VMware Announces Support from SAP of VMware ESX Server for Production Environments

Responding to Customer Demand, VMware and SAP Establish Global Technology Partnership; VMware Infrastructure Supports SAP(R) Solutions with Both Windows and Linux on Industry-standard Hardware

PALO ALTO, Calif., Dec. 12 /PRNewswire-FirstCall/ -- VMware, Inc., the virtualization software leader, today announced that SAP AG will provide immediate full support to its solutions in 64-bit Windows- and Linux-based production environments running on VMware ESX Server. Servers from Dell, Fujitsu-Siemens, HP, IBM and Sun have achieved hardware platform certification for SAP® solutions running on Windows and Linux with VMware ESX Server, a component of the VMware Infrastructure software suite. VMware Infrastructure supports SAP solutions with both Windows and Linux on industry-standard hardware. SAP and VMware will assist joint customers in cooperative support services and problem resolution, backed by a global technology partnership agreement and dedicated support staffing.

"There has been overwhelming customer demand for SAP and VMware solutions. Support of SAP solutions on VMware ESX Server means customers can extend the numerous benefits of infrastructure virtualization to the business-critical and functionally rich SAP solutions in their IT environments," said Brian Byun, vice president of global partners and solutions at VMware. "This support reflects the increasingly productive relationship between SAP and VMware, and it provides a sought-after solution for customers looking to combine the powerful process management capabilities of SAP solutions with the robust data center management and cost-saving features of VMware Infrastructure."

SAP solutions enable organizations of all sizes to manage business-critical processes using an enterprise service-oriented architecture (enterprise SOA) to quickly translate customer signals into operational response, respond faster to business and market changes, and provide built-in application integration. Customers who rely on SAP solutions to keep their businesses moving forward can deploy VMware ESX Server with SAP support for all stages of the software lifecycle from development and test to production.

VMware Infrastructure allows customers to turn industry-standard hardware into OS- and hardware-agnostic enterprise-class virtual infrastructure where entire server, storage and network farms can be managed as a shared utility and dynamically allocated to different business units or projects. This gives IT decision makers the ability to combat the continually escalating data center infrastructure and administrative costs incurred from hardware acquisition, management, power and cooling, real estate and disaster recovery; transform IT service levels; and simplify and automate their IT infrastructure.

"VMware Infrastructure has many benefits for hosted environments," said Benno Weidmann, vice president, hosting infrastructure management at SAP Hosting. "We've been able to automate internal business processes and increase service levels to internal customers. In addition, we have reduced costs with consolidation and automation of system deployment, as well as greatly reduced the required hardware for internal training and development systems. Altogether, virtualization helps us to lower costs, develop and automate user services, better manage hardware and software lifecycles, and improve production and capacity planning across a more unified infrastructure."

Customers that have been using VMware ESX Server with SAP solutions are successfully leveraging the benefits of virtualization for mission-critical SAP workloads. Support from SAP will enable customers to further extend the value of running SAP solutions on their virtualized infrastructures.

"Our Dynamic Services offering has been taking advantage of the benefits of VMware Infrastructure for use in SAP solution-based environments for a couple of years now," said Dr. Gregory Smith, director of dynamic services at T-Systems North America. "VMware solutions, combined with our own IP, give us high application availability, high server utilization and agile resource management, making it possible to give our customers using SAP solutions a true utility computing model at a lower cost than our competitors."

"We are very pleased with the results of virtualizing our SAP solutions-based environment," said Dave Swan, senior manager of IS&T Server Operations for EFI. "With VMware VMotion, we can do both scheduled and on-the-fly maintenance with zero downtime. We get excellent stability, as well; we can allocate resources as necessary to meet changing workloads without interruptions to our users. One unplanned benefit that we've leveraged to great advantage is the ability to spin up temporary test or proof-of-concept environments quickly, whenever we need them, which eliminates unnecessary delays in the software development cycle. VMware software has changed our whole concept of how to support SAP solution-based infrastructure, and we're able to serve the company much better than we could before we virtualized."

By supporting its applications in production environments running on VMware ESX Server, SAP enables its customers to capitalize on the robust benefits of infrastructure virtualization, including:
Improved data center automation and management: Customers can more easily manage IT resources to boost performance of mission-critical SAP solution-based workloads.

Business continuity and data protection: VMware Infrastructure reduces downtime by automatically restarting virtual machines on different physical servers in the event of hardware failure, and the suite provides cost-effective, hardware-independent disaster recovery.

Reduced server sprawl: Customers can run SAP application layers in virtual machines that are consolidated onto fewer, highly scalable and reliable enterprise servers, enabling a smaller data-center footprint and lowering hardware costs.

Quick and easy server provisioning: New virtualized servers can be provisioned and new SAP solution-based environments can be set up in minutes instead of the hours or days it can take to acquire and set up new hardware.

Customers also will benefit from the opening of the first Virtualization Competency Center (VCC) for SAP solutions in conjunction with AddOn Systemhaus GmbH, a leading consulting company. Situated in Walldorf, Germany, the center will be managed and run by AddOn and will provide customers in Europe, Middle East and Africa (EMEA) with a facility where knowledgeable consultants help design, migrate and then optimize simulated deployments of SAP solutions on VMware Infrastructure.

More information on VMware's technology partnership with SAP can be found at http://www.vmware.com/SAP.

You can also attend a Webinar tomorrow entitled, "SAP Supports Windows in Production on VMware." Sign up for the Webinar at https://vmwareevents.webex.com/vmwareevents/onstage/g.php?p=130&t=m.

About VMware, Inc.

VMware (NYSE: VMW) is the global leader in virtual infrastructure software for industry-standard systems. Organizations of all sizes use VMware solutions to simplify their IT, fully leverage their existing computing investments and respond faster to changing business demands. VMware is based


VMware is a registered trademark or trademark of VMware, Inc. in the United States and/or other jurisdictions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP AG in Germany and in several other countries all over the world.

All other marks and names mentioned herein may be trademarks of their respective companies.

Any statements contained in this document that are not historical facts are forward-looking statements as defined in the U.S. Private Securities Litigation Reform Act of 1995. Words such as "anticipate," "believe," "estimate," "expect," "forecast," "intend," "may," "plan," "project," "predict," "should" and "will" and similar expressions as they relate to SAP are intended to identify such forward-looking statements. Such statements include, and are not limited to, statements regarding customer utilization and demand for SAP and VMware products and solutions and the ability to jointly support such customers. VMware and SAP undertake no obligation to publicly update or revise any forward-looking statements. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. The factors that could affect customer utilization and demand for SAP and VMware products and solutions and the ability to jointly support such customers. VMware and SAP undertake no obligation to publicly update or revise any forward-looking statements. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. The factors that could affect customer utilization, demand and support with respect to VMware are discussed more fully in VMware's filings with the SEC, including VMware's most recent Quarterly Reports on Form 10-Q filed with the SEC. The factors that could affect SAP's future financial results are discussed more fully in SAP's filings with the U.S. Securities and Exchange Commission ("SEC"), including SAP's most recent Annual Report on Form 20-F filed with the SEC. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates.

SOURCE VMware, Inc. - 12/12/2007

CONTACT:
Nick Fuentes of VMware Inc.,
+1-650-427-1104, nfuentes@vmware.com; or
Andrew Schmitt of OutCast Communications for VMware,
+1-415-392-8282 ext. 706, andrew@outcastpr.com
Web site: http://www.vmware.com