New VMware vCloud(R) Offerings Accelerate Journey to the Enterprise Hybrid Cloud

VMware and Partners Deliver Global Cloud; vCloud Portal and vCloud Connector(TM) 1.5 Simplify Access and Management; VMware vCenter Site Recovery Manager(TM) 5 to Power Disaster Recovery to the Cloud Services

LAS VEGAS, NV -- (MARKET WIRE) -- 08/29/11 -- Today at VMworld® 2011, VMware, Inc. (NYSE: VMW), the global leader in virtualization and cloud infrastructure, announced several new vCloud offerings that will make it easy for enterprises to find, connect and manage cloud services from the world's largest network of service providers. With more than 5,600 members in 62 countries, the VMware service provider program (VSPP) offers customers a wide choice of cloud services built on VMware cloud infrastructure that can function as an extension of any VMware-virtualized datacenter.

“There's tremendous interest from VMware customers for reliable, high-performance, secure clouds that are compatible with their existing applications and datacenter operations. VMware and our partners are uniquely positioned to deliver this, and we've seen VSPP bookings grow 174 percent this year,” said Dan Chu, vice president, cloud services, VMware. "The new products and capabilities we announced today will continue to refine and advance vCloud-based offerings from service providers to help organizations more quickly gain the agility benefits of cloud in a way that is evolutionary and preserves their existing investments in operations and infrastructure."

“We have standardized on a hybrid cloud model because it is the only approach that provides the flexibility we need and meets strict data location requirements,” said Dr. Stuart Lee, Head of IT for the University of Oxford, UK. “Proven VMware vCloud technology at the University and at VMware vcloud service providers enables us to not only meet changing demands, but also reduce costs and improve data governance.”

VMware and its partners will accelerate the journey to the enterprise hybrid cloud with:

- **Global Connect - Multiple service providers, multiple geographies; a single global cloud**
  First introduced in August 2010, VMware vCloud Datacenter Services are enterprise-class public clouds built on VMware cloud infrastructure, including VMware vSphere®, VMware vShield™ and VMware vCloud Director™. Certified by VMware and offering globally consistent management and security, this network of service providers is expected to span 25 datacenters in 13 countries by the end of 2011. Today VMware and its partners are introducing Global Connect, an optional feature of the vCloud Datacenter service that will allow customers to use cloud services from multiple providers across geographies as if they are a single, virtual cloud. Bluelock, SingTel and Softbank are expected to be the first providers to offer Global Connect services.

  For multinational customers that require high performance (low-latency), highly available cloud computing local to the countries where they operate, Global Connect will give them an easier way to address compliance with international regulations for data privacy, locality and confidentiality. Customers will work directly with their local vCloud Datacenter service provider, who orchestrates service delivery internationally with Global Connect, allowing customers to seamlessly leverage services from connected providers with a single contract and "single pane of glass" management across clouds using vCloud Connector.

- **VMware vCloud Connector™ 1.5 - Fast, reliable transfer between private and public clouds**
  Since its introduction in February 2011, more than 1,300 VMware customers have adopted VMware vCloud Connector to view, transfer and manage workloads between vSphere clusters, private and public clouds. Today, VMware is announcing vCloud Connector 1.5 with a new faster, highly reliable data transfer architecture that will reduce the time it takes to transfer workloads, while automatically retrying and resuming transfers interrupted by network problems. vCloud Connector 1.5 will also be accessible from any compatible Web browser, or as a plug-in for vCenter Console.

- **vcloud.vmware.com - The gateway to the enterprise hybrid cloud**
  To help customers more easily begin extending their virtualized datacenters to the hybrid cloud, VMware today launched an online destination where enterprises can find vCloud service providers, learn about their capabilities and coverage, and quickly test drive new cloud services. Customers can then easily and quickly transfer workloads and data into those cloud services using the integrated vCloud Connector 1.5 Web client.

- **Disaster recovery to the cloud with vCenter Site Recovery Manager™ 5**
  Today, four VMware service provider partners are announcing plans to introduce new cloud-based disaster recovery services built on vCenter Site Recovery Manager 5, which was announced on July 12, 2011. FusionStorm, Hosting.com, Iland and VeriStor are expected to be the first providers to offer these services, which will make it simple and cost-
effective for businesses of all sizes to protect their applications by allowing them to failover to a service provider's site in the event of a disaster. These cloud-based services will be sold on a pay-per-use model, eliminating the significant cost associated with building dedicated failover sites.

When a disaster happens, or a customer wants to perform recovery testing, vCenter Site Recovery Manager 5 will automate and manage the entire failover process, and can also automatically “failback” to the customer's site once the customer is ready to resume operations. This is made possible by the new VMware vSphere Replication capabilities in vCenter Site Recovery Manager 5. VMware vSphere Replication is the industry's first hypervisor-based replication, which enables data replication across sites independently of the underlying storage arrays. This eliminates the need for identical storage environments across primary and recovery sites and simplifies data replication between customer datacenters and public clouds.

**VMware Cloud Infrastructure Suite - The Foundation for the Enterprise Hybrid Cloud**

**Announced on July 12, 2011**, VMware vSphere 5 and the cloud infrastructure suite, including VMware vCenter Site Recovery Manager 5, VMware vCloud Director 1.5 and VMware vShield 5, are the foundation for the enterprise hybrid cloud. Together, these products will help customers transform IT to drive greater efficiency of existing investments and improve operational agility.

To help customers and service providers accelerate the development of VMware-based cloud infrastructure, VMware's vCloud Consulting Services include a complete portfolio of professional services offerings to provide a common blueprint for next-generation infrastructure. Today, VMware is introducing an updated version of the VMware vCloud Architecture Toolkit, which includes design guidelines and examples to help customers build hybrid cloud environments.

**Pricing and Availability**

VMware vCloud Connector 1.5 is currently available as a [free beta download](#). It is expected to be generally available in Q4 2011.

**Additional Resources**

- [VMworld media resources (graphics, blogs, videos)](#)
- [Read](#) what service providers are saying about today's vCloud news
- [Read](#) "VMworld vCloud IaaS News: The Enterprise Hybrid Cloud Advances" blog post by VMware senior director of cloud services, Mathew Lodge
- [Read](#) "VMware vCloud Service Provider Ecosystem Growth Continues" blog post by VMware director of cloud services, Joe Andrews
- [Read](#) VMware's "Cloud Diaries" to learn how customers are using the enterprise hybrid cloud to transform IT
- [Learn more](#) about disaster recovery to the cloud with vCenter Site Recovery Manager 5
- [See what's happening at VMworld 2010](#)

**About VMware**

VMware (NYSE: VMW) delivers virtualization and cloud infrastructure solutions that enable IT organizations to energize businesses of all sizes. With the industry leading virtualization platform -- VMware vSphere® -- customers rely on VMware to reduce capital and operating expenses, improve agility, ensure business continuity, strengthen security and go green. With 2010 revenues of $2.9 billion, more than 250,000 customers and 25,000 partners, VMware is the leader in virtualization which consistently ranks as a top priority among CIOs. VMware is headquartered in Silicon Valley with offices throughout the world and can be found online at [www.vmware.com](http://www.vmware.com).

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**Forward-Looking Statements**

This press release contains forward-looking statements including, among other things, statements regarding the expected features and availability of VMware's new VMware vCloud offerings, expectations for the future evolution of IT and the role of VMware product offerings and their benefits to users. These forward-looking statements are subject to the safe harbor provisions created by the Private Securities Litigation Reform Act of 1995. Actual results could differ materially from those projected in the forward-looking statements as a result of certain risk factors, including but not limited to: (i) adverse changes in general economic or market conditions; (ii) delays or reductions in consumer or information technology spending; (iii) competitive factors, including but not limited to pricing pressures, industry consolidation, entry of new competitors into the virtualization market, and new product and marketing initiatives by our competitors; (iv) our customers' ability to develop, and to transition to, new products and computing strategies such as cloud computing; (v) the uncertainty of customer acceptance of emerging technology; (vi) rapid technological and market changes in virtualization software and platforms for cloud and
desktop computing; (vii) changes to product development timelines; (viii) VMware's ability to protect its proprietary technology; and (ix) VMware's ability to attract and retain highly qualified employees. These forward looking statements are based on current expectations and are subject to uncertainties and changes in condition, significance, value and effect as well as other risks detailed in documents filed with the Securities and Exchange Commission, including our most recent reports on Form 10-K and Form 10-Q and current reports on Form 8-K that we may file from time to time, which could cause actual results to vary from expectations. VMware assumes no obligation to, and does not currently intend to, update any such forward-looking statements after the date of this release.

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