



Company Fact Sheet

AT A GLANCE

Founded	1998; acquired by EMC in 2004; IPO in Aug 2007 (NYSE: VMW)
Annual Revenues	\$1.33 billion (FY07)
Customers	120,000, including: <ul style="list-style-type: none">• 100% of Fortune 100• 97% of the Fortune 500• 95% of the Fortune Global 100• 95% of the Fortune 100• 87% of the Fortune Global 500
Employees	Approx. 6100+
Headquarters	Palo Alto, California, USA
Office Locations	40+ offices worldwide
Partnerships	VMware partners with 500+ hardware, software, network and storage companies, and nearly 18,000 resellers, distributors, and systems integrators

VMware is the world's leading provider of virtualization solutions and services. Through a pioneering virtualization approach, VMware solutions separate the operating system and application software from the underlying hardware – to deliver significant improvements in efficiency, availability, flexibility and manageability. More than 120,000 VMware corporate customers are able to benefit from substantially lower IT costs, choice of operating systems, and a more automated and resilient systems infrastructure capable of responding to variable business demands.

Our broad and proven suite of virtualization solutions addresses a range of complex IT challenges that include infrastructure optimization, business continuity, software lifecycle management and desktop management. Our solutions enable organizations to aggregate multiple servers, storage infrastructure and networks together into shared pools of capacity that can be allocated dynamically, securely and reliably to applications as needed, increasing hardware utilization and reducing equipment, power, cooling, and real estate costs.

VMware's products are organized into three primary categories:

- **Virtualization Platforms.** These desktop and server products — including a hypervisor for system partitioning — range from free entry-level products to the most robust, feature-rich platforms.
- **Virtual Infrastructure Automation.** Utilizing the unique benefits of our platforms, these products automate system infrastructure services, such as resource management, availability, mobility and security.
- **Virtual Infrastructure Management.** These products automate the interaction between various IT constituencies and the virtual infrastructure – to create a specific set of point solutions that range from capacity sizing and assessment to managing software development labs.

Additionally, VMware provides a range of professional services and support through VMware teams as well as through partner organizations. This includes proactive, top-quality Customer Support, Consulting Services to accelerate virtualization implementations, and extensive Education Services for building in-house expertise.

VMware offers customers a superior choice for virtualization solutions through:

- **Mature, production-proven products** of unparalleled performance, robustness and reliability.
- **The industry's only complete virtualization infrastructure**, enabling virtualized assets to be aggregated and deployed as a shared utility for dynamic, automated, always-on computing.
- **Platform neutrality and open standards** for greater interoperability and the flexibility to create shared resource pools independent of specific OS and hardware platforms.
- **Maximum value** through rapid ROI, lower ownership costs, and a scale-as-you-grow adoption cycle of escalating value.