VMware and Google to Modernize Corporate Desktops for the Mobile Cloud Era

VMware Desktop as a Service Offering to Provide Secure, Cloud Access to Windows Applications, Data and Desktops on Google Chromebooks

SAN FRANCISCO, CA -- (Marketwired) -- 02/12/14 -- Today at VMware Partner Exchange 2014, VMware announced that it is joining forces with Google (NASDAQ: GOOG) to modernize corporate desktops for the Mobile Cloud Era by providing businesses with secure, cloud access to Windows applications, data and Desktops on Google Chromebooks.

This expanded relationship between Google and VMware enables enterprise customers to achieve greater security and lower Total Cost of Ownership of Google Chromebooks along with cloud access to current and legacy applications, delivered on the industry proven Desktop as a Service (DaaS) platform from VMware.

"Google Chromebooks can save businesses about $5,000 per computer when compared to traditional PCs," said Amit Singh, President of Google Enterprise. "Chromebooks are designed for the way people use computers today and are a secure, easy and cost-effective solution to help organizations embrace a new way of doing business. Through our partnership with VMware, businesses can now capitalize on these advantages with access to legacy applications, data and desktops they need to keep employees productive."

"VMware's End-User Computing mission is to radically simplify IT and enable customers to run any application, anywhere, any place, and any time, so they can work at the speed of life," said Sanjay Poonen, executive vice president and general manager, End-User Computing, VMware. "We are pleased to expand our partnership with Google and offer customers added choice for their corporate desktop environments with two of the technology industry's strongest brands behind them. VMware DaaS and desktop virtualization will enable Windows-based applications and desktops to run on Google Chromebooks, delivering on the promise of the Mobile-Cloud Era without compromise."

Initially available to customers as an on-premise service, the joint solution is expected to be delivered as a fully managed, subscription DaaS offering by VMware and other vCloud Service Provider Partners, in the cloud or within hybrid deployments. Users will be able to access their Windows applications, data and desktops using VMware's Blast HTML5 technology from a Web-based application catalog on their Chromebook. In addition, VMware Horizon DaaS will provide enterprises with a choice between a Virtual Desktop Infrastructure (VDI) or Remote Desktop Services (RDS) connection.

Chromebooks and DaaS: An Opportunity to Help Redefine Corporate Desktops

Recent forecasts from Gartner predict PC shipments are forecast to decline 15 percent this year from 2012 levels, while ultramobile devices are forecast to increase nearly 407 percent in the same time period.(1)

With today's announcement service providers, systems integrators, resellers and channel partners looking to take advantage of the growing demand for ultramobile devices such as Google Chromebook, now have an enterprise-ready solution to bring to their customers that can help redefine the corporate desktop.

"The partnership between Google and VMware offers an unparalleled value proposition that will enable Softbank to cost-effectively offer DaaS to customers who want to modernize their desktop infrastructure without disruption to their business," said Ken Miyauchi, representative director, senior executive vice president, SoftBank Corp. "This evolution of traditional enterprise desktops to cloud-connected Chromebooks brings a lot of benefits to both IT organizations and the users they support, with greater access and mobility being the most in-demand."

"Google Chromebooks offer customers a more cost-effective solution than traditional desktops or laptops, and provide the mobility coveted by today's enterprise users," said Sumeet Sabharwal, General Manager of NaviSite, a Time Warner Cable Company and Premier Level VSPP partner. "When combined with VMware DaaS, Chromebooks can become powerful business tools for companies that want to move to the cloud but are heavily invested in Windows environments. With our comprehensive suite of DaaS offerings, NaviSite is enabling seamless and ubiquitous access for the enterprise community."

Availability

Available now to VMware Horizon View 5.3 and Google Chromebook customers as an on-premise service, the joint solution is also expected to be delivered as a fully managed, subscription Desktop as a Service (DaaS) offering by VMware and other vCloud Service Provider Partners, in the cloud or within hybrid deployments.

Additional Resources
• Read more about Google Chromebooks for business on the Google Enterprise Blog
• Read the blog post by Sumit Dhawan, vice president and general manager, Desktop Products, End-User Computing, VMware
• Read the blog post by Dave Grant, senior director, DaaS product marketing, End-User Computing, VMware on the momentum around DaaS
• Follow the VMware End-User Computing team on Twitter and Facebook

About VMware Inc.
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 2013 revenues of $5.21 billion, VMware has more than 500,000 customers and 75,000 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 expectations that the joint solution will be delivered as a fully managed, subscription DaaS offering, expected features and the joint solution’s potential 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, government and information technology spending; (iii) competitive factors, including but not limited to pricing pressures, industry consolidation, entry of new competitors into the virtualization software and cloud, end user and mobile computing industries, and new product and marketing initiatives by VMware’s competitors; (iv) factors that affect timing of license revenue recognition such as product announcements and promotions and beta programs; (v) VMware’s customers’ ability to transition to, new products and computing strategies such as cloud computing, desktop virtualization and the software-defined data center; (vi) the uncertainty of customer acceptance of emerging technology; (vii) changes in the willingness of customers to enter into longer term licensing and support arrangements; (viii) rapid technological changes in the virtualization software and cloud, end user and mobile computing industries; (ix) changes to product development timelines; (x) VMware’s relationship with EMC Corporation and EMC’s ability to control matters requiring stockholder approval, including the election of VMware’s board members; (xi) VMware’s ability to attract and retain highly qualified employees; (xii) the successful integration of acquired companies and assets into VMware; (xiii) VMware’s ability to protect its proprietary technology; (xiv) VMware’s ability to attract and retain highly qualified employees; (xiii) the successful integration of acquired companies and assets into VMware; (xv) fluctuating currency exchange rates and (xvi) the satisfaction of closing conditions for the AirWatch acquisition, including clearance under the Hart-Scott-Rodino Antitrust Improvements Act. 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 VMware’s 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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