End User Computing Vision

Alejandro Solana

Iberia SE Manager

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Forward Looking Statement

Statements made in this presentation which are not statements of historical fact are forward-looking statements based upon current expectations. Actual results could differ materially from those projected in the forward-looking statements. Information regarding risk factors that could cause actual results to materially differ are contained in documents filed by VMware with the Securities and Exchange Commission, including reports that VMware may file with the SEC from time to time on periodic reports on Form 10-Q and Form 10-K and current reports on Form 8-K. VMware assumed no obligation to update any such forward-looking statements after the date of this presentation.

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VMware Solutions for IT as a Service

VMware End User Computing

Management

Security

Compliance

- **Secure**
- **Manageable**
- **Open**

VMware Cloud Application Platform

Management

Security

Compliance

VMware Cloud Infrastructure and Management

Management

Security

Compliance

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Evolution to End User Computing

Today → **Tomorrow**

PC Centric

User-Centric

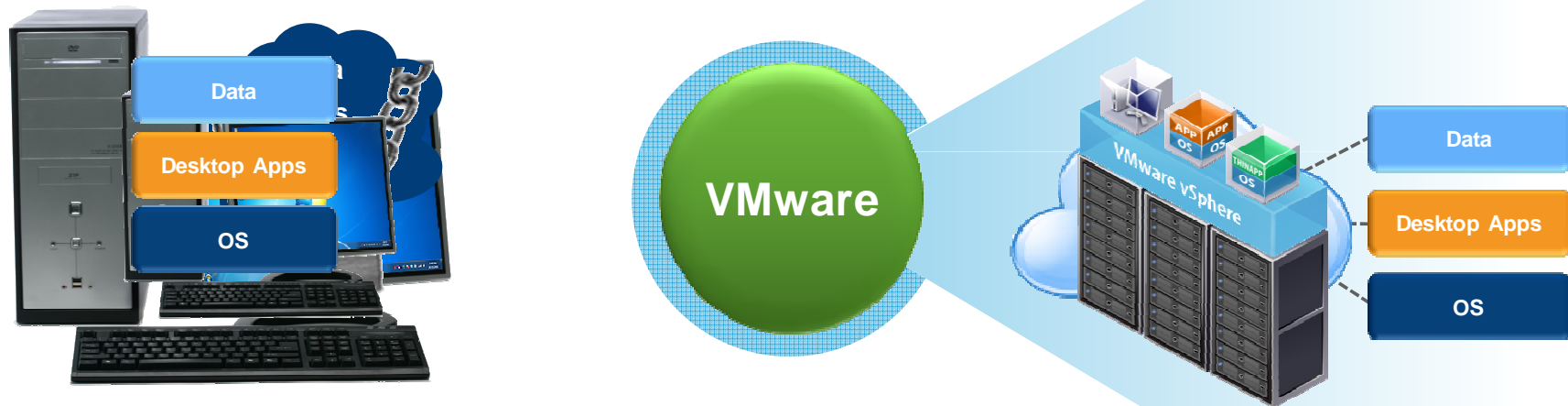**vm**ware

Today's Challenges

PC Centric

- Rigid, Complex and Fragile Architecture (HW+OS+Apps+Data)

- Security Exposures

- High Maintenance Costs

- Difficult to Maintain and Upgrade

- Reactive, poor SLA

- Downtime costs

PC is the center of the universe

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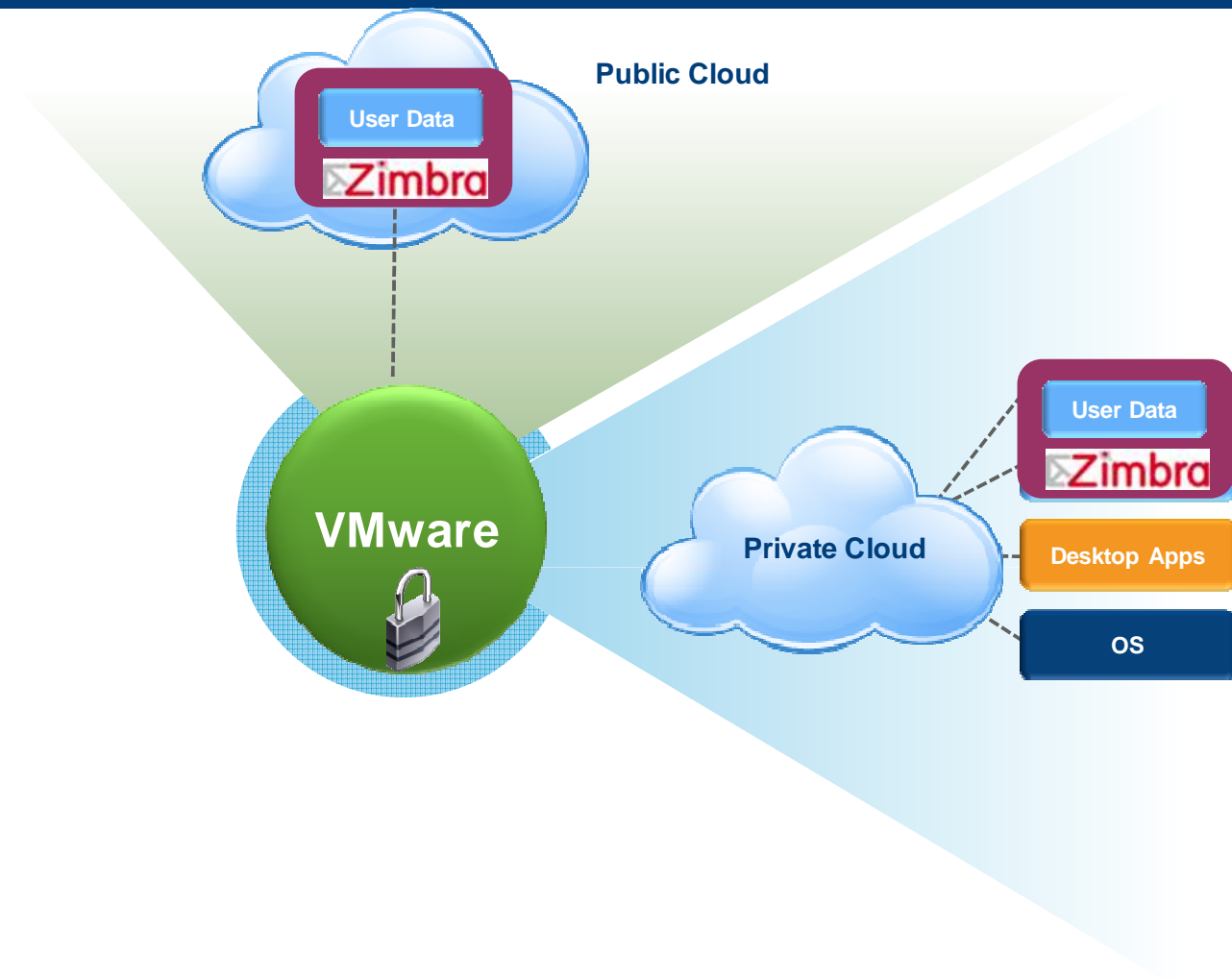
Modernize, Optimize and Secure the Desktop

VMware

VMware View 4.5 and ThinApp 4.6

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Modernize, Optimize and Secure the Desktop

Local Mode

VMware

Private Cloud

Data

Desktop Apps

OS

VMware View 4.5 and ThinApp 4.6

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Zimbra: Managing and Delivering End User Data

Public Cloud

User Data

Zimbra

VMware

Private Cloud

User Data

Zimbra

Desktop Apps

OS

8

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Zimbra - Managing and Delivering End User Data

iPhone

BlackBerry

Palm

Android

Public Cloud

User Data

Zimbra

VMware

Private Cloud

Data

Zimbra

Desktop Apps

OS

Zimbra Client

MS Outlook

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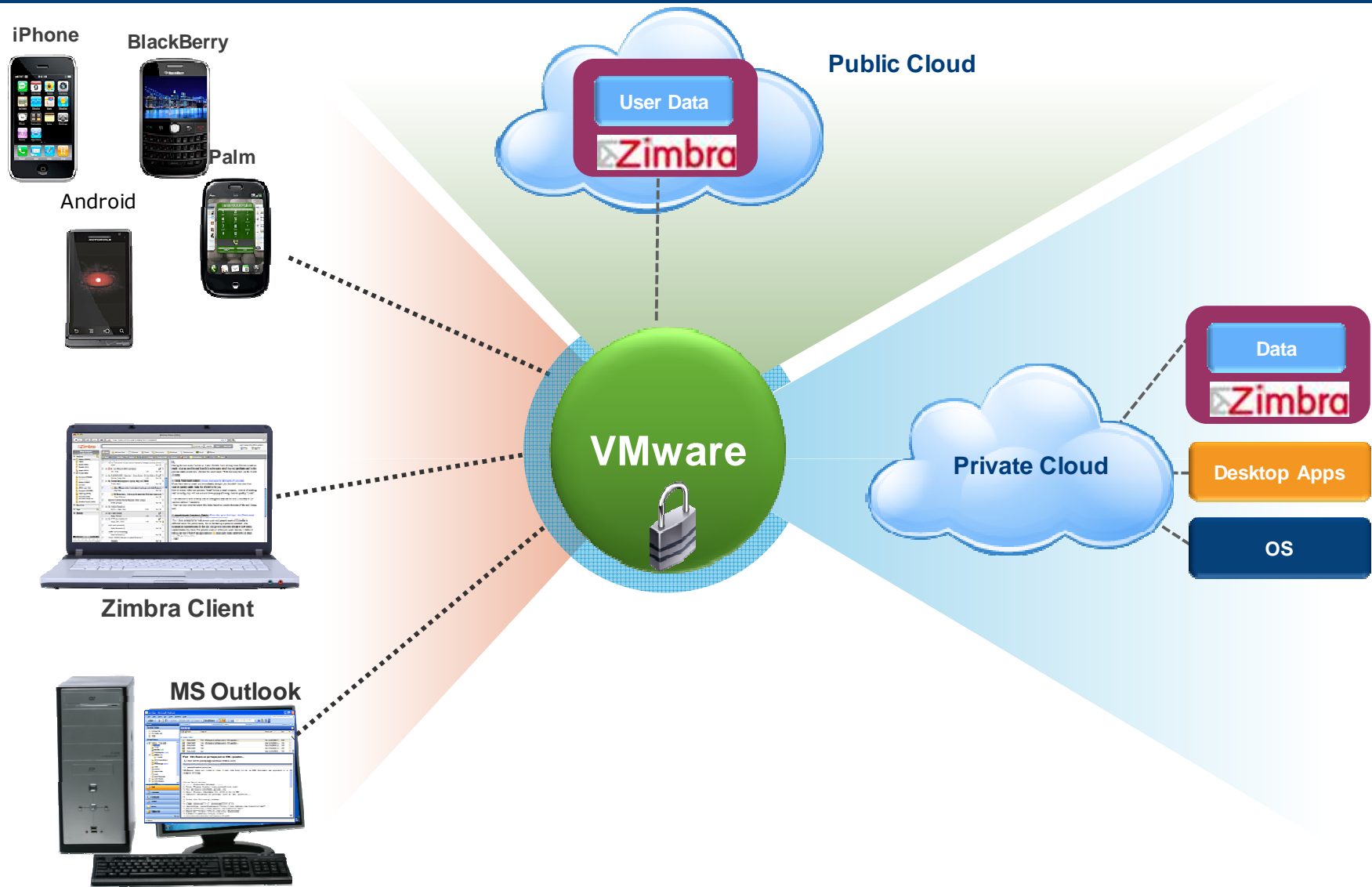
Use Cases for the Modern Desktop

Remote Office Branch Office

Business Process Outsourcing

Student Computer Labs

Remote Campuses

EOIT / BYOPC

Mobile Users

Federal COOP

Federal Telework

Windows 7 Migration

Healthcare Follow Me Desktop

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Go Deeper

Go Wider

Scalability and Management

Mobile Users

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Go Deeper
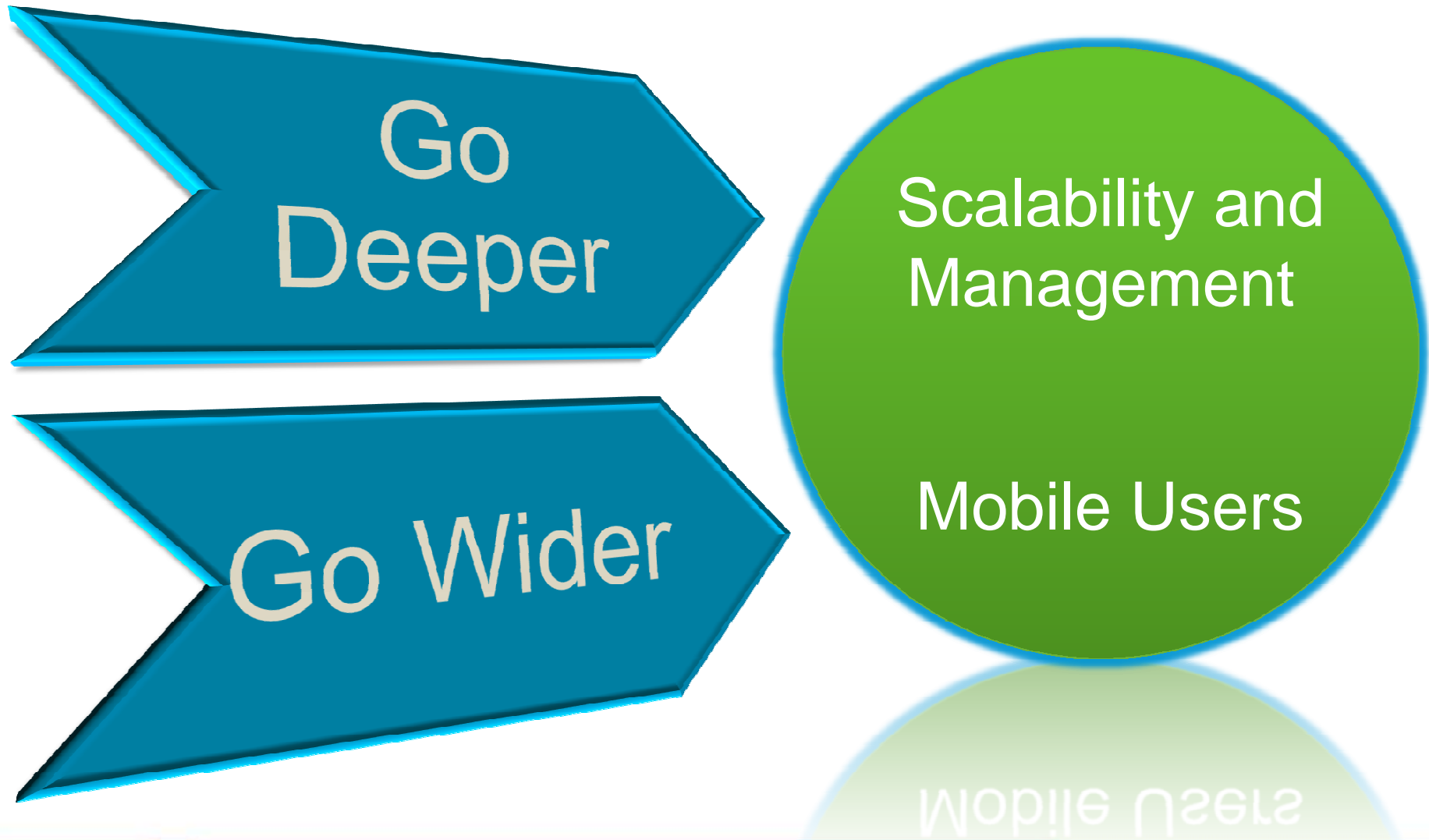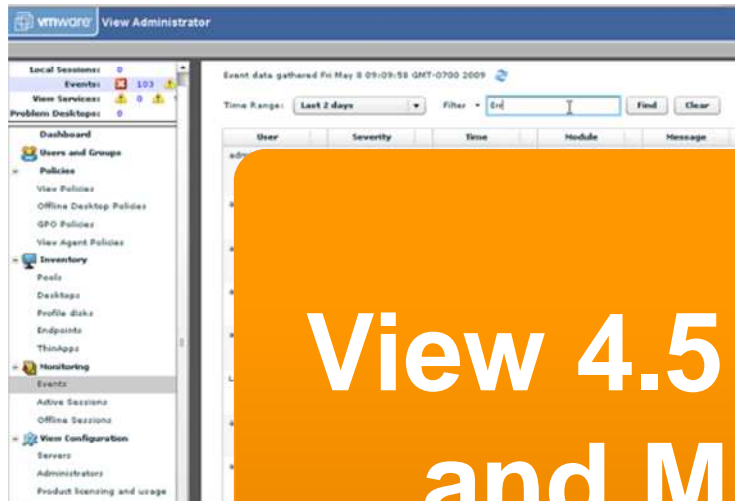
- Scalable & Robust Management Interface

ministration

View 4.5 is THE Easiest and Most Powerful VDI Solution on the Market Today

4.1

VM pods

- Tiered Storage Support

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View 4.5 – Now for Mobile Users Too

- **View Client with Local Mode (BYOPC)**

- **C**

- **T**

- **M**   ors

View 4.5 is the first integrated online and offline solution

Native Mac Client

View
Manager

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$250 Per-Seat Datacenter Infrastructure Cost

Hardware acquisition cost per user

The View 4.5 new Architecture Delivers sub $500 Virtual Desktop

Time ⟶ 2010

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Breaking the Acquisition Cost Barrier with Partners

Dell Virtual Remote Desktop
Featuring VMware View,
Reference Architecture Brief

- Sub $40 Enterprise Storage for View
- Largest Windows 7 Migration Practice
- 60% increase in desktop performance

- Sub $40 Enterprise Storage for View
- 50.000 seat View Deployment Architecture

HP Reference Architecture for
VMware View, Reference
Architecture Brief

Solution Cost

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Zimbra Collaboration Suite

Innovative

- Cross pla...
- Zimbra Br...

Open

- seamless...
  applicatio...
- Zimlets fo...

Simplify

- Application portability across public and private clouds
- Zimbra Appliance - install to inbox in 10 minutes

...mentum

- ...anizations
- ...lboxes

...munity

- ...ownloads
- ...ownloads
- 33K+ community members

Zimbra: Cloud UI, Cloud Scale, Install to Inbox in 10 Minutes

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Evolution to End User Computing

Today → **Tomorrow**

PC Centric

User-Centric

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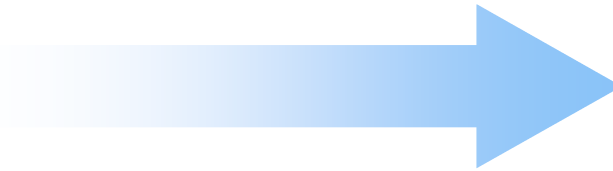
Desktop is Being Pulled Apart

Data

Computing

Apps

Public Cloud

Data

Apps

Computing

Private Cloud

Data

Apps

Interaction

Devices

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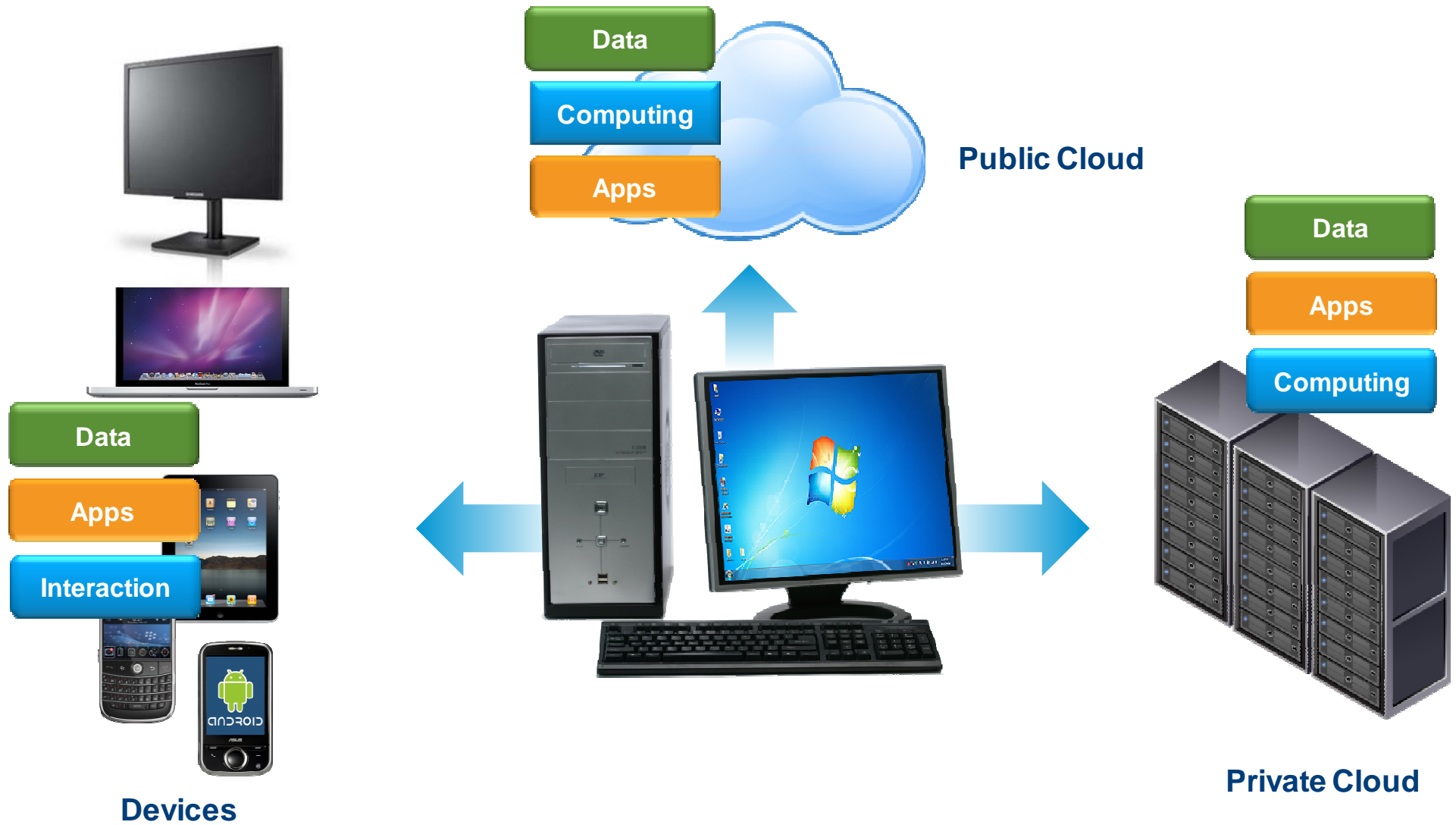
Benefits of Cloud Computing for Consumers

Better Experience

Av... ...**ersonalized**

...the PC

Simplicity

Instant Gratification

Multi-device

Available

Backup & Sync

Ubiquitous Access

Engaging Native Apps

Pay as you go

Excitement & Anticipation

My Mom is living the ultimate consumer cloud experience, like many of us

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The Cloud – IT Dichotomy
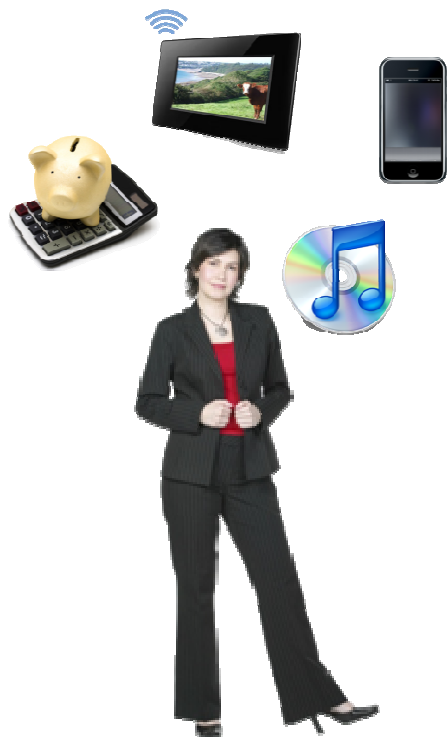
**Pressure
to Maintain** **Pressure
to Innovate**

Budget

Security

Compliance

Legacy Apps

Manageability

**End-users
Expectations**

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