VMware Announces vCloud Hybrid Service(TM)

New IaaS Offering Extends Existing Data Centers to the Public Cloud; Offers Easiest, Fastest Path to Cloud for VMware Customers

PALO ALTO, CA -- (Marketwired) -- 05/21/13 -- At a live event today, VMware (NYSE: VMW) CEO Pat Gelsinger unveiled VMware vCloud® Hybrid Service™, an Infrastructure as a Service (IaaS) cloud operated by VMware and built on the trusted foundation of VMware vSphere®, giving customers a common platform to seamlessly extend their data center to the cloud.

"VMware's mission is to radically simplify IT and help customers transform their IT operations," said Pat Gelsinger, CEO, VMware. "Today, with the introduction of the VMware vCloud® Hybrid Service™, we take a big step forward by coupling all the value of VMware virtualization and software-defined data center technologies with the speed and simplicity of a public cloud service that our customers desire."

vCloud Hybrid Service will seamlessly extend VMware software used by hundreds of thousands of customers into the public cloud. This means customers will be able to extend the same skills, tools, networking and security models across both on-premise and off-premise environments.

"As a source of competitive advantage for our International business, our Operations & IT department needs the agility and efficiency the public cloud promises," said Julio Sobral, senior vice president, Business Operations, Fox. "However, we don't have the luxury of starting from scratch, we see in the vCloud Hybrid Service a potential solution to enable Fox International to have a more elastic platform that will support future deployments around the world. Working with technology partners like VMware gives us the best of both worlds by extending our existing infrastructure to realize the benefits of public cloud."

The Fastest Path to Cloud For VMware Customers

VMware vCloud Hybrid Service will allow customers to extend their data centers to the cloud with:

- **Application Neutrality**
  
  vCloud Hybrid Service will support the thousands of applications and more than 90 operating systems that are certified to run on vSphere so customers can get the same level of availability and performance running in the public cloud without changing or re-writing their applications.

- **Seamless Networking and Security**
  
  VMware vCloud Hybrid Service will allow customers to use virtual networking to securely extend existing Layer 2 or Layer 3 networks from their data center to the vCloud Hybrid Service.

- **Business-Critical Reliability**
  
  Built on vSphere, vCloud Hybrid Service will offer automated replication, monitoring and high availability for business-critical applications, leveraging the advanced features of vSphere, including VMware vMotion®, High Availability and vSphere Distributed Resources Scheduler™.

- **Simplified Management**
  
  vCloud Hybrid Service will offer a simplified approach to management, allowing customers to use the same tools and processes they use today to manage both on-premise and off-premise environments. vSphere administrators will be able to view, manage and migrate VMs from the vSphere client using the free vCloud Connector™ plugin.

"Our new VMware vCloud® Hybrid Service™ delivers a public cloud that is completely interoperable with existing VMware virtualized infrastructure," said Bill Fathers, senior vice president and general manager, Hybrid Cloud Services Business Unit, VMware. "By taking an 'inside-out' approach that will enable new and existing applications to run anywhere, this service will bridge the private and public cloud worlds without compromise."

VMware vCloud Hybrid Service Provides Opportunities for Partners

VMware vCloud Hybrid Service will be delivered by partners and compatible with other VMware-based cloud services. vCloud
Hybrid Service can be sold the same way as on-premise VMware licenses with a standard SKU, and partners can retain the billing relationship with customers. In addition, cloud service providers will have the opportunity to provide value-added services or add vCloud Hybrid Service to their portfolio. VMware is committed to driving rapid innovation and service delivery to market, which VMware will make available to VMware service providers in the form of technology and IP.


**Pricing and Availability**

VMware vCloud Hybrid Service will be available in June through an Early Access program, with general service availability in the US expected in Q3 2013.

- vCloud Hybrid Service Dedicated Cloud will provide physically isolated and reserved compute resources and will be sold on an annual term with pricing starting at 13 cents an hour for a fully protected, fully redundant 1 GB virtual machine with 1 processor.

- vCloud Hybrid Service Virtual Private Cloud has a multitenant compute resource model, but with dedicated allocations for customers. Virtual Private Cloud will be sold on a monthly term with pricing starting at 4.5 cents an hour for a fully protected, fully redundant 1 GB virtual machine with 1 processor.

**Additional Resources**

- Visit the VMware vCloud Hybrid Service [online press kit](#) to get service details and images
- Read "[Introducing vCloud Hybrid Service](#)" blog post by Bill Fathers, senior vice president and general manager, Hybrid Cloud Services Business Unit, VMware
- Read "[A Look Inside vCloud Hybrid Service](#)" blog post by Jason Lochhead, chief architect, Cloud Infrastructure Services, VMware
- Read the [VMware vCloud Blog](#) for the latest information on VMware vCloud
- Follow VMware vCloud on [Facebook](#) and [Twitter](#)

**About VMware**

VMware (NYSE: VMW) 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 2012 revenues of $4.61 billion, VMware has more than 500,000 customers and 55,000 partners. The company 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 expected availability, pricing and features of VMware vCloud Hybrid Services and their prospective benefits to customers. 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, desktop virtualization and the software defined data center; (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) our ability to attract and retain highly qualified employees; (viii) geopolitical events and stability; and (xiv) fluctuating currency exchange rates. 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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