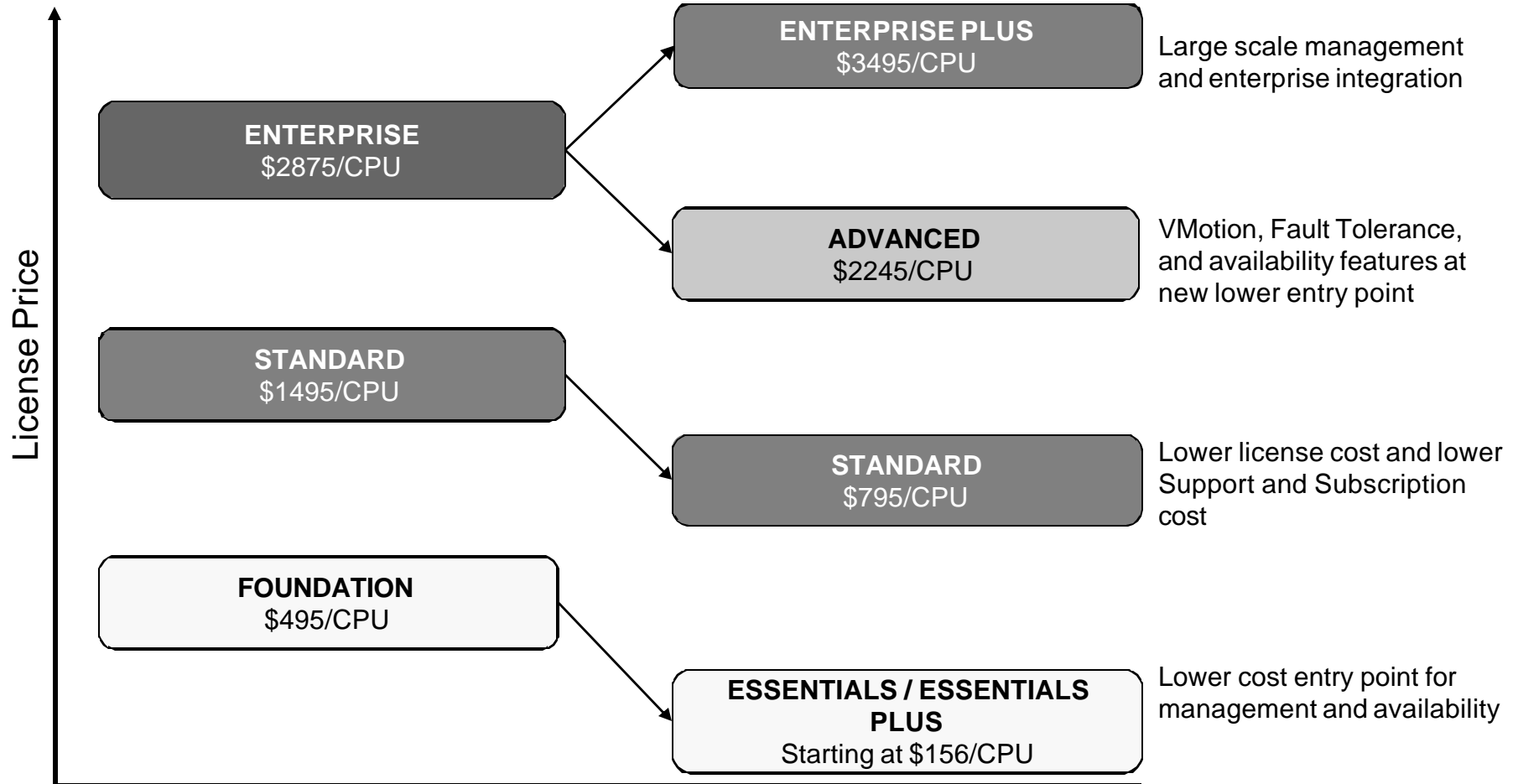


Note: US list pricing in USD – International pricing may vary

## More Functionality at Lower Price Point

### VMware Infrastructure 3

### VMware vSphere 4



Note: US list pricing in USD – International pricing may vary

Note: These are NOT entitlement paths



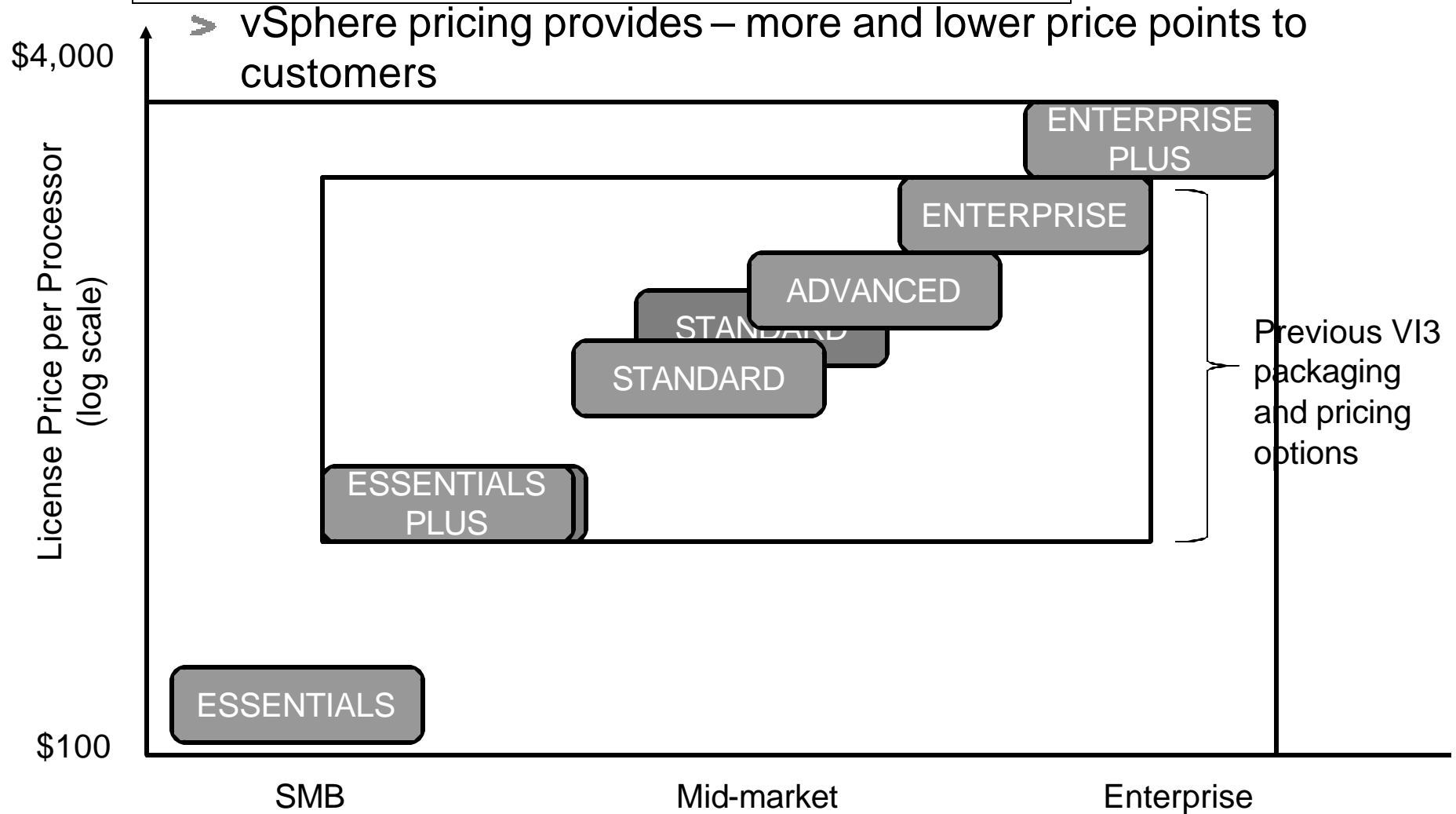
## VMware Delivers *Always on IT* to SMBs



### **Introducing vSphere 4 for SMBs**

- > Delivers high availability, reliability, and manageability of enterprise-class IT operations optimized for SMBs
- > Enables SMBs to reduce IT costs and improve business continuity
- > Offers complete data protection, continuous application availability and automated disaster recovery across physical sites – capabilities previously too costly and complex for SMBs
- > Complete solution package, including central management starting for less than \$1,000

## vSphere Packaging and Pricing vs VI3



**Q&A**

THANK YOU