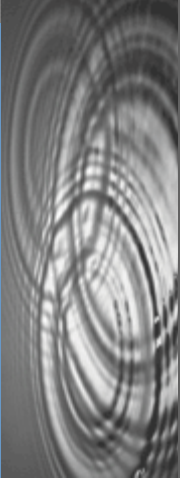


10:00	<p>Product Update, VMware Inc. With the new releases of</p> <ul style="list-style-type: none">• VMware Workstation Workstation 6.5 Beta• VMware Lifecycle Manager 1.0• VMware Site Recovery Manager• VMware ESX 3.5 Update 1• VMware VirtualCenter 2.5 Update 1• VMware Desktop Manager 2.1 <p>VMware has some new interesting product information to share. With a short product update session we want to give you an overview about the new products, new naming convention as well as available bundles and upgrade possibilities.</p>
11:45	<p>Coffee – Break</p>
12:00	<p>VMware LabManager Technical Deep Dive incl. Hands-On VMware LabManager is the outstanding solution to help customers to solve their challenges like server sprawl which causes tremendous maintenance costs in their datacenters and make distributed lab environments very difficult. We will demonstrate to you during an highly interactive Hands On session how easily you can install VMware Lab Manager 2.5.3 in an existing Virtual Infrastructure environment and further answer your technical questions.</p>
13:00	<p>Break</p>
13:45	<p>Managing Patches and Updates for ESX Server Hosts and Virtual Machines with VMware Update Manager With the explosive growth in VMware Infrastructure deployments, there is an acute need for a scalable and automated way to patch large numbers of ESX Server hosts and their virtual machines. We will discuss the features of Update Manager that will allow administrators to define desired patch configurations, monitor the compliance of hosts and virtual machines, and easily remediate any non-compliance.</p>
14:15	<p>Project North Star and extended Virtual Desktop Infrastructure concepts VMware Project North Star represents technology that) will provide customers a fundamentally better way to package applications. With Project North Star technology, IT innovators can prepare their company to better address key application challenges including operating system migrations (to Windows XP, Vista, and others) while reducing application conflicts, deployment costs, and empowering a mobile workforce. VMware Project North Star creates portable applications that can be leveraged across a variety of operating systems (Windows NT, XP, Vista, 2000) and plug into a variety of deployment infrastructures (SMS, LANDesk, Citrix, BMC, and others). The actual beta release includes two new features: Application Link and Application Sync, as well as many additional improvements to the user interface and the core virtualization engine.</p>
15:00	<p>End of event</p>

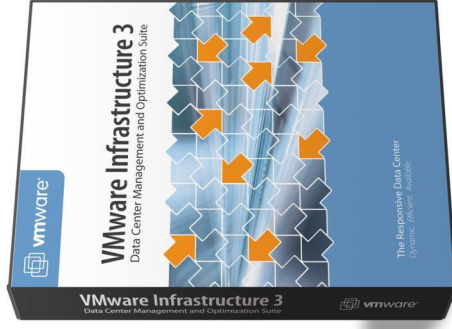


VMware Solutions@Work
Seminars, Workshops, Round Tables

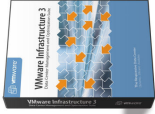


VMware Solutions@Work

Product Update
Q3/2008



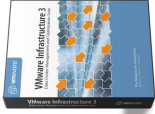
Petr Juricek
Partner SE - NEE
pjuricek@vmware.com



Customer Q&A (1 of 2)

1. Why change the price now?

- We believe that virtualization needs to be ubiquitous. We are accelerating the day that the world is fully virtualized.
- **A mass distributed free product needs to meet two conditions:**
 - **Ease of use:** ESXi is easy enough to use that it can be the entry point into virtualization for new users taking their first steps with the technology.
 - **Maturity and stability:** ESXi has been on the market since Dec 2007 which has given us the chance to stress test it in customer deployments. We preferred to wait for the release of ESX3.5 update 2 (becoming available on July 28) before making the product free.
- We have evolved out business model – we have evolved our revenue stream away from the hypervisor and into selling virtual infrastructure. VMware will focus on selling 20+ add-on virtual infrastructure products to these companies, including Datacenter infrastructure suites, Desktop infrastructure suites, and the Management and Automation bundles.



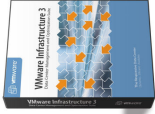
Customer Q&A (2 of 2)

2. Is this a reaction to Microsoft?

- Broadening our install base through a free product is a tried and tested VMware strategy. Relaunching GSX as the free VMware Server product generated millions of downloads (read leads) we have been able to leverage.
- Hyper-V is a first generation hypervisor and without critical virtual infrastructure features it does not meet customer needs. The hypervisor is to VI what the engine is to a car, or the BIOS to a PC – an enabling component but not the whole solution.
- We believe ESXi represents a more mature and scalable hypervisor; VMware Infrastructure is unmatched in its capabilities.
- Our move to make ESXi free will ensure that customers have easy access to market-leading functionality with an easy upgrade path to the lowest TCO virtual infrastructure suite.

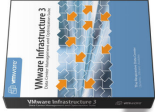
3. Does this imply a \$495 reduction in VI pricing also?

- The value of VI3 is in the complete set of tools and products for creating a dynamic and flexible virtual infrastructure. A highly differentiated hypervisor is just one component.
- VI3 pricing has always reflected, and still does reflect, a discount on the value of the individual components.



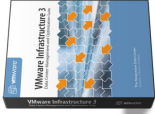
VI3.5 Update 2 Features

- **Windows Server 2008 support** – Windows Server 2008 (Standard, Enterprise, and Datacenter editions) is supported as a guest operating system. With VMware memory overcommit technology and with the reliability of ESX Server, you can maximize virtual machine density with this new guest operating system to achieve the highest ROI. Guest operating system customizations and Microsoft Cluster Server (MSCS) are not supported with Windows Server 2008.
- **Enhanced VMotion Compatibility** – Simplifies VMotion compatibility issues across CPU generations. Enhanced VMotion compatibility (EVC) automatically configure server CPUs with Intel FlexMigration or AMD-V Extended Migration technologies to be compatible with older servers. After EVC is enabled for a cluster in the VirtualCenter inventory, *all* hosts in that cluster are configured to ensure CPU compatibility for VMotion. VirtualCenter does not permit the addition of hosts that cannot be automatically configured to be compatible with those already in the EVC cluster.
- **Storage VMotion** – Storage VMotion from an FC/iSCSI datastore to another FC/iSCSI datastore. This support is also extended on ESX Server/ESX Server 3i 3.5 Update 1.
- **VSS Quiescing Support** – When creating a quiesced snapshot of Windows Server 2003 guests, both file system and application quiescing are supported. With Windows Server 2008 guests, only file system quiescing is supported. For more information, see the [Virtual Machine Backup Guide](#) and the [VMware Consolidated Backup 1.5 Release Notes](#).
- **Hot Virtual Extend Support** – The ability to extend a virtual disk while virtual machines are running is provided. Hot extend is supported for vmfs flat virtual disks that do not have snapshots opened in persistent mode.



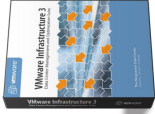
VI3.5 Update 2 HW enablement

- **8Gb Fiber Channel HBAs** – Support is available for 8Gb fiber channel HBAs. See the [I/O Compatibility Guide for ESX Server 3.5 and ESX Server 3i](#) for details.
- **SAS Arrays** – More SAS array configurations are now supported. See the [Storage/SAN Compatibility Guide for ESX Server 3.5 and ESX Server 3i](#) for details.
- **10 GbE iSCSI Initiator** – iSCSI over a 10GbE interface is supported. This support is extended on ESX Server 3.5 Update 1, ESX Server version 3.5 Update 1 Embedded and ESX Server version 3.5 Update 1 Installable.
- **10 GbE NFS Support** – NFS over a 10GbE interface is supported.
- **IBM System x3950 M2** – x3950 M2 in a 4-chassis configuration is supported, complete with hardware management capabilities through multinode Intelligent Platform Management Interface (IPMI) driver and provider. Systems with up to 32 cores are fully supported. Systems with more than 32 cores are supported experimentally.
- **IPMI OEM Extension Support** – Execution of IPMI OEM extension commands is supported.
- **System Health Monitoring Through CIM Providers** - More Common Information Model (CIM) providers are added for enhanced hardware monitoring, including storage management providers provided by QLogic and Emulex. LSI MegaRAID providers are also included and are supported experimentally.
- **Display of System Health Information** – More system health information is displayed in the VI Client for both ESX Server 3.5 and ESX Server 3i.
- **NetQueue support on ESX Server 3i** - The Remote Command Line Interface (CLI) now supports NetQueue configuration on ESX Server 3i. To enable NetQueue, see [KB 1006272](#).
- **Remote CLI** – Remote Command Line Interface (CLI), which was previously supported only on ESX Server 3i, is now supported on both Update 2 for ESX Server 3i version 3.5 and Update 2 for ESX Server 3 version 3.5. For more information on Remote CLI, see the [Remote Command-Line Interface Installation and Reference Guide](#) for more information.



VI3.5 Update 2 Guest OS

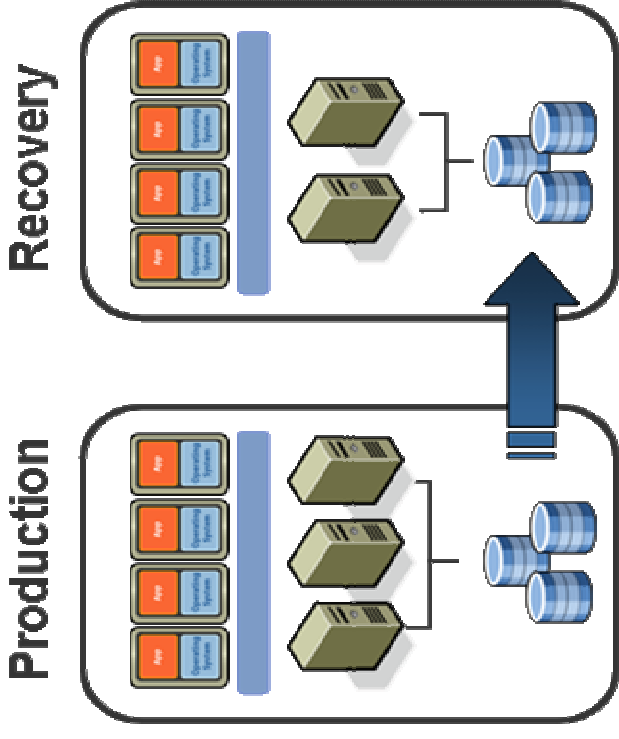
- **Solaris10 U5** - Both the 32-bit and 64-bit versions are supported.
- **SUSE Linux Enterprise Server 10 SP2** - Both the 32-bit and 64-bit versions are supported. The 32-bit version supports the VMware Virtual Machine Interface (VMI) and so is performance-optimized for VMware environments.
- **Ubuntu 8.04** - Both the 32-bit and 64-bit versions are supported. The 32-bit version supports the VMware Virtual Machine Interface (VMI) and so is performance-optimized for VMware environments.

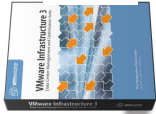


Introducing Site Recovery Manager (SRM)

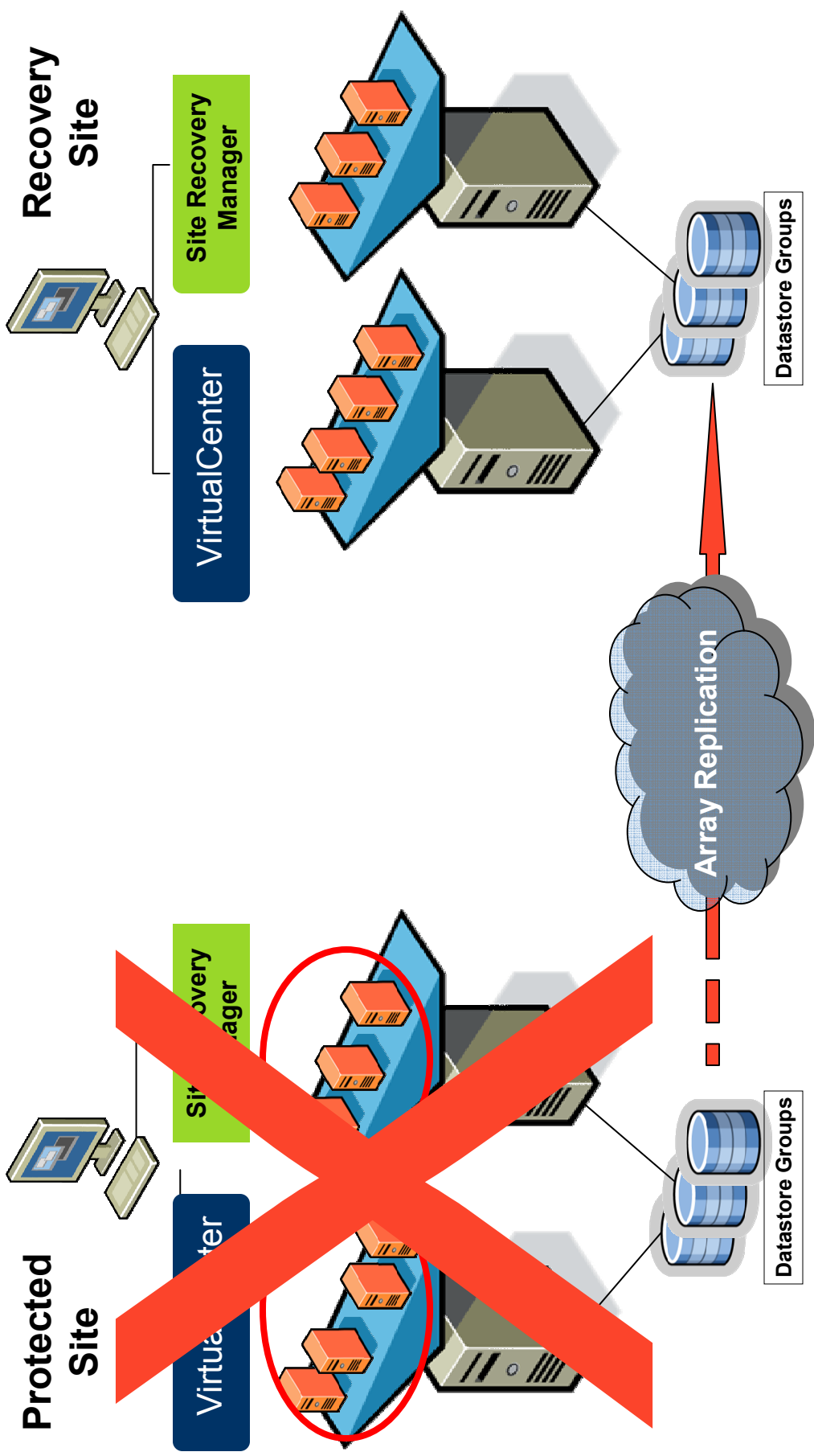
Site Recovery Manager leverages VMware Infrastructure to transform disaster recovery

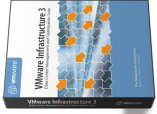
- What it is:
 - **Site Recovery Manager is a new VMware product for disaster recovery**
- What it does:
 - Simplifies and automates disaster recovery processes
 - Setup
 - Failover
 - Failback
 - Testing
- Site Recovery Manager works with VMware Infrastructure to enable faster, more reliable, affordable disaster recovery



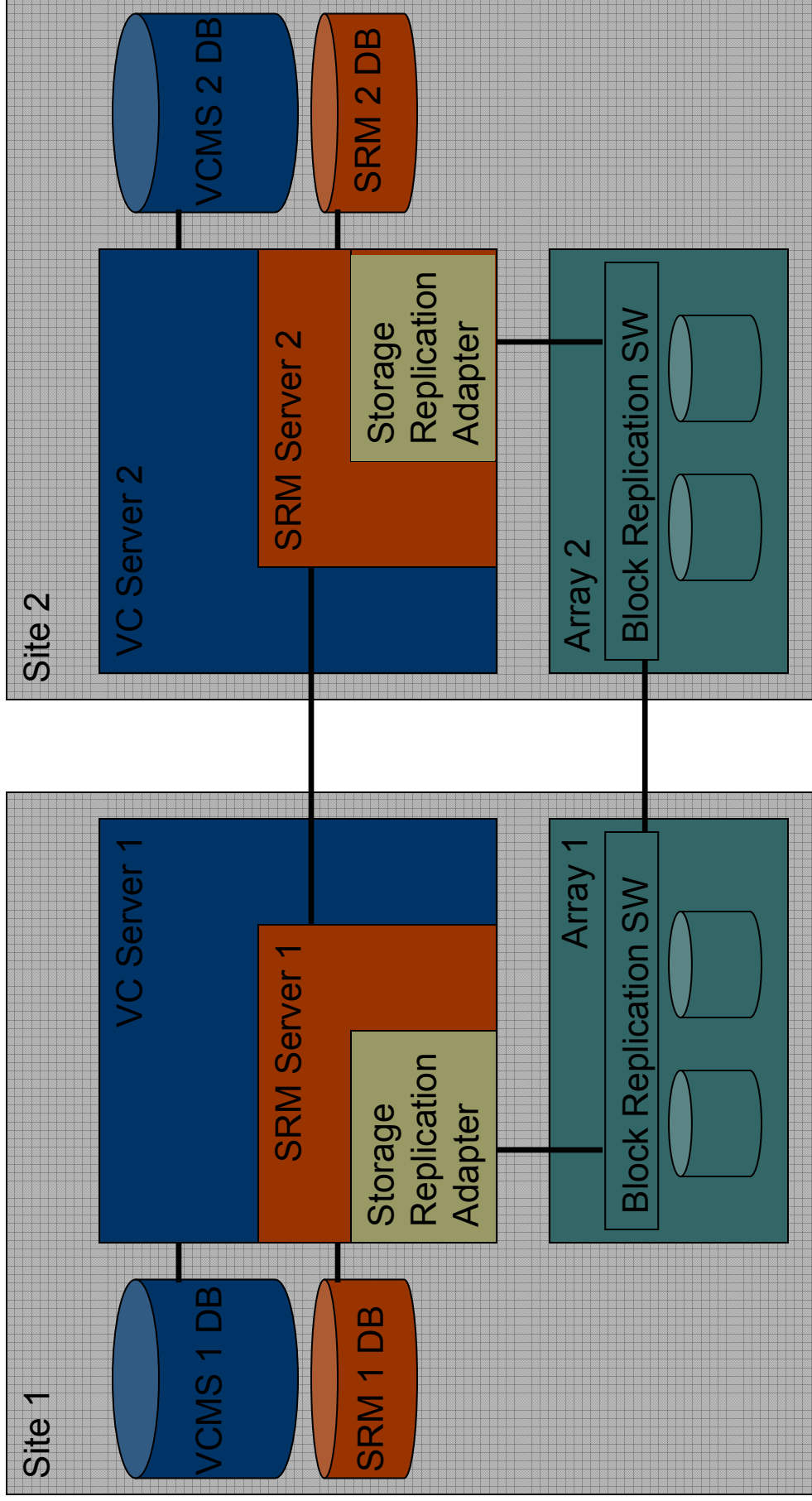


VMware Site Recovery Manager (SRM) At A Glance

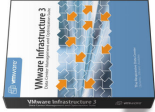




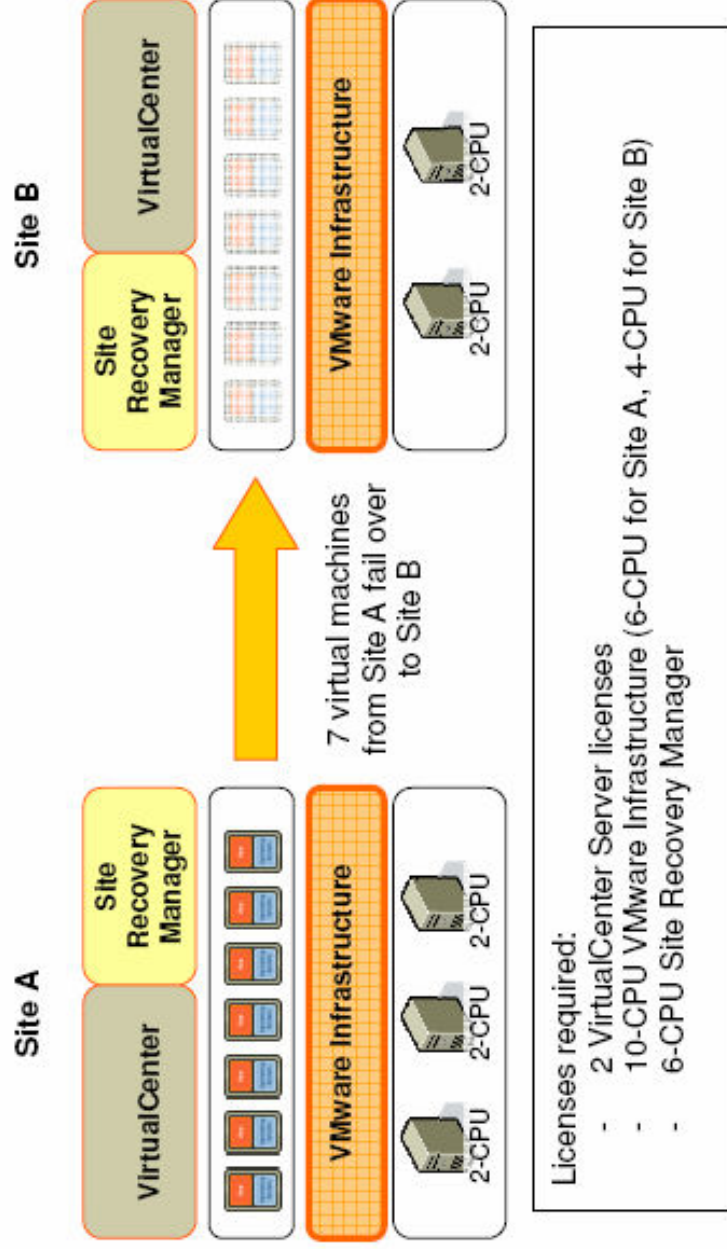
SRM Server Side Components *

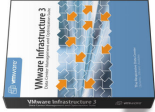


* Note: Conceptual drawing only. SRM Server may run on another system than VCMS

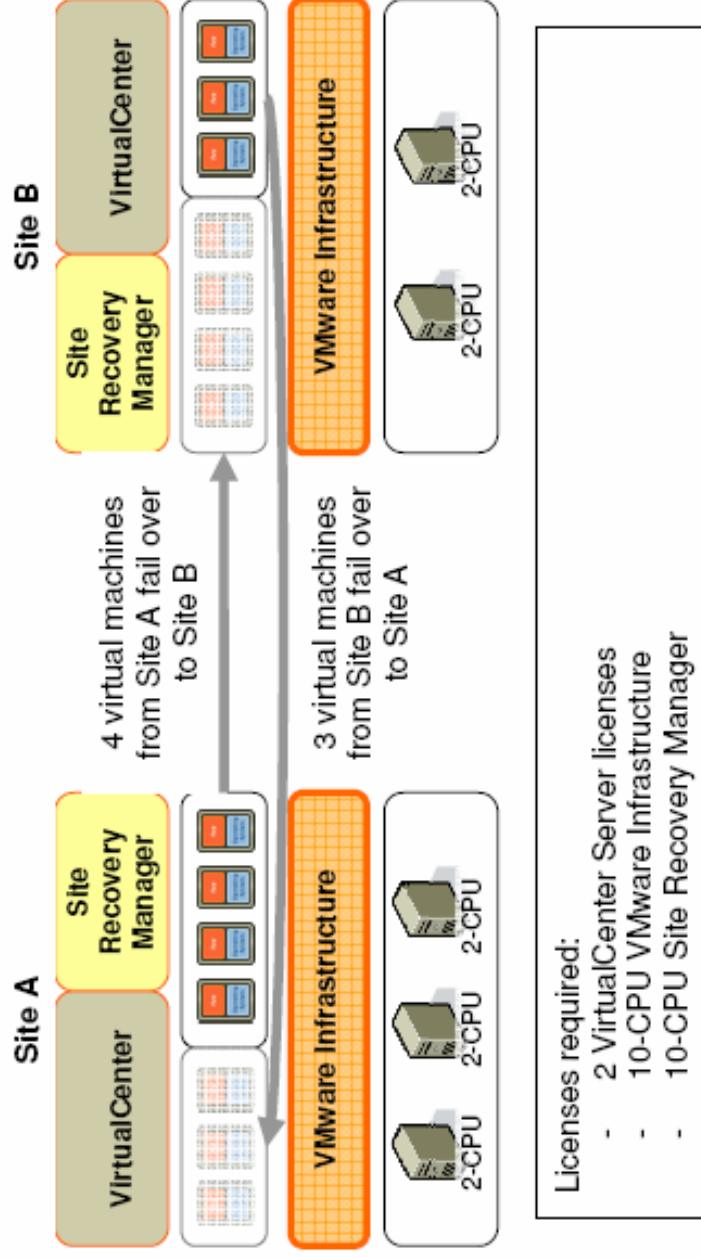


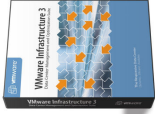
Example 1: Single-direction protection (i.e. active-passive sites)





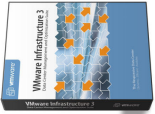
Example 2: Bi-directional protection (i.e. active-active sites)



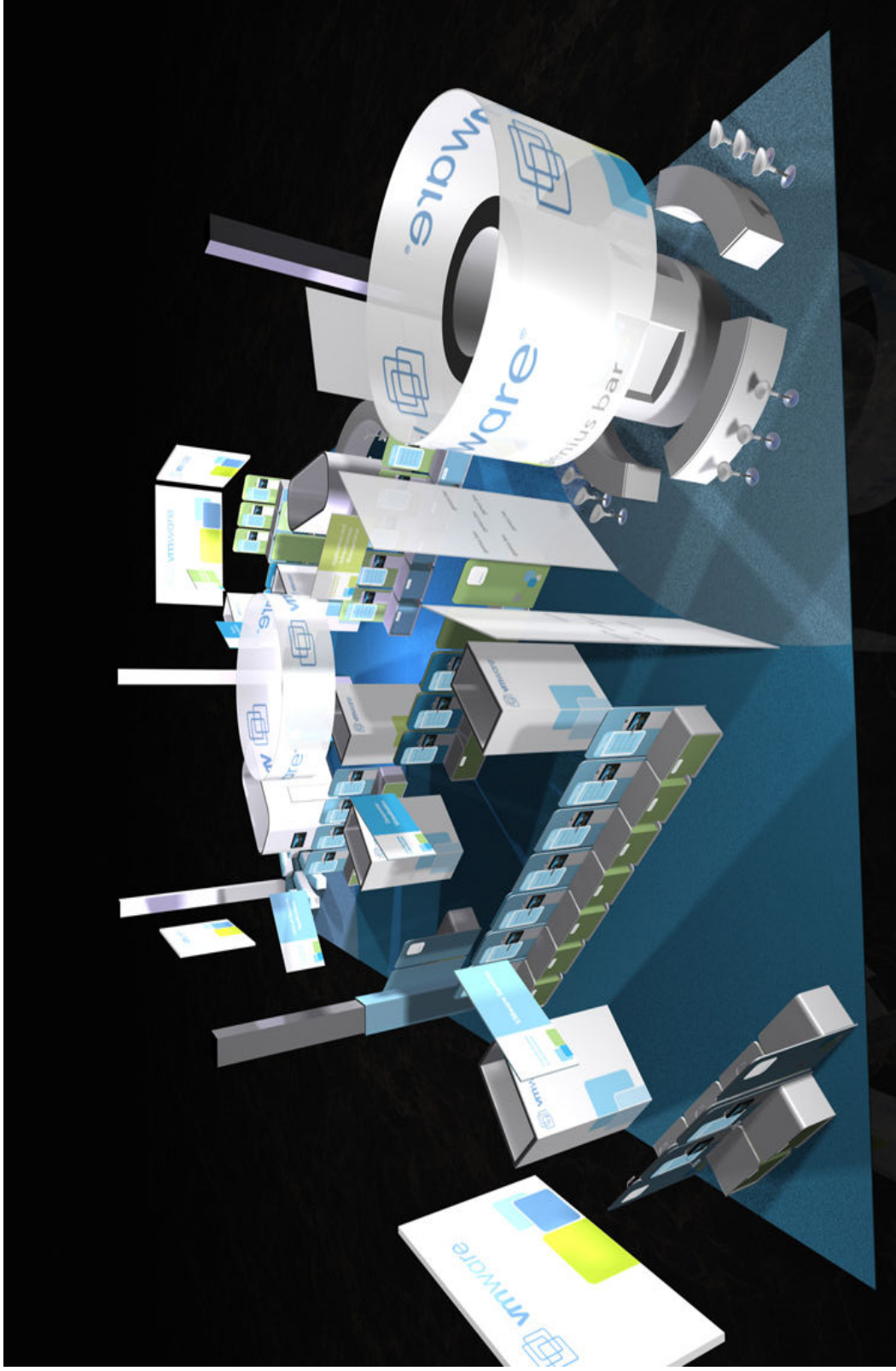


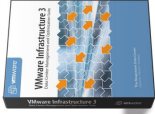
Problem Statement

Problem Description	An issue was uncovered with ESX 3.5 Update 2 (build 103908) and ESXi 3.5 Update 2 (build 103909) that caused the product to be inaccessible as soon as the system clock read August 12, 2008 12:01AM.
Impacted Customers	All V13.5 users who applied Update 2. All V13.5 users who applied Update 1 with patch ESX350-200806201-UG . Customers who restarted Virtual Machines or used VMotion to move VMs encountered the problem. Existing running VMs were not affected.
Root Cause	The problem was caused by a timeout file that was accidentally left in the final shippable product and was triggered when the system timestamp passed the timeout limit defined in this file.
Date of Occurrence	August 11, 2008 at 6:16 PM Pacific – 1 st case reported by customer in Bangalore
Dates of Resolution	August 12, 2008 7:34 PM Pacific – Initial hotfix (express patch) available to customers August 14, 2008 5:21 AM Pacific – Repair to Update 2 available to customers August 14, 2008 2:32 PM Pacific – Non-Disruptive solution (alternative installation process) delivered to 1 st customer



VMWorld , Las Vegas, September 15th – 18th



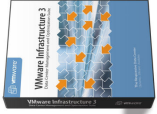


First VMBook – BC and DR

- http://www.vmware.com/files/pdf/practical_guide_bcdr_vmb.pdf

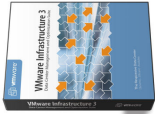
This VMware® VMbook focuses on business continuity and disaster recovery (BCDR) and is intended to guide the reader through the step-by-step process to set-up a multisite VMware Infrastructure that is capable of supporting BCDR services for designated virtual machines at time of test or during an actual event that necessitated the declaration of a disaster, resulting in the activation of services in a designated BCDR site.

Furthermore, this VMbook demonstrates how VMware Infrastructure is a true enabler when it comes to architecting and implementing a multisite virtual infrastructure to support BCDR services at time of test or disaster.



Competition Update

- **Open to everybody:**
- **<http://www.vmware.com/products/esxi/facts.html>**
- **Small disk footprint**
- **OS Independence**
- **Hardened drivers**
- **Advanced memory, storage, network management**
- **I/O scalability**
- **...etc....etc....**



Position VI Foundation vs Hyper-V + SCVMM



	VMware	Microsoft
Basic Single Server Partitioning	VMware ESX / ESXi 3.5	1 st gen Microsoft Hyper-V
Centralized Management	VirtualCenter	System Center
Backup	VCB	Included
Memory Overcommit (higher VM density per host)	VMware ESX / ESXi 3.5	Not available
Ultra-thin virtualization footprint (better reliability, security)	VMware ESXi 3.5 (32MB)	Server Core (beta) still >2GB
Patching of Offline VMs	Update Manager	Not available
Clustered File System (FS)	VMFS	NTFS not a clustered FS

Cost to deploy 50 VMs

Microsoft is 23% more with less functionality



\$53,984

(with 2 yrs support)

\$4,493
VI3 Foundation Acceleration Kit (incl. VC Foundation)

\$26,991
3 Windows Server DataCenter Ed.

\$22,500
3 Servers (16GB RAM each)

\$5,589

System Center

\$26,991

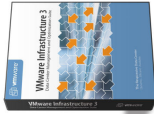
3 Windows Server DataCenter Ed.

\$33,900
3 Servers (32GB RAM each)

VMware VI3 Foundation

Microsoft Hyper-V

Host = 2P Quad-core, 16 or 32 GBs physical RAM. Each VM provisioned with 1.5-2.0 GB RAM. VMware solution using memory overcommit technology at 2:1 ratio.



Position VI Foundation vs Hyper-V + SCVMM



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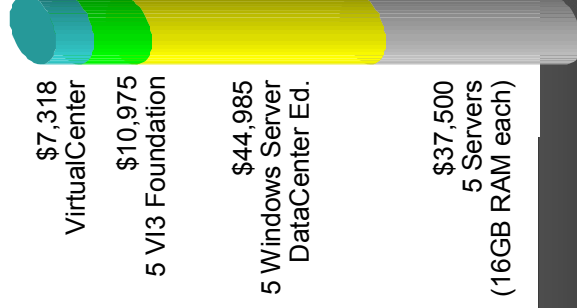
Cost to deploy 80 VMs

Microsoft is still more expensive with less value



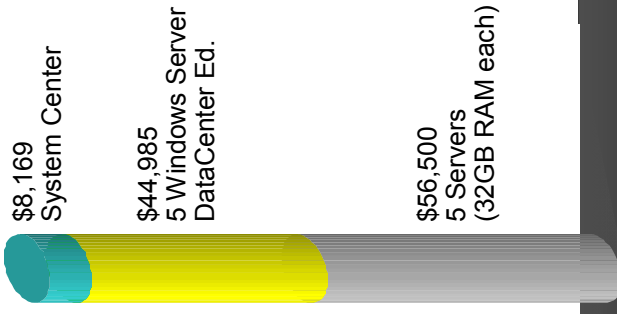
\$100,778

(with 2 yrs support)



\$109,654

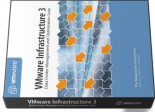
(with 2 yrs support)



VMware V13 Foundation

Microsoft Hyper-V

Host = 2P Quad-core, 16 or 32 GBs physical RAM. Each VM provisioned with 1.5-2.0 GB RAM. VMware solution using memory overcommit technology at 2:1 ratio.



Because There is No Comparison to VI Enterprise....

	vmware	Microsoft
Basic Single Server Partitioning	VMware ESX / ESXi 3.5	1 st gen Microsoft Hyper-V
High Availability (failover individual VMs)	VI3 HA	MSCS, but must failover all VMs on a LUN
Memory Overcommit (higher VM density per host)	VMware ESX / ESXi 3.5	Not available
Ultra-thin virtualization footprint (better reliability, security)	VMware ESXi 3.5	Server Core still >1GB
Patching of Offline VMs	Update Manager	Not available
Clustered FS (enables VM restart migration indpt of LUN mapping)	VMFS	NTFS
Live VM Migration (server to server)	VI3 Enterprise	Quick Migration not live, migrates all VMs on a LUN
Live VM Migration (disk to disk)	VI3 Enterprise	Not available
Zero VM Downtime Host Patching	VI3 Enterprise	Host patching has VM downtime
Dynamic Load Balancing	VI3 Enterprise	Only initial VM placement
Dynamic Power Management	VI3 Enterprise	No power mgmt with Hyper-V