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VMware and Jasper Collaborate to Streamline Enterprise Adoption across the Internet of Things and Enterprise Mobility Management

CHICAGO, Oct. 16, 2014 /PRNewswire/ -- Today at the IoT World Forum, VMware, Inc. (NYSE: VMW) and Jasper announced a collaboration to make it easy for enterprises to deploy, monitor, manage and secure connected devices across the Internet of Things (IoT) and enterprise mobility management (EMM).

The convergence of IoT and EMM creates opportunities to generate substantial business value. As organizations deploy new connected service businesses, they need to manage complex global systems of mobile devices in real-time. This industry-first collaboration brings together AirWatch® by VMware, the global leader in EMM, and Jasper Control Center, the world's leading IoT service platform to address these opportunities and challenges.

AirWatch simplifies mobility for organizations, while empowering end users. With AirWatch, organizations can easily deploy, configure, secure, manage and support smartphones, tablets, laptops and other devices across multiple mobile platforms and operating systems. The AirWatch platform includes industry-leading mobile device, email, application, content and browser management solutions, enabling bring your own device (BYOD), corporate-owned and line-of-business device scenarios.

Jasper is the first and only cloud software platform built to enable enterprises to quickly launch, manage and monetize IoT service businesses on a global scale. The Jasper Platform, a turnkey solution easily configured to meet specialized needs of companies in any industry, automates delivery and management of mobile services to connected devices worldwide. The platform delivers a single operational standard and interface, deeply integrated into the networks of mobile operators worldwide.

The collaboration between VMware and Jasper will give organizations broader control and visibility over their connected devices in the enterprise, and enables them to make smarter, real-time operational decisions.

The combination of AirWatch and Jasper Control Center, customers will benefit from:

- Accelerated success of their IoT service businesses
- Automated controls to monitor, provision, manage and secure connected devices
- New IoT and EMM application enablement with service or subscription-based business models
- Global reach through the broad presence, partners and ecosystem of both companies

"As a customer of both Jasper and AirWatch, this bridging of technologies will provide real-time, practical management capabilities for Schneider Electric's investments in the Internet of Things," said Arindam Sen, senior vice president, employee experience domain, Schneider Electric. "Our goal at Schneider Electric is to be a global, innovative and responsible company, and this partnership will help further drive our initiatives with connected devices."

"The combination of widespread connectivity, lower cost sensors, and industry standards creates the conditions for the enterprise to adopt and benefit from IoT at scale," said Sanjay Poonen, executive vice president and general manager, End-User Computing, VMware. "Our comprehensive, industry-leading AirWatch platform stretches from tablets to phones to machines; combine this with the VMware breadth of partnerships with industry leaders and innovators like Jasper will enable organizations to better leverage the vastly expanding number of connected devices that are driving business transformation."

"For a decade, companies around the world have been building their IoT businesses on the Jasper Platform. We've seen demand grow across six continents and dozens of industries," said Jahangir Mohammed, founder and chief executive officer, Jasper. "The combination of mobile services management by Jasper and device management from AirWatch addresses the tremendous need across enterprises for an integrated IoT/EMM solution. Providing businesses worldwide with automated, real-
time control over device and service costs, availability and security will have a transformational effect."

The collaborations are set to be available in 2015. For more information, visit www.air-watch.com or www.jasper.com.

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 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.

About Jasper
Becoming a connected business means becoming a service business. And that's where Jasper comes in. Jasper is the pioneer in cloud-based platforms for the Internet of Things (IoT) and the defining player in the Service IT category. The Jasper Platform empowers enterprises and mobile operators of all sizes to deploy successful IoT service businesses on a global scale. More than 1,500 companies, including many of the world's top brands, have chosen Jasper to fast track their connected businesses. Mobile operator groups worldwide, representing over 100 network affiliates, partner with Jasper. Founded in 2004, Jasper is based in Mountain View, California. For more information, visit www.jasper.com or follow us on Twitter @Jasper_IoT.

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