First PRIMERGY Servers Now Shipping With Embedded VMware ESX 3i Virtualization Solution

Fujitsu Siemens Computers teams with VMware to deliver embedded virtualization to small- and medium-size businesses, first to ship pre-installed software on industry standard servers

MUNICH, Germany and CANNES, France, Feb. 26 /PRNewswire-FirstCall/ -- Fujitsu Siemens Computers and VMware Inc. (NYSE: VMW) today announced that shipments will start immediately of the first PRIMERGY servers from Fujitsu Siemens Computers that are factory-fitted with the new VMware ESX 3i virtualization software. This makes it possible to begin using virtualization software the first time a server is booted -- activating a virtualization layer on the PRIMERGY server within minutes.

The hardware and software partnership between Fujitsu Siemens Computers and VMware is targeted at making advanced virtualization more accessible to small- and medium-sized businesses. A virtualized server environment makes it possible for end-customers to drastically reduce the number of servers they need, which also significantly lowers energy consumption -- both for processor power and cooling, as well as overall system management costs.

Automotive specialist Walter Mauser GmbH is the first customer to confirm its order for PRIMERGY servers shipping with the embedded VMware ESX 3i software. The Breitenau, Austria-based company, which manufactures driver’s cabs for a variety of custom-purpose vehicles including tractors, fork-lifts, mail vans, golf buggies and lawnmowers, is upgrading from its current VMware Server-based environment running on PRIMERGY servers from Fujitsu Siemens Computers, the leading European IT solutions provider.

“Our core business is in providing custom-built driver’s cabs for a wide range of vehicles. Our engineers build vehicles, not server configurations -- so we welcome the added simplicity that Fujitsu Siemens Computers and VMware have delivered by pre-installing PRIMERGY servers to run with the new VMware Embedded ESX 3i virtualization software,” says Martin Mauser, Chief Executive Officer at Walter Mauser. "Without our IT partner 4SYSTEMS GmbH we would not be able to get the full benefit or flexibility out of our IT infrastructure. Thanks to 4SYSTEMS, we started using virtualization technology in 2005, and now we are taking the next step by moving to embedded VMware ESX 3i."

Says Jens-Peter Seick, Senior Vice President of Enterprise Server Business at Fujitsu Siemens Computers: “The benefits of virtualization for small- and medium-size businesses are clear. Fujitsu Siemens Computers and VMware have a shared vision on cost saving through the consolidation of server infrastructure. ESX 3i enhances VMware’s product offering by simplifying the set-up and management of a virtualized VMware server environment.”

In promoting the concept of virtualization, Fujitsu Siemens Computers consistently underscores its role as a developer of cutting-edge technology and the company’s dedication to environmentally friendly IT and optimized energy efficiency in the data center.

Diane Greene, President and Chief Executive Officer of VMware says: “Companies of all sizes have the same needs. They must reduce capital and operating expenses, and run their software so that it is always available and responsive in the most cost, power, and management efficient way. That is what virtualization achieves. We have a long standing collaboration with Fujitsu Siemens Computers and are very pleased to be taking this next joint step together of virtualization-enabling PRIMERGY servers."

PRIMERGY industry standard server models factory-fitted with the embedded VMware ESX 3i virtualization software are available exclusively through the channel, and the package includes 90 days free support from Fujitsu Siemens Computers, which can be optionally extended. Servers also ship with an evaluation copy of the VMware Infrastructure suite, the market-leading solution for delivering a fully-managed and automated virtual data center. VMware has the most complete solution for virtualizing servers, storage, networks, applications and desktops to ensure that IT services are delivered precisely when and where they are needed, at the best possible cost.

The PRIMERGY line-up of industry standard servers forms the backbone of a reliable, modern IT infrastructure and embodies the concept of the flexible, dynamic data center realized by Fujitsu Siemens Computers. Thanks to a high degree of standardization from entry-level models through to rack solutions and BladeFrame, PRIMERGY offers excellent value for money. Midrange PRIMERGY RX330 S1 and RX300 S4 servers including the integrated virtualization solution start shipping today, with prices starting at EUR 2,300.
VMware ESX 3i hypervisor is based on core VMware virtualization technology in use by more than 100,000 customers. It is the industry's smallest hypervisor (32MB), enabling high levels of security and reliability, and it is the only OS-independent virtualization platform. VMware ESX 3i delivers single-server consolidation with fast and easy deployment -- the first virtual machine can operate within minutes of booting a server with pre-configured and optimized hardware configurations.

Customers can upgrade from VMware ESX 3i hypervisor to VMware's datacenter virtualization and management suite, VMware Infrastructure 3 (VI3). VI3 provides the capability for automatic load balancing, business continuity and power management and the ability to move a virtual machine across physical machines to minimize service interruption. VI3 is also compatible with VMware's desktop virtualization and management solutions.

About Fujitsu Siemens Computers:

Fujitsu Siemens Computers is the leading European IT Infrastructure Provider with a strategic focus on next-generation Mobility and Dynamic Data Center products, services and solutions. With a platform and services portfolio of exceptional depth, our offering extends from notebooks through desktops to enterprise-class IT infrastructure solutions and services offerings. Fujitsu Siemens Computers has a presence in all key markets across Europe, the Middle East and Africa, with Infrastructure Services extending coverage approximately 170 countries worldwide. Leveraging the strengths, innovation and global reach of our joint shareholders, Fujitsu Limited and Siemens AG, we make sure we meet the needs of customers: large corporations, small and medium enterprises and private users. The company is a pioneer in providing environmentally conscious technology and processes, throughout the lifecycle of each product, and is a member of the Climate Savers Computing Initiative and Green Grid organizations. To meet stringent international standards for corporate social responsibility, Fujitsu Siemens Computers is a member of the United Nations Global Compact.


About VMware:

VMware (NYSE: VMW) is the global leader in virtualization solutions from the desktop to the datacenter. Customers of all sizes rely on VMware to reduce capital and operating expenses, ensure business continuity, strengthen security and go green. With 2007 revenues of $1.3 billion, more than 100,000 customers and more than 10,000 partners, VMware is one of the fastest growing public software companies. VMware is headquartered in Palo Alto, California and on the web at http://www.vmware.com.

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For more information on Walter Mauser, please visit: www.mauser-cabs.eu For more information on 4SYSTEMS, please visit: http://www.4systems.com

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