



Transforming Computing Through Virtualization —IMPOSSIBLE WITHOUT YOU

VMware (NYSE:VMW) is transforming computing through virtualization. We are the global leader in virtual infrastructure software for industry-standard systems. Millions of people and thousands of organizations around the world—including all of the Fortune 100—use VMware virtualization solutions to streamline IT processes, fully leverage existing computing investments and respond faster to changing business demands.

We have an open, innovative, technology-driven culture, and with doubling revenues year over year and our recent successful IPO, the future looks bright at VMware. Nick Sturiale of venture firm Sevin Rosen called virtualization “the biggest wave in IT right now.” VMware is majority-owned by EMC (NYSE:EMC) and is headquartered in Palo Alto, CA, with more than 4,500 employees working in over 40 offices around the world.

VMware at a Glance

Founded	1998. Acquired by EMC in 2004. IPO in August 2007 (NYSE:VMW)
Revenues	\$703.9 million (FY06)
Customers	20,000+ organizations, including 100% of Fortune 100
Employees	4,500+
Headquarters	Palo Alto, CA, USA
Locations	40+ offices worldwide
Partnerships	200+ hardware, software, network and storage companies 6,000+ resellers, distributors, and systems integrators

We're hiring MBAs

VMware is currently looking for first year and second year MBA students to fill intern and full time positions in Product Management, Product Marketing, Corporate Marketing, Alliances, Corporate Development, and Finance. If you share our passion for technology, innovation and excellence, please take a moment to learn more about us and consider joining our team.

View all open positions and apply online at www.vmware.com/company/jobs or send your resume via email to mbarelations@vmware.com

THE BUSINESS PRESS IS BUZZING ABOUT VMWARE

"VMware's future looks so bright that some analysts believe it could some day become as important to the computing world as Microsoft is."

—Thompson Financial
09.12.2007

"They're running on all cylinders right now, and it's hard to refute, in the short term, the trajectory of the business. The reason the stock is trading at a significant premium by any metric is the tremendous opportunity VMware has in front of it."

—Businessweek.com
10.24.2007

"VMware's third-quarter profit tripled as strong sales of its business software helped it top market expectations. It has seen revenue double year-on-year for several quarters. The company has a market value of about \$40 billion, making it the world's fourth largest publicly held software maker after Microsoft, Oracle and SAP."

—CNET.com
11.01.2007

"When it comes to the corporate vibe, VMware is the anti-Google. There are no heated toilet seats at VMware, no Pajama Days. Google famously attracts the young and the restless. VMware's employees are more likely to be married with children. The company is oozing money - operating margins are 25% - but extravagance just isn't Greene's style. 'We're very focused on creating a phenomenal work environment,' Greene says. 'But we try to do it frugally because that's sustainable.'"

—FORTUNE
10.02.2007

ACCOLADES & AWARDS

VMware's innovation, excellence and strategic importance have been recognized by more than 120 industry accolades and awards, including:

- Fortune named VMware President and CEO Diane Greene a Top Innovator and the 22nd Most Powerful Woman of 2007.
- InfoWorld gave VMware Infrastructure the Technology of the Year award in the Best Server Virtualization category.
- IT-Enquirer gave VMware Fusion its Editor's Choice award.
- Linux Magazine named VMware a Top Company to Watch in 2007.
- Network World named VMware Infrastructure the #1 Product for Building the New Data Center.
- PC World named VMware Player one of the 100 Best Products of 2007.
- SearchWinComputing.com named VMware Infrastructure the Disaster Recovery Product of the Year.
- VARBusiness gave VMware the 5-Star award for Excellence for its Partner Program.
- Ziff Davis named VMware President and CEO Diane Greene the Most Influential Person in IT.

About VMware

VMware (NYSE:VMW) is the world's leading provider of virtualization solutions for x86-based servers and desktops. Through a pioneering approach to virtualization, VMware technology works to separate the software from the underlying hardware. This allows a single computer to run multiple operating systems and applications, delivering significant improvements in efficiency, availability, flexibility and manageability.

Founded in 1998, VMware is headquartered in Palo Alto, California, with offices around the world. The company's customer base consists of millions of individuals and more than 20,000 organizations of all sizes, including 100 percent of the Fortune 100. VMware delivers technology designed to substantially lower IT costs, provide more flexibility in choosing operating systems, and offer a more automated and resilient systems infrastructure capable of responding to variable business demands.

Award-Winning Products

VMware offers a wide range of award-winning virtualization products, from free software for virtualizing desktops and servers to comprehensive enterprise-class platforms for optimizing data centers and IT infrastructure.

Global Partner Ecosystem

To meet customer needs for added value and product interoperability, VMware maintains partnerships with the world's leading technology companies. This includes technical alliances with 200+ hardware, software, network, and storage companies; a reseller network of 6,000+ accredited resellers, distributors and systems integrators; and dozens of virtual appliance makers offering software-OS combinations in pre-configured packages.

Services and Support

To protect and leverage customer investments in VMware technology, VMware provides a range of Professional Services and Customer Support through VMware teams, as well as through hundreds of authorized partner organizations in 40 countries. This includes proactive, top-quality support offerings, consulting services to accelerate virtualization implementations, and extensive education services for building in-house expertise.

The Value of Virtualization

Virtualization is a technology that can benefit anyone who uses a computer, from IT professionals and Mac enthusiasts to commercial businesses and government organizations.

The Top 5 Reasons to Virtualize include:

1. Server Consolidation and Infrastructure Optimization
2. Physical Infrastructure Cost Reduction
3. Improved Operational Flexibility & Responsiveness
4. Increased Application Availability & Improved Business Continuity
5. Improved Desktop Manageability & Security

"Diane Greene had a great vision. She has proven that virtualization is bigger than anyone ever thought it could be."

—Vinod Khosla, prominent Silicon Valley venture capitalist and co-founder of Sun Microsystems Inc.

Key Areas of Opportunity for MBAs

At VMware, the talent bar is exceptionally high. More than 40 percent of our computer scientists and engineers hold advanced degrees. We believe our world class R&D team helps us to attract the highest quality business side professionals. We are currently looking for first year and second year MBA students to fill intern and full time positions in the following areas of expertise:

Product Management

Product Managers establish product vision and work with the engineering team to manage the product development process. In this role, you will also interact with customers, industry analysts and the press to evangelize the product or solution.

Product Marketing

Product Marketing Managers determine packaging and pricing, develop positioning and messaging, and create sales tools and collateral. In this role, you will also drive awareness and lead generation activities such as press and industry analyst briefings, trade shows and marketing events.

Corporate Marketing

Corporate Marketing Managers develop the overall VMware corporate marketing strategy, positioning and direction. In this role, you will develop and execute successful branding, go-to-market and partner marketing programs.

Alliances

Alliance Managers develop strategic relationships with OEM, ISV and IHV partners. In this role, you will also align partner product integrations with VMware product direction.

Corporate Development

Corporate Development Managers work with executives on mergers and acquisitions, including deal sourcing. In this role, you will also handle merger and acquisition execution and integration.

Finance

Finance Analysts provide planning and budgeting analysis for the business units. In this role, you will also support executives in investor relations activities. We also have opportunities available in Finance Operations (Strategic Planning), Support Operations (Forecasting and Modeling) and Taxation.

Key Reasons to consider joining the VMware team

- Global leader in virtualization with a unique and sustainable competitive advantage
- Significant customer adoption with millions of individual users and 20,000+ organizations, including 100% of the Fortune 100
- Strategic partnerships with over 200 hardware, software, network & storage companies
- Multi-tier distribution strategy that includes over 6,000 resellers, distributors and system integrators
- In-house learning & development opportunities and Education Assistance Program
- Competitive salaries and the opportunity to earn bonuses and performance-based salary increases
- Stock options and Employee Stock Purchase Program
- Work-life balance with ample paid time off and flexible workday start and stop times
- Medical, dental, and vision insurance largely paid for by the company and effective on your date of hire
- Insurance for your financial protection, including short and long-term disability and life insurance
- Tax deferred savings and investment plans, including 401K, FSA and Commuter Checks
- A unique company culture that includes healthy organic snacks, Wednesday lunches and Friday afternoon social gatherings

THE MBA AT VMWARE EXPERIENCE

"VMware is a very unique company going through tremendous growth. It is in a position that very few companies have been in. Just by being here you will learn a lot about the in's and out's of tech companies, what it takes to scale and grow, and even things about yourself."

—Peter Wei
Group Manager, Marketing & Strategy
Harvard Business School 2005

"One of the most important aspects of any career decision is selecting an environment where you have the potential to meet the best and brightest minds in your field, and to begin developing the relationships with those people that will carry for a lifetime. VMware is a high talent, fast growing company with an amazing amount of potential that is constantly being shaped by the best minds in the business. You will work alongside people that have or will change the way computing occurs."

—Ed Albanese,
Sr. Product Manager, Enterprise Desktop
Wharton 2006

"VMware has a very collaborative and open environment with lots of opportunity to take on responsibility and make things happen. Executives at VMware generally have "open doors" and welcome input and proposals. Everyone has a stake in the company's direction and success."

—Rob Smoot,
Group Manager, Product Marketing
Wharton 2001

"In my two and a half years at VMware, I have been fortunate to hold positions in Finance Planning and Analysis, Market Research, and most recently, Investor Relations - a self-created Corporate Rotational Program. Changing roles helps me see our business issues through many different lenses and, most of all, allows me to keep learning."

—Kim Koran,
Sr. Manager, Investor Relations,
MIT Sloan 2001

"VMware is an intense place - people bring a tremendous amount of knowledge, creativity and passion. For most people at VMware, this is not just a job - it's a passion to innovate, to be the first to market, to be pioneers. It is the kind of environment that challenges you every day, keeps you on your toes and elicits the best in you."

—Bogomil Balkansky,
Sr. Director, Product Marketing,
Stanford GSB 2000



Our vision

Transform computing through virtualization: VMware has the technology and vision needed to dramatically improve productivity and change the way people work.

Our belief

Impossible without you: People are the essential component for the development of our technology and the execution of our vision.

Our values

We are guided in our efforts by a strong set of corporate values:

- **Excellence and innovation.**
- **Straightforwardness and open communications.**
- **A sense of fun and an appreciation of a balanced life.**
- **Delivery on our promises to our partners, our customers and ourselves.**
- **A passion for what we do and the value we deliver.**

Interested in Joining the VMware Team?

Virtualization is that coveted, fast-growing industry that provides the platform for professional growth and the excitement of being an early stage innovator. We are looking for talented people like you who share our passion for technology, excellence and innovation to help us enhance our virtualization offerings and increase our market-leading position.

Please send your resume to mbarelations@vmware.com or view all our current openings and apply online at www.vmware.com/company/jobs