

VMware View

**Trasformare il desktop in un servizio gestito,
sicuro e sempre disponibile**

Casa del Jazz - Roma, 13 luglio 2010



vmware®

VMware is the Customer Proven Market Leader

Company Overview

- \$2 billion in 2008 revenue
- 560MM + 16% YoY Growth in Q4 '09
- Over \$2 billion in cash
- 25%+ of Fortune 100
- ~7,000 employees
- 5th largest public company

Proven Market Leader

- 170,000+ customers
- All sizes and industries
- 100% of Fortune 100
- 93% of Fortune 1000
- 87% MIB 30 (IT)

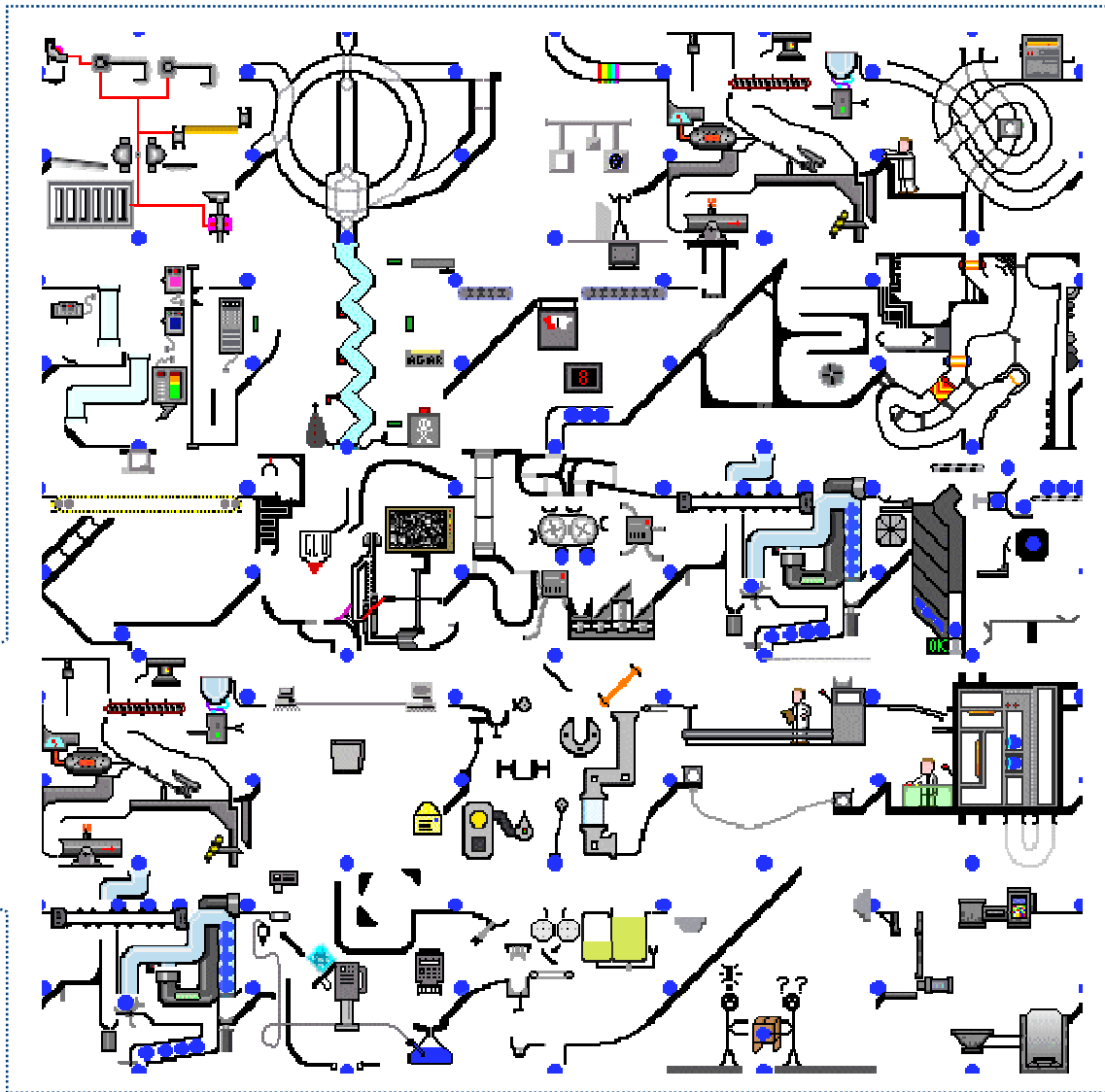
84% of all virtualized applications
in the world run on VMware.

Gartner, December 2009



The Problem – Complexity, Inefficiency, Inflexibility

- I spend too much time and money to manage my datacenter...
- Too many layers of technologies and infrastructure are accumulating...
- How can I be Agile providing Agility to the Business?



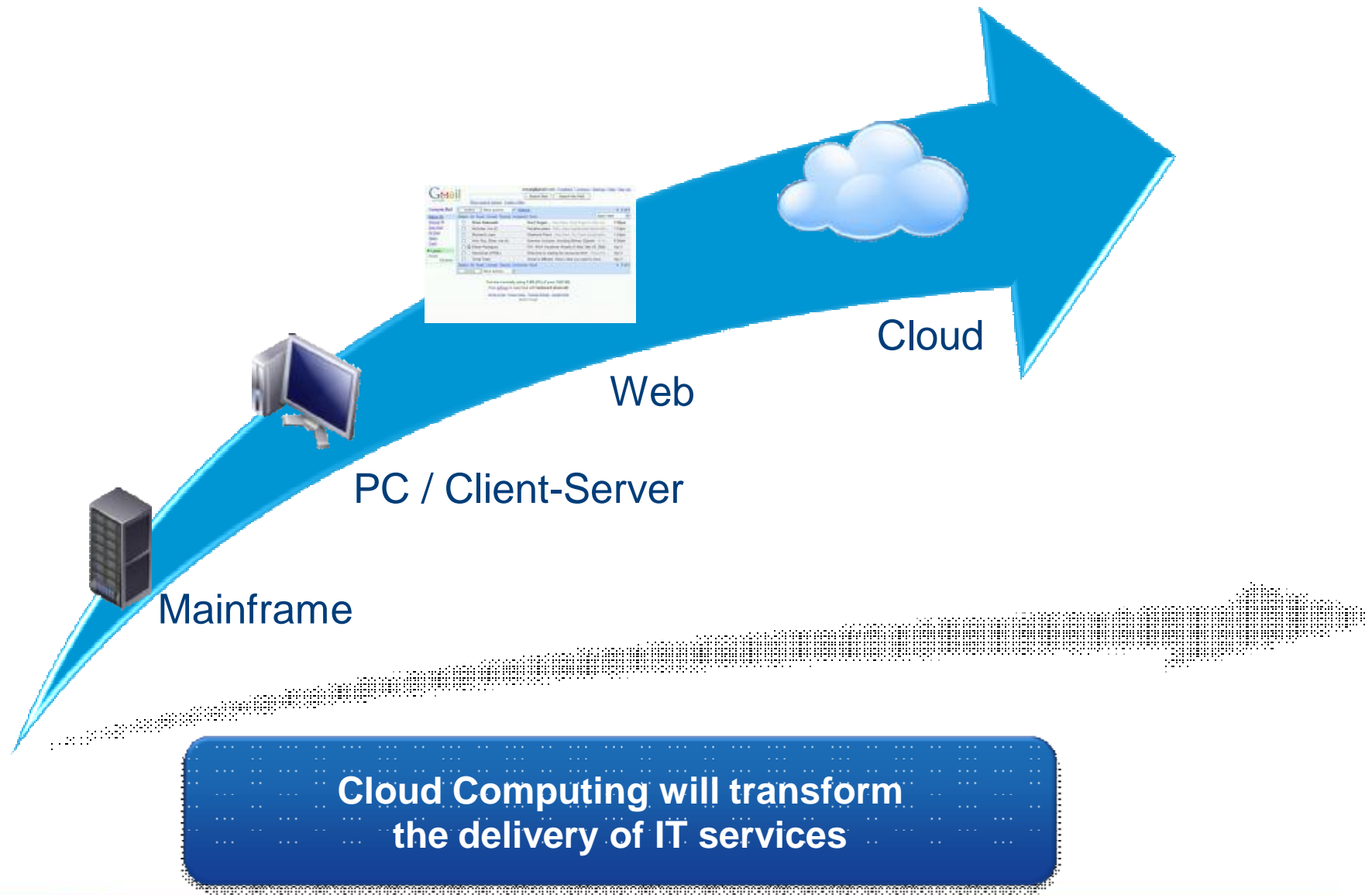
Our Mission is Your Mission

Reduce the Complexity

Dramatically Lower Costs

Enable Flexible, Agile IT Service Delivery

The Rise of a New Era in IT



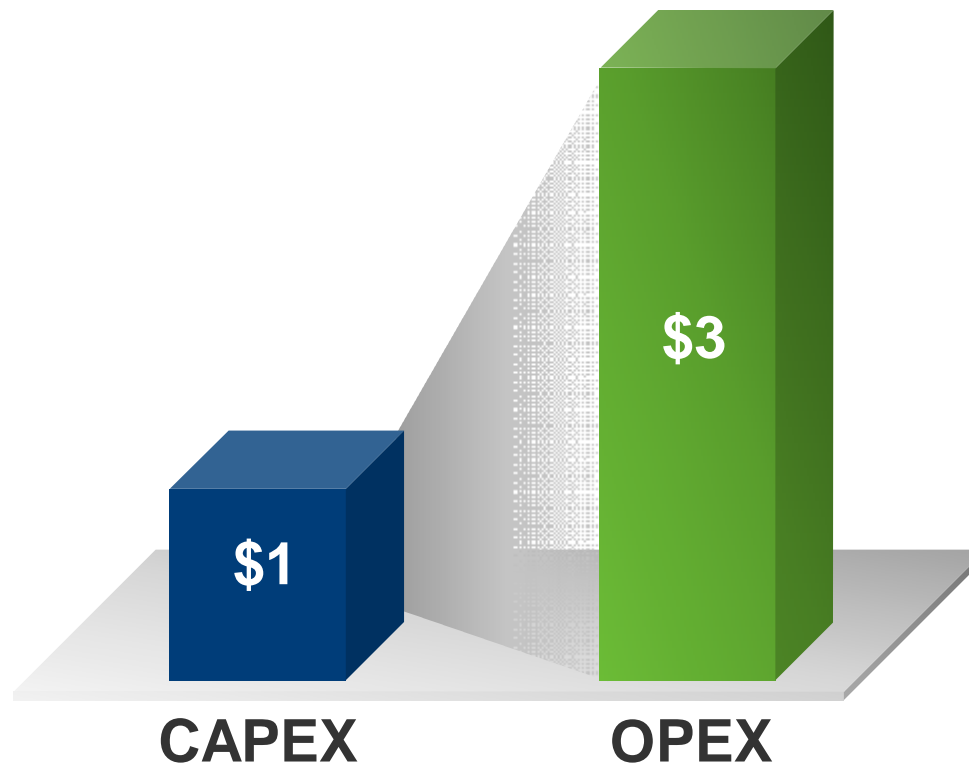
The Solution – Building The Private Cloud

Virtualizing all IT assets – from the desktop through the datacenter to the cloud – using a common virtualization platform, with control and automation, presenting a self service catalog and charging back the costs to the business...

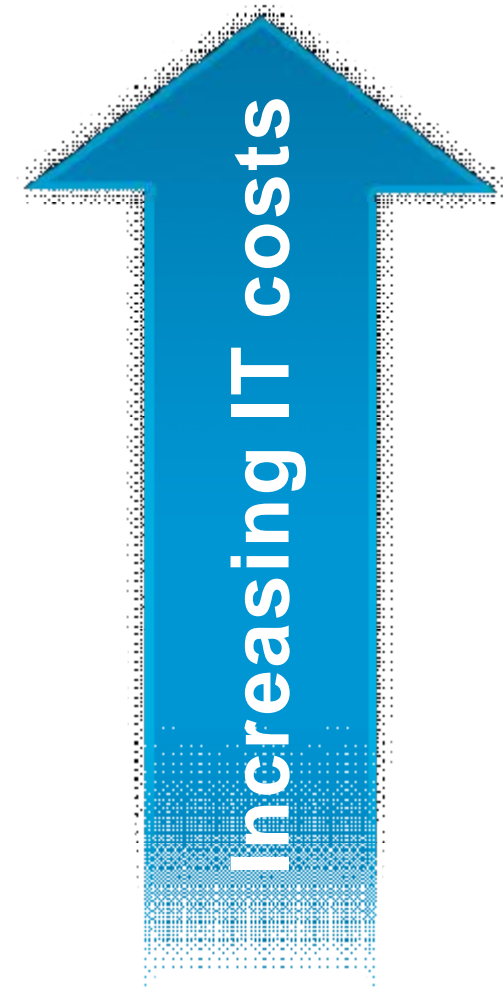


The Cost of Desktop Management Is Staggering

For every \$1 spent on hardware, companies spend \$3 to manage.

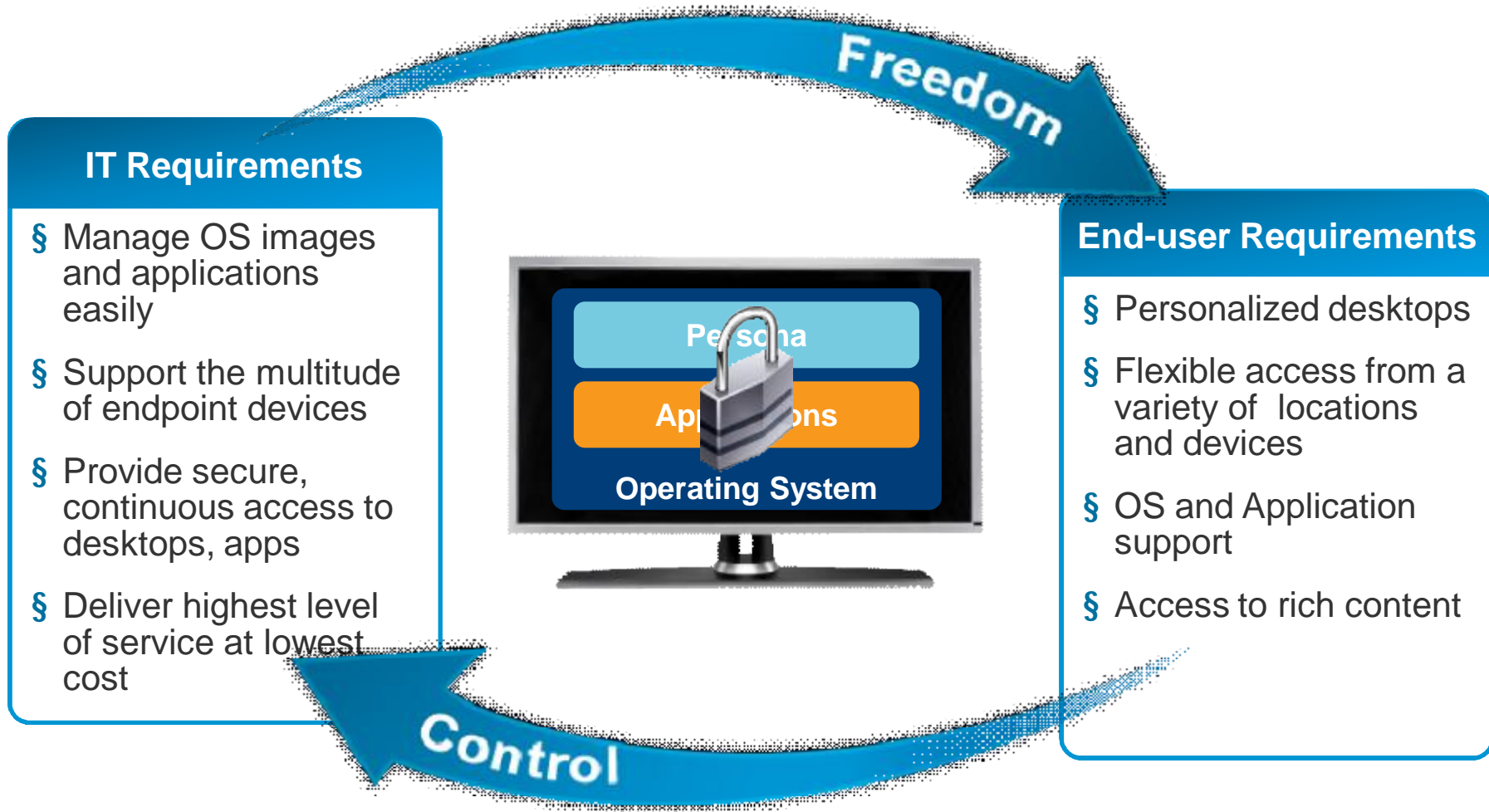


Source: IDC Study 2009



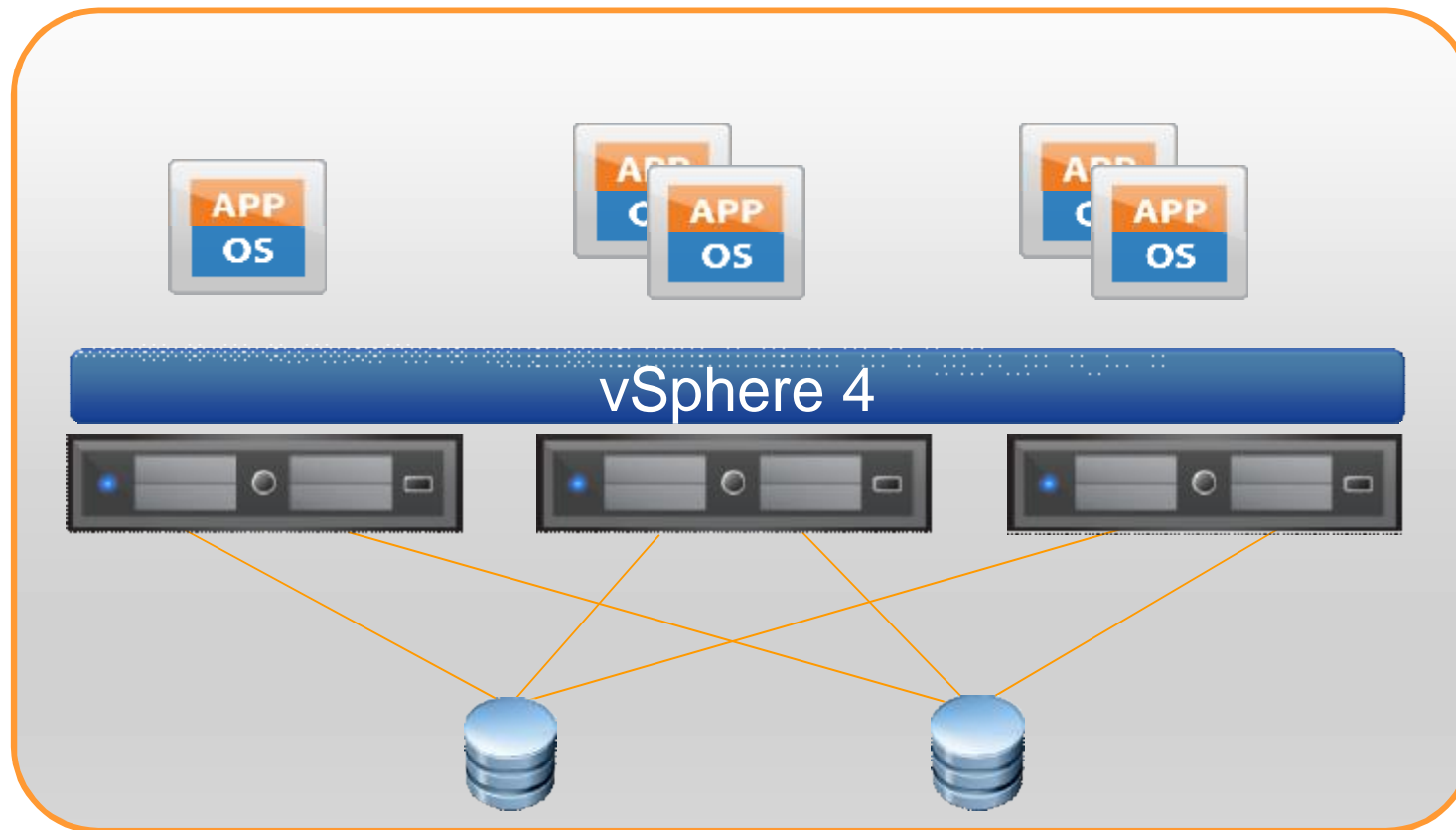
Are the needs of IT and end-users being met?

The Desktop Dilemma – Freedom or Control?

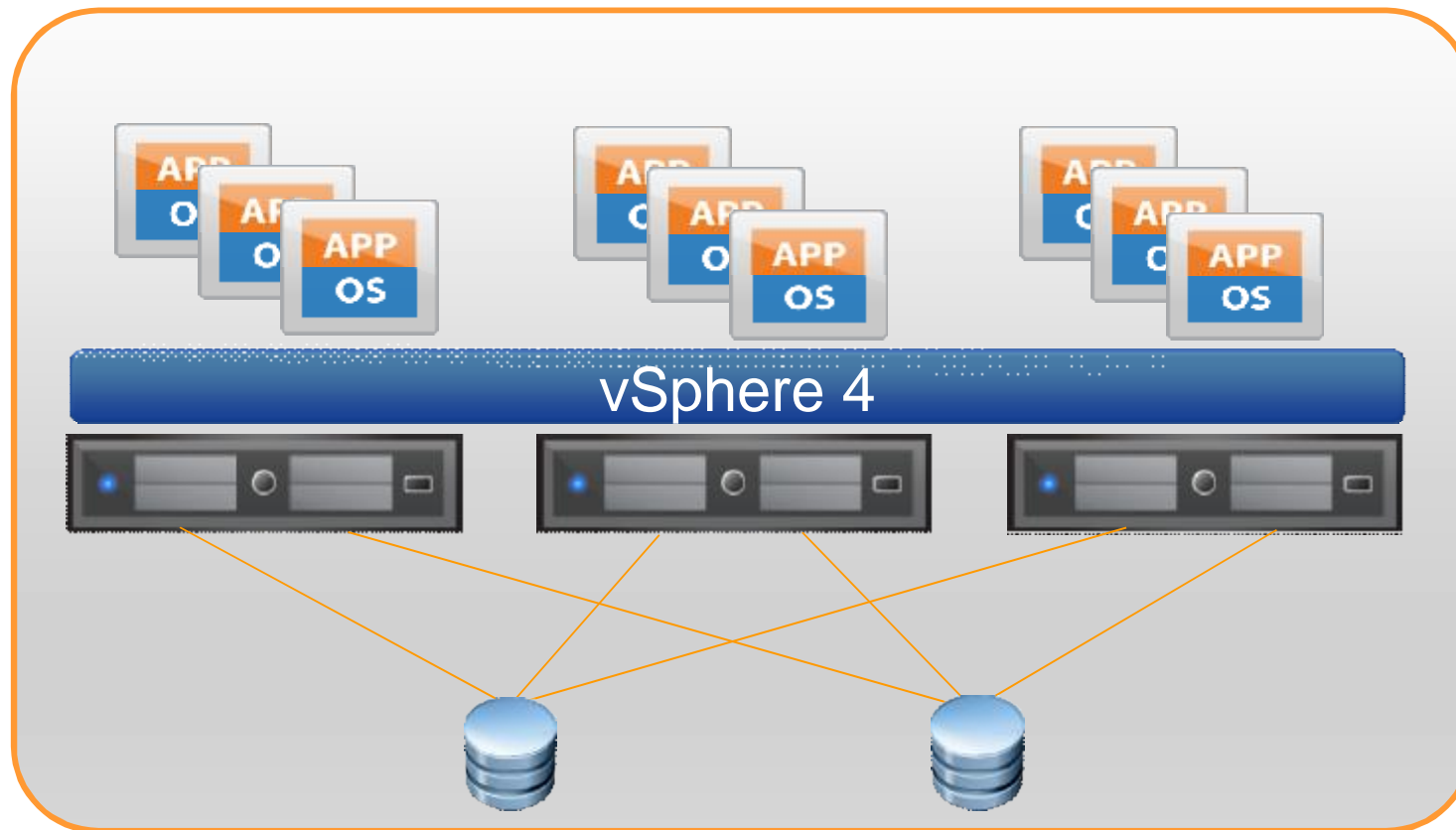


How do you solve the desktop dilemma while providing the best solution at the lowest cost?

From Physical Devices



To Virtual Desktops



Running into a Dynamic, Always On and Scalable Datacenter

**Resources
Optimization**

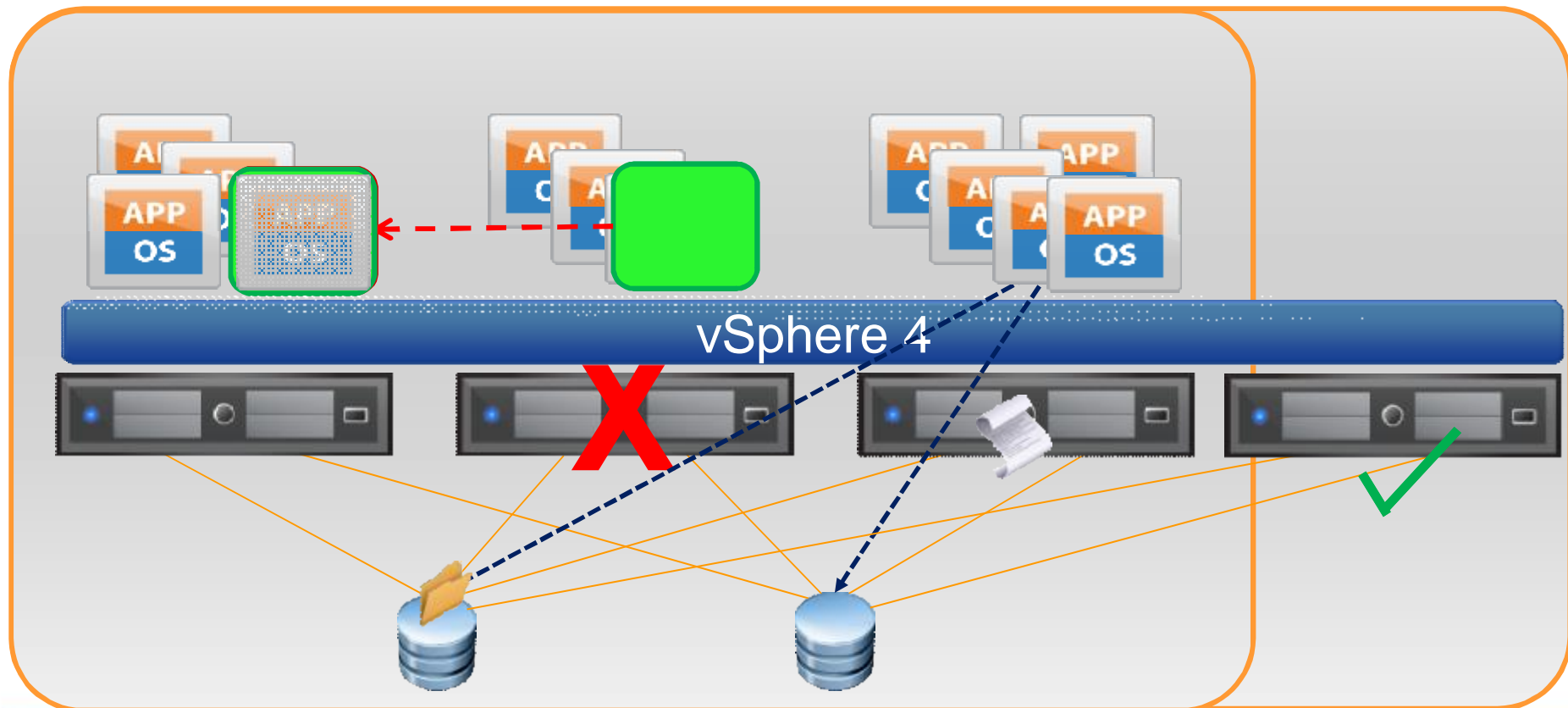
**DRS - VMotion
Storage VMotion**

Business Continuity

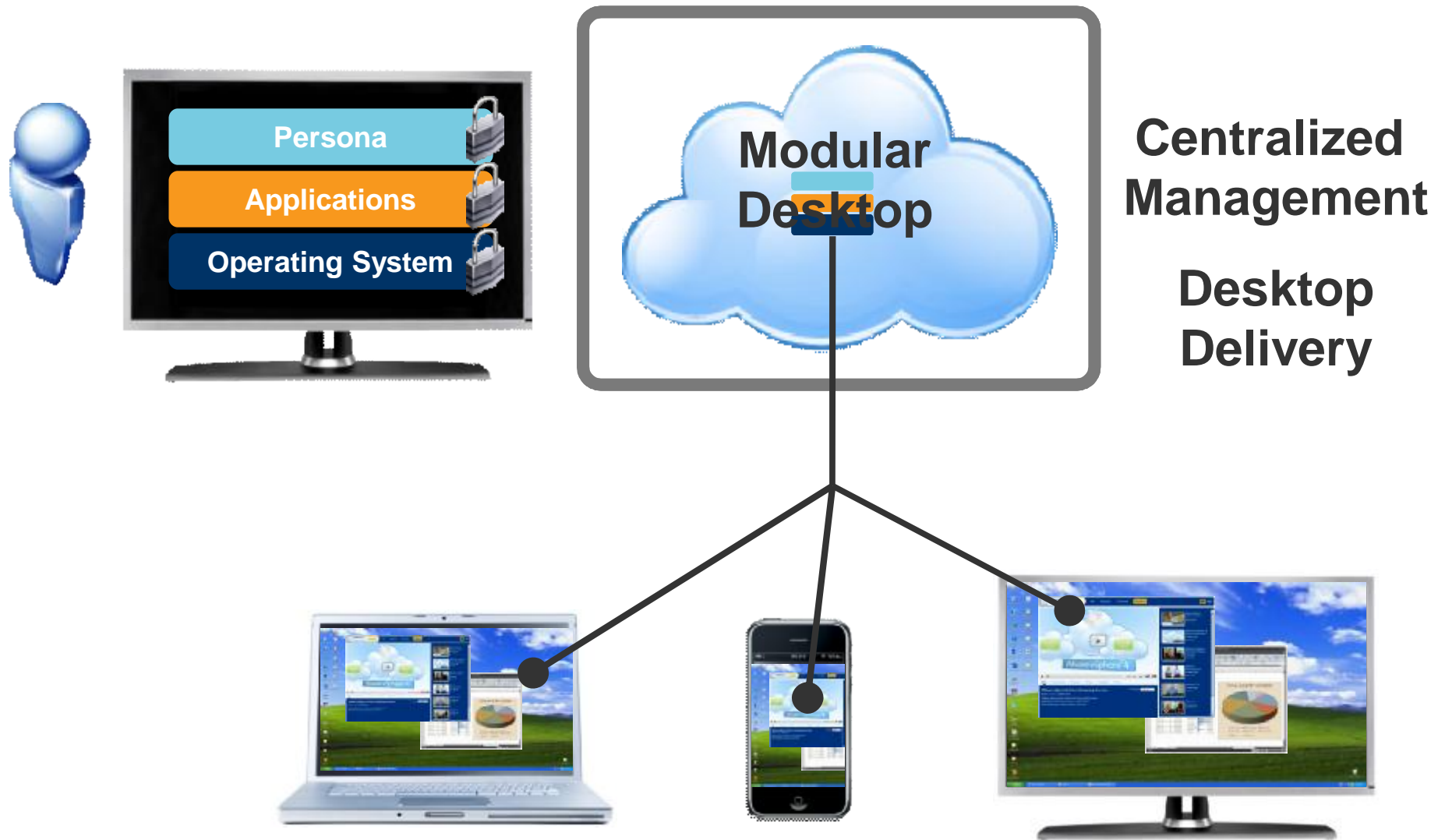
**High Availability
Fault Tolerance**

Capacity on Demand

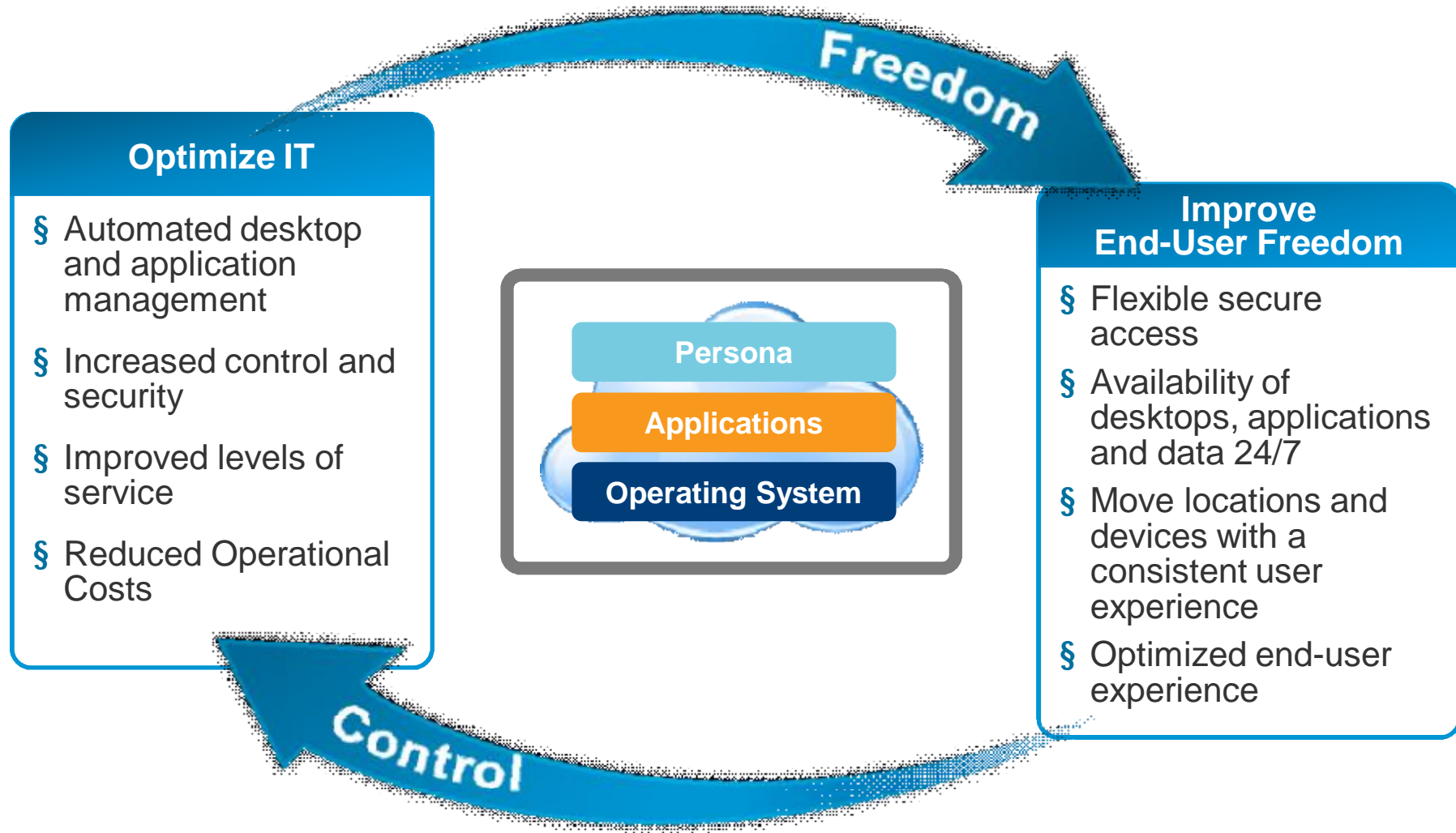
**Host
Profiles**



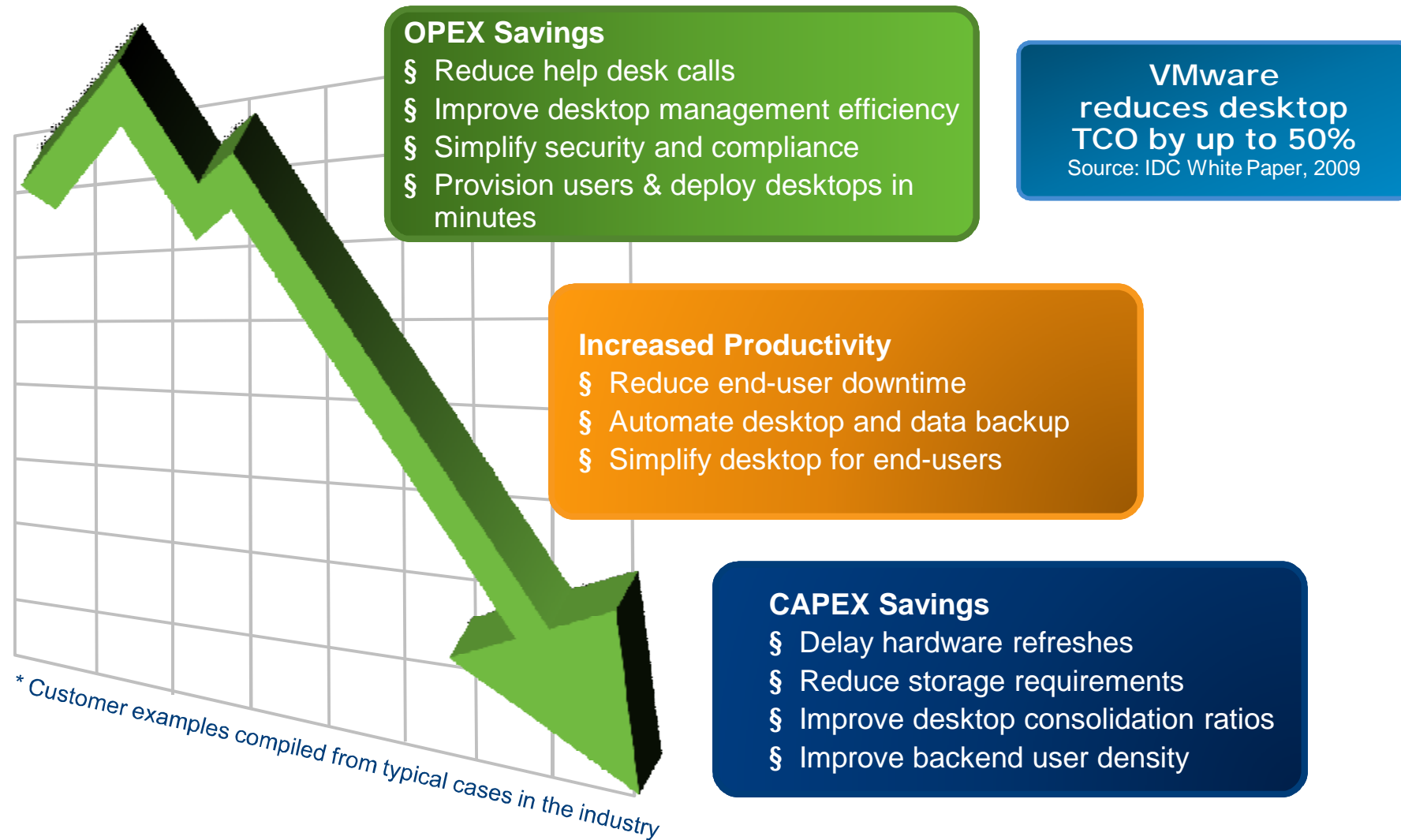
Delivered through a Managed Service Model



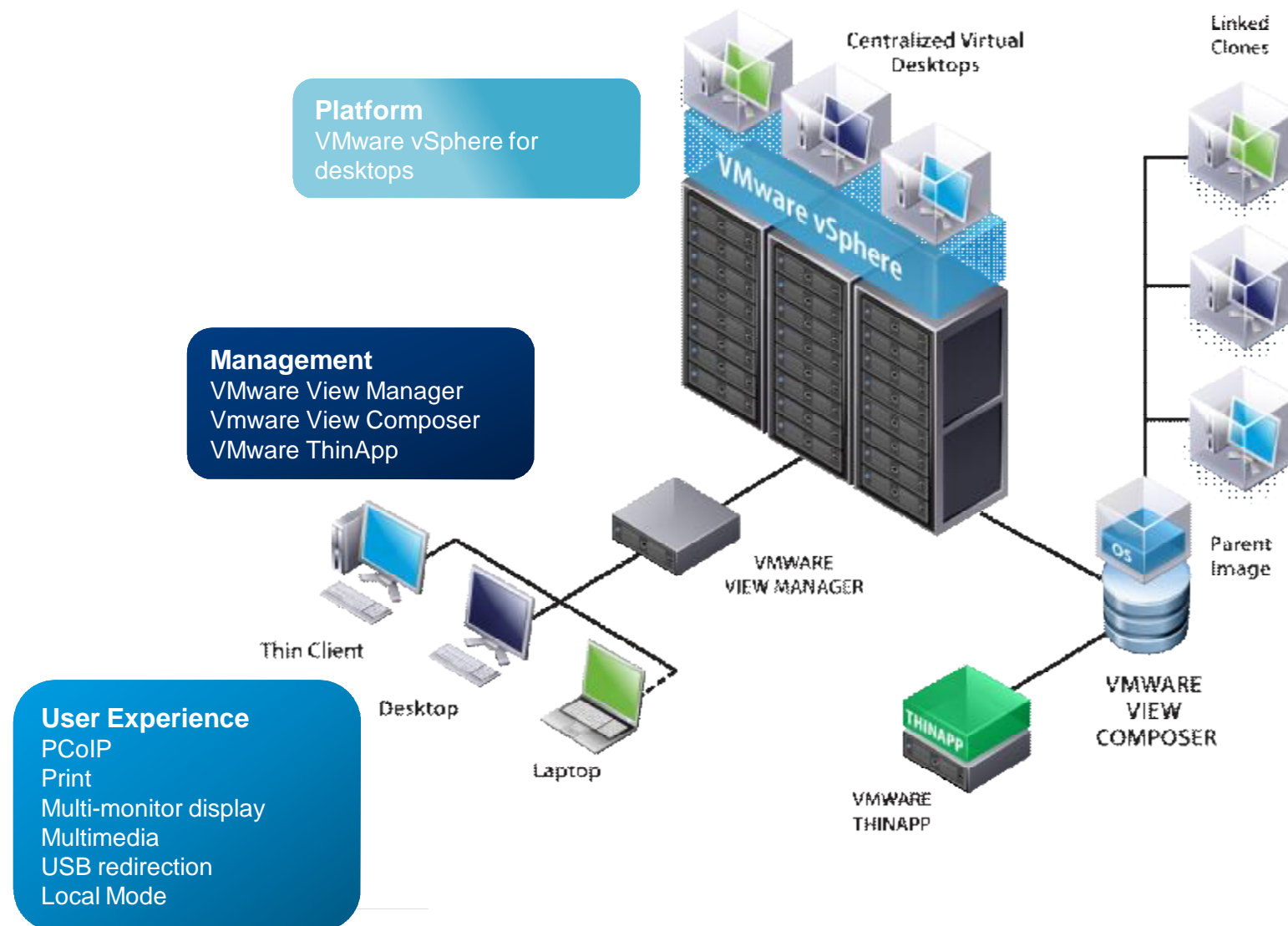
Desktop Dilemma Solved – Freedom and Control



How Modular Desktop Helps Reduce IT Costs



The Modular Desktop: VMware View

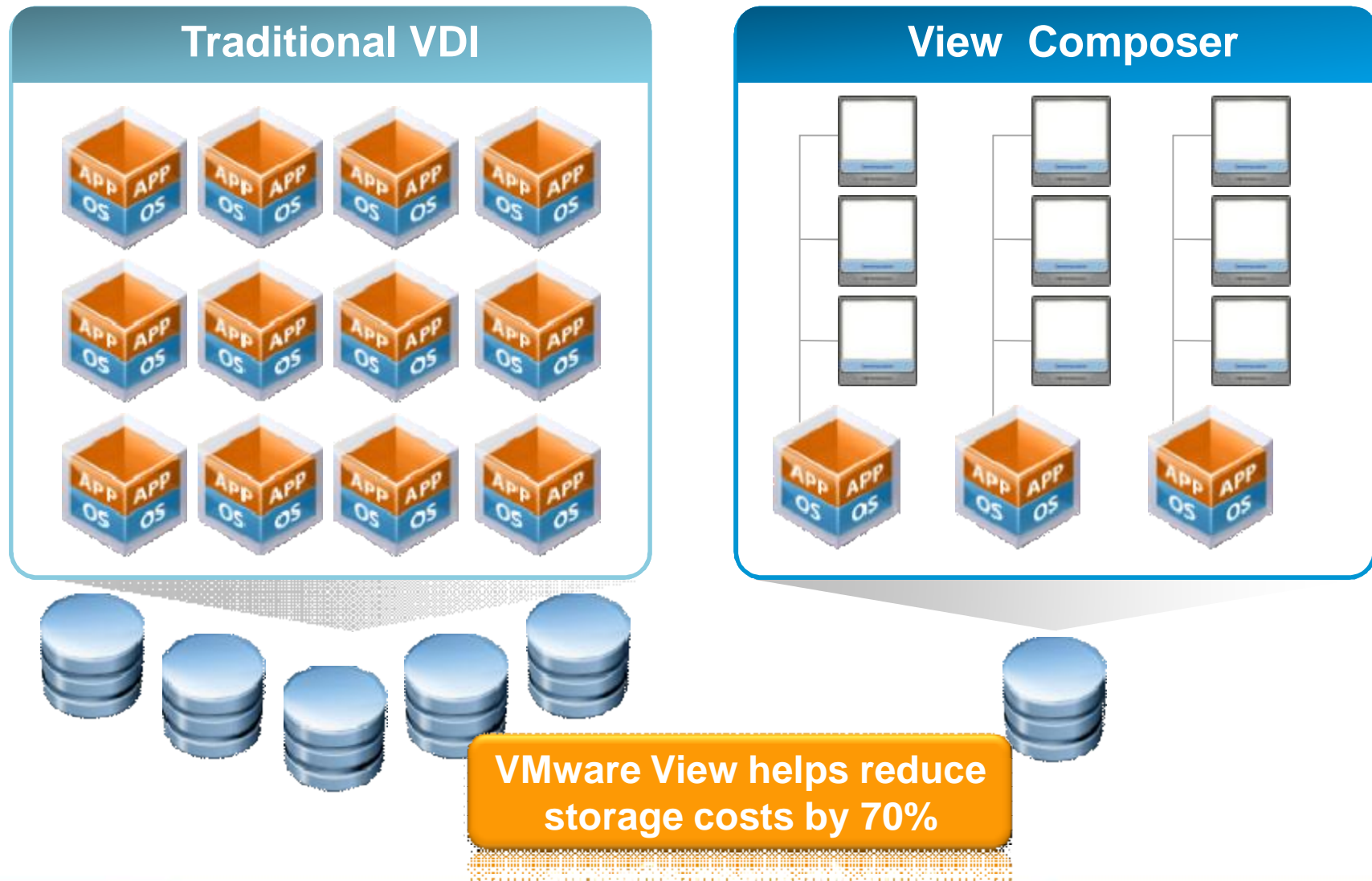


VMware View Demo



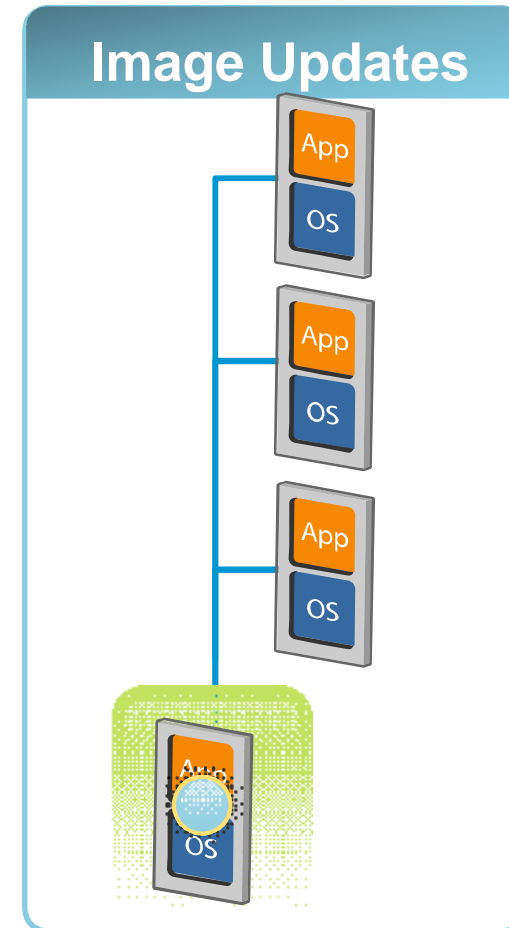
vmware®

Optimize storage with View Composer



Simplify desktop image management

- § Manage thousands of desktops
- § Streamline desktop management with View Composer
 - § Quick provisioning
 - § Simplify update, patch, and upgrade activities while retaining user settings
 - § Guarantee updates are applied to every desktop



ThinApp for application virtualization

§ Features

- § Decouple applications and data from OS
- § Agent-less architecture
- § Wide platform and application support
- § Plug into existing application management tools

§ Benefits

- § Minimize the number of desktop images managed
- § Streamline application patch updates
- § Enable the use of multiple versions of applications

