VMware Collaborates With Partner Community to Deliver Secure Infrastructures for the Cloud

Broad Network of Partners Helps Customers Transform IT for the Cloud Through Jointly Integrated Security and Compliance Solutions

SAN FRANCISCO, CA -- (MARKET WIRE) -- 02/29/12 -- Today at RSA Conference 2012, VMware, Inc. (NYSE: VMW), the global leader in virtualization and cloud infrastructure, announced continued collaboration with its partner community to deliver secure infrastructures for the cloud. VMware is delivering a new generation of jointly integrated security and compliance solutions with a broad network of committed, trusted security partners -- including Bitdefender, Catbird, HP, Kaspersky, McAfee, RSA, Symantec and Trend Micro -- to help customers transform IT so they can take advantage of the benefits of cloud computing.

"Cloud computing provides powerful new ways to manage and use digital information, requiring customers to think differently about how to tackle security and compliance within the data center," said Parag Patel, vice president, Global Strategic Alliances, VMware. "With the VMware cloud infrastructure suite as the foundational platform, and our VMware vShield™ technologies as a key security enabler, we are working closely with our partners to seamlessly integrate their products with VMware software, providing a wide range of comprehensive and cost-effective solutions built from the ground up to secure customers' cloud environments. These security solutions are easing customers' journey to the cloud, and fortifying their private and hybrid clouds."

Joint Security Solutions Designed to Accelerate Cloud Adoption

VMware and its partner community are delivering virtualization-aware security that unlocks the benefits of the cloud, lowers cost and complexity, and enables accelerated IT compliance for customers on their journey to the cloud.

Bitdefender

Bitdefender Security for Virtualized Environments integrates with VMware vShield Endpoint to centralize antimalware functions and increase consolidation ratios in virtualized server or desktop environments.

Rares Stefan, director of Enterprise Solutions, Bitdefender

"As virtualization deployments mature, the inherent weaknesses of traditional security approaches become evident. Given these shortcomings, organizations cannot attain the full potential of virtualization, resulting in lost savings, increased cost and underperformance. Bitdefender has a unique offering in SVE (Security for Virtualized Environments) that is architected to work in conjunction with VMware vShield™ 5. This combination provides a powerful security solution that removes hindrances and increases the success of virtualization."

Catbird

Catbird vSecurity is now integrated with VMware vShield App to broaden access control capabilities for compliance enforcement.

Edmundo Costa, CEO, Catbird

"Customers are eager to virtualize sensitive systems, such as PCI payment processing, and integrating VMware vShield™ App into vSecurity reduces the complexity of meeting such audit requirements. Catbird's award-winning security orchestration now incorporates VMware vShield™ App for native application-aware access control and deep-packet inspection, delivering world-class protection for organizations regulated by specifications such as PCI, HIPAA and NIST."

HP

VMware and HP have jointly developed next-generation Intrusion Prevention System (IPS) solutions designed and optimized for VMware vSphere®-based virtual and cloud environments. The companies are helping to advance customer protection by integrating HP TippingPoint IPS with VMware vShield™ and VMware vCloud Director® to enable pervasive security in the cloud by delivering unified security management, and by automating the processes of scanning, identifying threats and blocking attacks.

Greg Adams, vice president, HP TippingPoint
“Organizations need greater protection for their infrastructures, whether traditional, virtualized or cloud, and security requirements have never been more complex. HP and VMware deliver security solutions that help to provide automated and seamless protection, so security policies are easier for clients to maintain.”

**Kaspersky**

Coming April 12, Kaspersky Lab will release Kaspersky Security for Virtualization, which is designed to help companies reap the many benefits of virtualization while mitigating security risks. Kaspersky Security for Virtualization will integrate seamlessly with VMware’s vShield Endpoint, and can provide virtual IT infrastructures with centralized anti-malware security featuring Kaspersky Lab’s award-winning technology, through a unified "single pane of glass" management console for virtual, physical and mobile devices.

*Peter Beardmore, senior director, Product Marketing, Kaspersky Lab*

"Growth through successful, mutually-beneficial partnership is one of the founding principles of Kaspersky Lab, and VMware absolutely shares this core value. Kaspersky Security for Virtualization will work seamlessly with VMware vShield architecture, and gives IT managers premium protection with one solution that's easy to manage for all physical, virtual and mobile devices. Our channel partners are thrilled with our VMware partnership, and we know our shared end-users can immediately see the value of this new virtualization security solution."

**McAfee**

McAfee MOVE AV 2.5, currently in beta, can enable strong anti-malware protection seamlessly at the initiation of a virtual machine, and integrates with VMware vShield Endpoint to offload key antivirus and anti-malware functions to a hardened, tamperproof security virtual appliance, eliminating agent footprint. VMware VMs will be instantly protected without having a McAfee agent in each guest VM.

*Rishi Bhargava, senior director, Product Management, McAfee*

"McAfee and VMware have been providing world class security in virtual environments to our joint customers for years. With our latest beta release of MOVE, we have integrated with the vShield API to provide VMware customers with optimized security through agent-less deployment option -- this provides users the ability to maintain their applications with high performance and a seamless user experience as in their traditional non-virtual environments."

**RSA**

RSA has enhanced existing integration of RSA authentication technologies within the newest version of VMware View™ virtual desktop solutions to bolster security for mobile device access control. The two companies have also extended their partnership to help customers handle risk and gain visibility into sensitive data residing within virtual environments through the embedding of RSA® Data Loss Prevention classification technology and policies into the VMware vShield 5 product family.

*Tom Corn, chief strategy officer, RSA, The Security Division of EMC*

"Cloud computing requires a new approach to securing infrastructure, taking into account business-critical workloads that move between private and public environments as well as a multitude of devices needing access to corporate data. RSA has a longstanding relationship with VMware to deliver a broad set of technology integrations -- from authentication to data loss prevention -- that enable customers to implement security strategies designed for the cloud."

**Symantec**

Symantec and VMware recently announced five new security integrations, designed to deliver extensive protection for virtual and cloud environments along with operational cost savings.

*Sean Doherty, vice president and CTO, Enterprise Security, Symantec*

"To confidently virtualize business-critical applications and workloads, organizations need more than just malware protection -- they need complete security protection for the information and workloads in their virtual environments. Together, Symantec and VMware are extending security and compliance controls to help companies take advantage of the benefits virtualization brings and create environments that are more secure than physical ones."

**Trend Micro**

Trend Micro has integrated Deep Security with VMware vShield Endpoint APIs to offer agent-less anti-malware file integrity monitoring (FIM). Agent-less security is ideal for virtual infrastructures and private clouds, as it drives virtualization and cloud optimization, and can reduce administrative complexity.

*Partha Panda, vice president of business development, Trend Micro*

"As Trend Micro enters our second year with our agent-less anti-virus solution built through our collaboration with VMware, we
are delighted to continue these collaborative efforts with VMware in the area of virtualization and cloud security. RSA Conference 2012 is a terrific platform to exhibit our jointly integrated security solutions that help customers achieve success and realize the potential in virtualization and cloud computing."

Additional Resources

- VMware Security and Compliance microsite
- Connect with VMware on Facebook
- @VMware on Twitter

About VMware
VMware is the leader in virtualization and cloud infrastructure solutions that enable businesses to thrive in the Cloud Era. Customers rely on VMware to help them transform the way they build, deliver and consume Information Technology resources in a manner that is evolutionary and based on their specific needs. With 2011 revenues of $3.77 billion, VMware has more than 350,000 customers and 50,000 partners. The company is headquartered in Silicon Valley with offices throughout the world and can be found online at www.vmware.com.

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Forward-Looking Statements
This press release contains forward-looking statements including, among other things, statements regarding plans for the release of new products and their planned functionality and benefits to end 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) changes to priorities and levels of government spending; (ii) adverse changes in general economic or market conditions; (iii) delays or reductions in information technology spending; (iv) competitive factors, including but not limited to pricing pressures, industry consolidation, entry of new competitors into the virtualization and cloud computing markets, and new product and marketing initiatives by our competitors; (v) our customers' ability to develop, and to transition to, new products and computing strategies such as cloud computing and desktop virtualization; (vi) the uncertainty of customer acceptance of emerging technology; (vii) rapid technological and market changes in virtualization software and platforms for cloud and desktop computing; (viii) changes to product development timelines; (ix) VMware's ability to protect its proprietary technology; and (x) 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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