



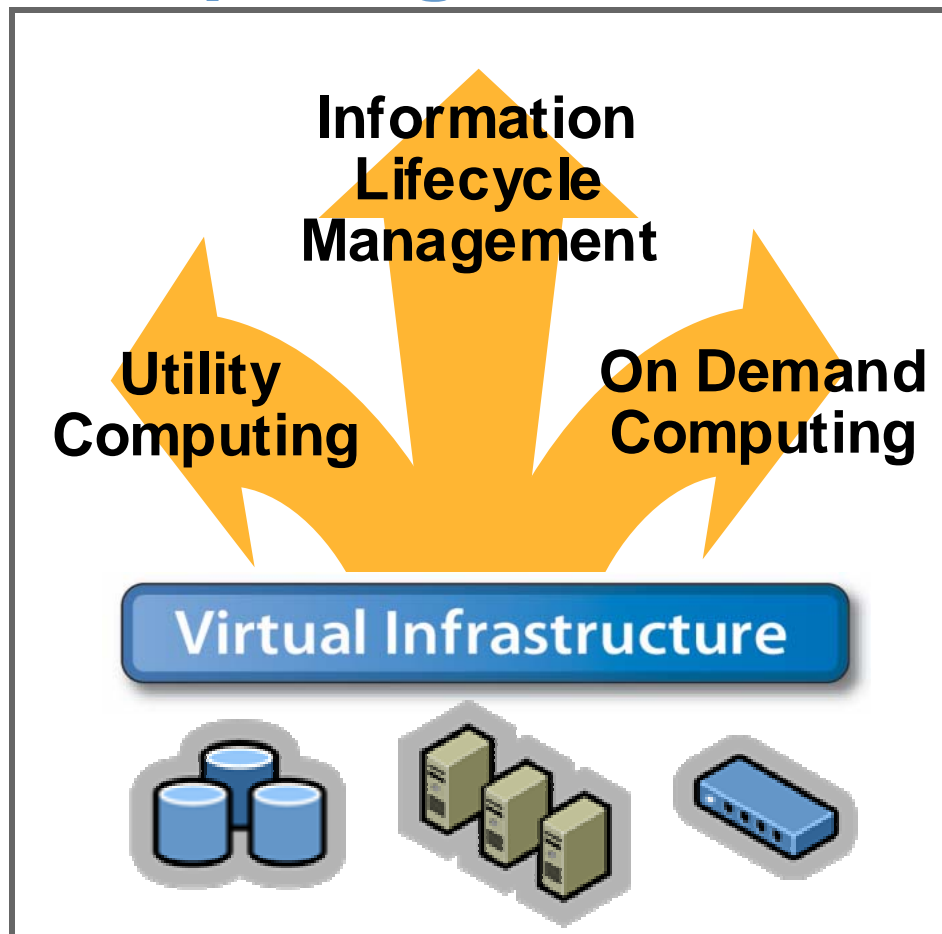
Virtualization is Knocking on Your Data Center's Door

Ed Bugnion
VMware Chief Architect and Co-founder
5/11/2004

About VMware

- Market leader in virtual infrastructure software for x86-based systems which allows software services to be deployed and managed independently of hardware
- In business 6+ years, 450+ employees, acquired by EMC in Jan 2004 and now an independent subsidiary of EMC
- 2003 revenues just under \$100MM, 2004 expected to be \$175-200MM

Foundation for Next Generation Computing



VMware Virtual Infrastructure

- Single pool of resources created across server farms
- High resource utilization
- Drastically lower manual intervention required

Virtual Infrastructure Enables

- Automation of operations
- Policy driven resource allocation
- Tight fit of IT to the business

Drivers of Virtual Infrastructure Adoption

- Intel Server Sprawl
 - Intel servers are default platform for a majority of new applications
 - At least 4 major Intel OS's active: WinNT, Win2k, Win03, Linux
- OS Versioning Gridlock
 - Constrain # of OS versions and limit app flexibility or...
 - Allow any OS to be deployed and complicate manageability
- Enterprise frustration with alternative approaches
 - Standardization of operating procedures and environments limits flexibility and requires high levels of organizational discipline and current systems management considered too expensive to adopt
- Virtualization overheads decreasing as % CPU

Benefits of Virtual Infrastructure

- **Business Flexibility**
 - Ability to support changing business policies and priorities on-the-fly
 - Ability to focus resources on “the business”
- **Improved Availability**
 - Eliminate scheduled downtime
 - Built-in resource and policy management
 - Greater control over service levels
- **Substantially Lower Cost**
 - Reduced operational complexity through automation and self-management
 - Better utilization of resources across the infrastructure

Contact Info

Ed Bugnion

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Bugnion@vmware.com

650-475-5205



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