VMware Announces VMware vCloud(R) Government Service for U.S. Public Sector

Expanded Relationship With Carpathia(TM) Will Deliver Hybrid Cloud Service for Government Customers, Based on FedRAMP Security Standards

PALO ALTO, CA -- (Marketwired) -- 03/04/14 -- VMware, Inc. (NYSE: VMW), the global leader in virtualization and cloud infrastructure, today announced its bid to secure FedRAMP Authority to Operate for a new enterprise hybrid cloud service offering, VMware vCloud® Government Service provided by Carpathia™. VMware is collaborating with Carpathia, a trusted cloud operator and leading provider of cloud services and managed hosting for government agencies, to bring this service to market.

Through this expanded relationship, VMware and Carpathia will combine efforts to deliver a hybrid cloud service to U.S. Federal government customers following the same hybrid cloud architecture as VMware vCloud® Hybrid Service™. The core, VMware vCloud Government Service is based on the award-winning VMware vSphere®, which is widely used by Federal agencies to optimize and manage their data centers. VMware vCloud Government Service will provide the security and compliance assurance of FedRAMP authorization by using Carpathia's extensive experience delivering compliant solutions for government agencies.

"VMware has helped Federal agencies optimize and manage their data center infrastructure for more than 14 years, and helping them to now use that infrastructure in the cloud is a natural extension of our core business," said Lynn Martin, vice president, Public Sector, VMware. "More importantly, because so many Federal agencies are already using VMware solutions, it's a natural evolution of what they are already doing. VMware is committed to empowering these agencies to use the cloud to meet their line of business and mission requirements rapidly, easily and confidently."

The Fastest Path to Cloud for Government Agencies

Since the Administration's Cloud First mandate of 2010, many government agencies have sought solutions to help manage IT infrastructure, as well as new and legacy applications. VMware vCloud Government Service is an enterprise-class hybrid cloud service designed to run legacy and new applications in exactly the same way, enabling government organizations to focus on using the benefits of the cloud to their mission, rather than re-architecting for new infrastructure. Federal organizations can securely extend their data centers to the cloud quickly and confidently, using an integrated cloud infrastructure with the security of FedRAMP authorization.

"Carpathia has had a longstanding relationship with VMware, and we are very excited to take our collaboration to the next level," said Peter Weber, CEO, Carpathia. "With the combination of two technology leaders, Carpathia and VMware, government agencies can count on a hybrid cloud built on best-of-breed technologies with which government agencies are familiar, making it simple to extend their existing data center infrastructure and applications to a FedRAMP compliant public cloud."

FedRAMP is a standardized approach to cloud security assessments, authorization and monitoring that is designed to save the government money, time and staff by eliminating redundant agency security assessments. Through FedRAMP's leveraged security authorizations, federal agencies can also drastically reduce the time it takes to adopt new IT capabilities.

Availability

VMware vCloud Government Service is expected to be generally available in H2 2014.

To learn more about VMware vCloud Government Service provided by Carpathia, visit http://vcloud.vmware.com/about_services/vcgs.

Additional Resources

- Read "The Fastest Path to Cloud: VMware Announces vCloud Government Service for U.S. Public Sector" blog post by Angelos Kottas, director of product marketing, Hybrid Cloud Business Unit, VMware
- Read the VMware vCloud Blog for the latest information on VMware vCloud
- Read the VMware Public Sector Blog for the latest information on VMware Government
- Follow VMware vCloud on Facebook and 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 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.

VMware, VMware vCloud, vCloud Hybrid Service, and vSphere are registered trademarks or trademarks of VMware, Inc. in the United States and other jurisdictions. All other marks and names mentioned herein may be trademarks of their respective companies. The use of the word “partner” or “partnership” does not imply a legal partnership relationship between VMware and any other company.

Forward-Looking Statements

This press release contains forward-looking statements including, among other things, statements regarding expectations for delivery of the VMware vCloud Government Service and its planned features and 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) 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; (vi) the uncertainty of customer acceptance of emerging technology; (vii) rapid technological and market changes in virtualization software and platforms for cloud; (viii) changes to product development timelines; (ix) VMware's ability to protect its proprietary technology; (x) the success of our collaboration with Carpathia and (xi) 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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