

VMWARE

LOGOS

optionone



vmware

vmware

Abbreviated m and w suggest the corporate goal of "making the plumbing disappear." The m and w are also mirror letter forms and graphical opposites that speak to Virtualization's ability as a technology to transform (Mac into PC, a limited IT infrastructure into an expansive IT infrastructure, etc.). A contemporary, simple and evocative mark.



**vmware**

vmware



vmware

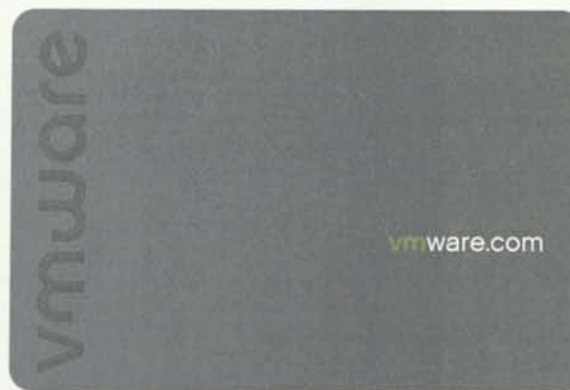
vmware



vmware

**RANDY BURGESS**  
Sr. Manager Brand and Advertising  
email [rburgess@vmware.com](mailto:rburgess@vmware.com)  
direct 650.427.1610

3401 Hillview Ave  
Palo Alto, CA 94304 USA  
tel 1.877.486.9273 fax 650.427.5001



UV gloss logo

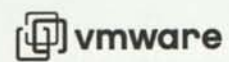


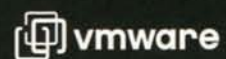




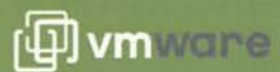
optiontwo







Randy Burgess  
Sr. Manager Brand and Advertising



E [rburgess@vmware.com](mailto:rburgess@vmware.com)  
D 650.427.1610  
3401 Hillview Ave, Palo Alto, CA 94304  
T 1.877.486.9273 F 650.427.5001

[www.vmware.com](http://www.vmware.com)





optionthree



The VMware logo is centered on the page. It features the letters 'VM' in a stylized font where the 'V' is blue and the 'M' is orange. To the right of 'VM', the word 'ware' is written in a grey, sans-serif font.A smaller version of the VMware logo is positioned in the lower center of the page. It follows the same color and font scheme as the larger logo above.

VMware wordmark combines the V and the M to suggest the combination of advanced technology and solid reliability.



**VMware**

**VMware**

The VMware logo is centered on the page. It features the letters 'VM' in a stylized font, with the 'V' in blue and the 'M' in orange. The word 'ware' is in a white, sans-serif font. The entire logo is set against a black background.

VMware

A smaller version of the VMware logo is located at the bottom center of the page. It follows the same color and font scheme as the larger logo above it.

VMware



**Randy Burgess**  
Sr. Manager Brand & Advertising

**VMWARE, INC.**  
3401 Hillview Ave.  
Palo Alto, CA 94304 USA  
T/ 650 427-1610  
F/ 650 427-5001  
rburgess@vmware.com









eleven**eighty**five**design**



# VMWARE

LOOK & FEEL  
INITIAL CREATIVE

**KEY ATTRIBUTES THE VMWARE BRAND IDENTITY SHOULD EVOKE:**

**FREEDOM FROM CONSTRAINTS**  
**TRANSPARENT TRUSTED BOLD**  
**CONFIDENT RELIABLE ACCESSIBLE**  
**OPEN HONEST INNOVATIVE SIMPLE**  
**QUIRKY ADAPTABLE SECURE**  
**TRANSFORMATIVE STRATEGIC**  
**COMPETITIVE PERFORMANCE PROVEN**  
**REVOLUTIONARY SMART INTUITIVE**  
**ASPIRING LEADER ENABLING**

## KEY MESSAGES

- VMware's mission is to make the "plumbing" disappear—in the datacenter, the cloud, and on the desktop.
- VMware evolves IT operations from complex to simple, expensive to cost-effective, time-consuming to efficient, manual to automated, static to dynamic, rigid to flexible, carbon-polluting to green.
- VMware is the innovation & market leader, and most trusted provider in the virtualization market, with the broadest portfolio of proven virtualization solutions from the desktop to the datacenter to the cloud.
- VMware is evolving VMware infrastructure into the industry's first virtual datacenter operating system, that transforms IT infrastructure into an internal cloud.
- VMware wants to transform IT to be a strategic competitive advantage for the business.

## BRAND PROMISE OBJECTIVES:

- VMware delivers the technology that unlocks the true potential of IT infrastructure and applications—and the people who run them—so they are more efficient and responsive to business needs.

## **GOALS AND OBJECTIVES:**

- Communicate VMware's technical leadership while also showing that VMware is as professional and reliable as companies that C-level executives know and trust
- Explore an updated approach to VMware's brand identity system
- Create a design language that clearly defines VMware's point of view as the proven virtualization leader
- Amplify VMware's position as the premium (most advanced) brand and market leader in a maturing category
- Communicate the value of VMware's complete approach to virtualization
- Replace the existing brand and re-energize employees, build momentum and educate internally
- Strengthen the brand's kinship with Agents of Change while appealing to the Enterprise
- Must appeal to advanced IT professionals as well as relative C-level executives
- Maintain VMware's perception of having a technical edge while simultaneously making it clear that VMware is the secure choice

## TARGET AUDIENCES

- Middle and upper-level IT professionals in large, Fortune 1,000 corporate data centers
- C-level IT Managers for large companies
- C-level Business Managers at the same companies e.g. CFOs and CEOs
- Technology and Business Executives in small and medium size businesses
- Financial and Business Analysts
- Opinion-leading customers: a.k.a. Agents of Change
  - Students
  - Developers
  - Content Creators
  - Innovators in Enterprise Computing

## KEY DIFFERENTIATORS

- VMware is the global leader in virtualization solutions from the desktop to the datacenter
- Pioneered the virtualization category
- Frees companies from constraints that have held them back in the past or might hold them back in the future
- Software is operating system agnostic
- VMware is the broadest portfolio of proven virtualization solutions from the desktop to the datacenter to the cloud

**COMPETITORS:**

**Microsoft®**

**IBM**

**CITRIX®**

**ORACLE®**

**newScale®**  
The Service Catalog Leader



option **one**

VMWARE

The Creative:

Website



Website Refresh



Tradeshow



Datasheet



Photography Style:

Transparent x-ray style images are combined with overlays of bright colors



TRANSPARENCY

The Concept:

By using startling x-ray images that have been colorized, this approach highlights the unexpected fact: the choice to virtualize your IT network has never been more black-and-white. Clarity, visibility, flexibility, and performance are all suggested in the x-ray images as expected. Less tangible customer demands such as scalability, reduced cost or return on investment could be represented with x-rays of growing plants, man-made objects or even water that has been treated in a similar style. The contemporary design and understated typography lend an air of elegance and sophistication to the message.

**Expanding the system:** With an unending variety of possible x-ray images, this system expands conveniently. Technology, various product lines, and services could all have their own image library, some natural, some man-made. As well, company sectors would have their own color palette for easy identification.

Typography:

Helvetica Neue Ultra Light  
 Helvetica Neue Light  
 Helvetica Neue Regular  
 Helvetica Neue Bold

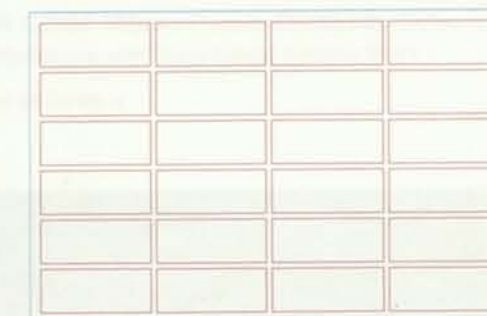
Arial Regular  
**Arial Bold**

Color Palette:

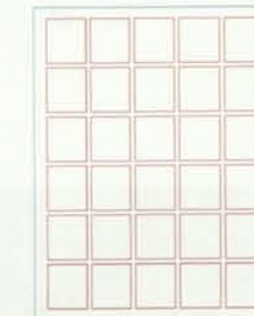


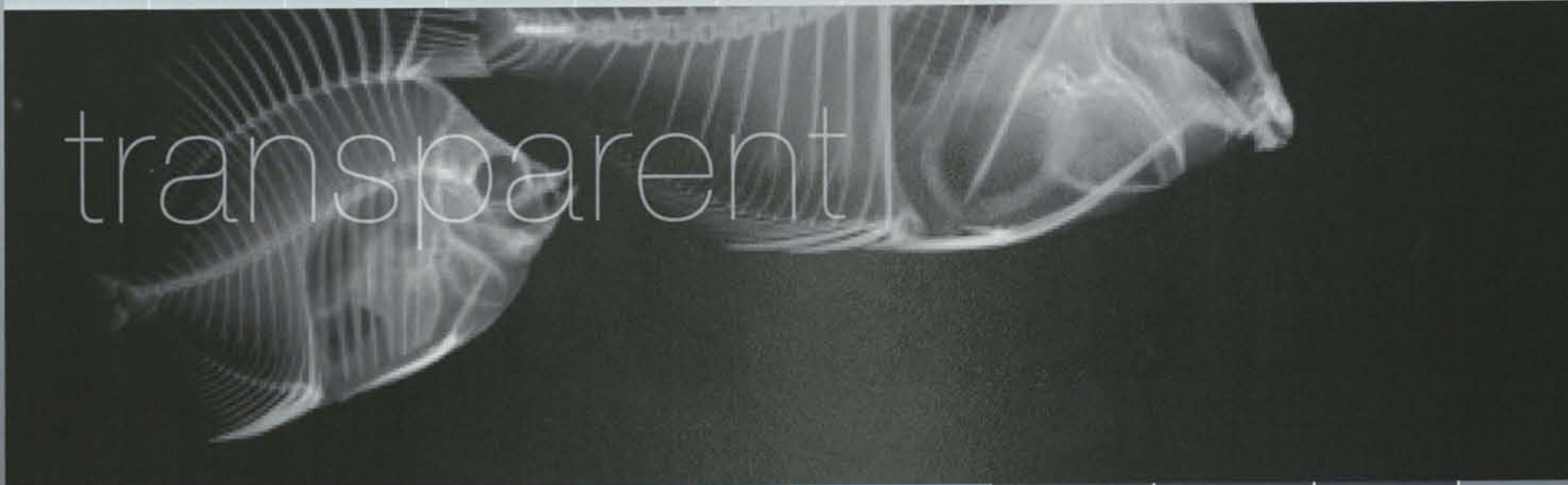
The Grid System:

The website is based on a four column system



The datasheet is based on a five column system





Understanding Virtualization

Virtualizing Solutions

Virtualizing Technology

Increase the efficiency and cost-effectiveness of your IT operations with our virtualization solutions.

- » SMB Solutions
- » Server Consolidation
- » Enterprise Desktop Management
- » Virtualization Management
- » Virtualize Enterprise Software & Apps
- » Business Continuity

[View all Business Solutions »](#)

**April 14, 2009** VMware Unveils Next-Generation VMware Partner Network, Simplifying How Partners Deliver Virtualization Solutions [More »](#)

**April 7, 2009** VMware Helps Catholic Healthcare West Reduce Capital and Operating Expenses, Increase Operational Flexibility [More »](#)

**April 7, 2009** VMware Platform Enables BayScribe to Reinvent Dictation Services for Healthcare with Cloud-based Solution [More »](#)

[View all News »](#)

# transparent

## Understanding Virtualization

## Virtualizing Solutions

## Virtualizing Technology

Increase the efficiency and cost-effectiveness of your IT operations with our virtualization solutions.

- » SMB Solutions
- » Server Consolidation
- » Enterprise Desktop Management
- » Virtualization Management
- » Virtualize Enterprise Software & Apps
- » Business Continuity

**View all Business Solutions »**

**April 14, 2009** VMware Unveils Next-Generation VMware Partner Network, Simplifying How Partners Deliver Virtualization Solutions **More »**

**April 7, 2009** VMware Helps Catholic Healthcare West Reduce Capital and Operating Expenses, Increase Operational Flexibility **More »**

**April 7, 2009** VMware Platform Enables BayScribe to Reinvent Dictation Services for Healthcare with Cloud-based Solution **More »**

**View all News »**



# transparent

## Understanding Virtualization

Increase the efficiency and cost-effectiveness of your IT operations with our virtualization solutions.

## Virtualizing Solutions

- » SMB Solutions
- » Server Consolidation
- » Enterprise Desktop Management
- » Virtualization Management
- » Virtualize Enterprise Software & Apps
- » Business Continuity

[View all Business Solutions »](#)

## Virtualizing Technology

**April 14, 2009** VMware Unveils Next-Generation VMware Partner Network. Simplifying How Partners Deliver Virtualization Solutions [More »](#)

**April 7, 2009** VMware Helps Catholic Healthcare West Reduce Capital and Operating Expenses. Increase Operational Flexibility [More »](#)

**April 7, 2009** VMware Platform Enables BayScribe to Reinvent Dictation Services for Healthcare with Cloud-based Solution [More »](#)

[View all News »](#)

# transparent

Gone are the days of opaque and rigid network communications. This is the age of virtualization where data management is clear to see, and easier to manage. Information now flows through your IT network with new freedom and greater visibility, as well as with increased performance, lowered infrastructure costs and more security. It's the future of your network. **Can you see IT now? »**

## Understanding Virtualization

## Virtualizing Solutions

## Virtualizing Technology

Increase the efficiency and cost-effectiveness of your IT operations with our virtualization solutions.

- » SMB Solutions
- » Server Consolidation
- » Enterprise Desktop Management
- » Virtualization Management
- » Virtualize Enterprise Software & Apps
- » Business Continuity

**View all Business Solutions »**

**April 14, 2009** VMware Unveils Next-Generation VMware Partner Network, Simplifying How Partners Deliver Virtualization Solutions **More »**

**April 7, 2009** VMware Helps Catholic Healthcare West Reduce Capital and Operating Expenses, Increase Operational Flexibility **More »**

**April 7, 2009** VMware Platform Enables BayScribe to Reinvent Dictation Services for Healthcare with Cloud-based Solution **More »**

**View all News »**

# transparent

Gone are the days of opaque and rigid network communications. This is the age of virtualization where data management is clear to see, and easier to manage. Information now flows through your IT network with new freedom and greater visibility, as well as with increased performance, lowered infrastructure costs and more security. It's the future of your network. **Can you see IT now? »**

### Understanding Virtualization

Increase the efficiency and cost-effectiveness of your IT operations with our virtualization solutions.

### Virtualizing Solutions

- » SMB Solutions
- » Server Consolidation
- » Enterprise Desktop Management
- » Virtualization Management
- » Virtualize Enterprise Software & Apps
- » Business Continuity

[View all Business Solutions »](#)

### Virtualizing Technology

**April 14, 2009** VMware Unveils Next-Generation VMware Partner Network. Simplifying How Partners Deliver Virtualization Solutions [More »](#)

**April 7, 2009** VMware Helps Catholic Healthcare West Reduce Capital and Operating Expenses, Increase Operational Flexibility [More »](#)

**April 7, 2009** VMware Platform Enables BayScribe to Reinvent Dictation Services for Healthcare with Cloud-based Solution [More »](#)

[View all News »](#)

# virtualization

**What could be more black & white?** Forget the ambiguities of virtualization. There are none. Virtualization provides new visibility to your IT operations, as well as easier transfer of data, and reduces downtime by reallocating resources more effectively. Costs are cut, productivity jumps, performance is improved. The choice is obvious. **Get virtualized »**

## Understanding Virtualization

## Virtualizing Solutions

## Virtualizing Technology

Increase the efficiency and cost-effectiveness of your IT operations with our virtualization solutions.

- » SMB Solutions
- » Server Consolidation
- » Enterprise Desktop Management
- » Virtualization Management
- » Virtualize Enterprise Software & Apps
- » Business Continuity

**View all Business Solutions »**

**April 14, 2009** VMware Unveils Next-Generation VMware Partner Network, Simplifying How Partners Deliver Virtualization Solutions **More »**

**April 7, 2009** VMware Helps Catholic Healthcare West Reduce Capital and Operating Expenses, Increase Operational Flexibility **More »**

**April 7, 2009** VMware Platform Enables BayScribe to Reinvent Dictation Services for Healthcare with Cloud-based Solution **More »**

**View all News »**



# performance

Your present IT network is costly, inefficient, and difficult to manage. It's plagued with incompatible systems, constant malfunctions, and nearly impossible to diagnose. Virtualization provides new visibility to your IT operations, as well as easier transfer of data, and reduces downtime by reallocating resources more effectively. What could be more black and white? The choice is obvious. **Go virtual »**

## Understanding Virtualization

Increase the efficiency and cost-effectiveness of your IT operations with our virtualization solutions.

## Virtualizing Solutions

- » SMB Solutions
- » Server Consolidation
- » Enterprise Desktop Management
- » Virtualization Management
- » Virtualize Enterprise Software & Apps
- » Business Continuity

[View all Business Solutions »](#)

## Virtualizing Technology

**April 14, 2009** VMware Unveils Next-Generation VMware Partner Network, Simplifying How Partners Deliver Virtualization Solutions [More »](#)

**April 7, 2009** VMware Helps Catholic Healthcare West Reduce Capital and Operating Expenses, Increase Operational Flexibility [More »](#)

**April 7, 2009** VMware Platform Enables BayScribe to Reinvent Dictation Services for Healthcare with Cloud-based Solution [More »](#)

[View all News »](#)

vmware

# VMware site recovery jumpstart

VMWARE SITE RECOVERY MANAGER JUMPSTART

## OVERVIEW

VMware® Site Recovery Manager (SRM) automates the execution of disaster recovery plans for the virtual environment, reducing your time to recover and minimizing the possibility of human errors during the recovery process.

The VMware Site Recovery Manager Jumpstart provides you with a proof-of-concept, on-site installation and configuration of Site Recovery Manager. You will also learn how to prepare an effective disaster recovery plan and configure Site Recovery Manager to execute the plan for you if an outage occurs. As part of this engagement, a VMware Certified Professional (VCP) consultant will install and configure Site Recovery Manager in your environment, and create and execute a sample recovery plan.

## BENEFITS

- Shorten time to recover and minimize human error when outages occur
- Mitigate risk by leveraging experienced consultants and understanding proven best practices
- Accelerate staff learning for optimized implementation

## TARGET AUDIENCE

Customers experienced with VMware infrastructure who want to implement VMware Site Recovery Manager for disaster recovery.

## DELIVERABLES

- On-site installation of customer's licensed copy of VMware Site Recovery Manager to represent two sites: one primary and one recovery
- Proof-of-concept setup at one location only
- Interactive workshop focusing on disaster recovery planning using VMware Site Recovery Manager, and VMware Site Recovery Manager architecture, administration and operations
- Sharing of best practices for using VMware Site Recovery Manager

## ROLES AND RESPONSIBILITIES

- VMware Certified Professional (VCP) Consultant: Implements environment, conducts workshop, provides best practices on configuration, administration and infrastructure management
- Customer Project Manager: Plans and coordinates all IT functions for Jumpstart delivery
- Customer Systems Administrator: Responsible for server hardware, storage and networking
- Customer Server Administrator: Responsible for operating system and applications

## KEY ACTIVITIES

Action	Responsibility
Kickoff call	All
Disaster Recovery planning overview	Consultant
Site Recovery Manager overview: architecture and administration	Consultant
Installation and configuration	Consultant
Execute sample recovery	Consultant
Wrap up session	All

## PRICING AND SCOPE

- Up to three (3) days on-site
- Maximum of five (5) participants
- Delivered by a VMware Certified Professional (VCP) consultant from VMware or from a VMware Authorized Consulting (VAC) partner
- Contact your local VMware representative for pricing information

## REQUIREMENTS

- Prerequisite checklist
- Two ESXTM hosts (Ver. 3.0.2 or higher) representing primary and recovery sites
- Two VirtualCenter Servers (Ver. 2.5 or higher) representing primary and recovery site, each managing an ESX host
- Two SRM Servers (can be same as VirtualCenter Server) representing primary and recovery sites
- Separate Site Recovery Manager database and VirtualCenter database for primary and recovery sites
- Site Recovery Manager-compatible shared Fibre Channel or iSCSI storage area network configured with replication between the primary and recovery sites.
- Sample virtual machines on ESX host at primary site
- Conference room with projector and networked desktops/laptops running MS Windows® 2000 or higher

VMware, Inc. 3401 Hillview Avenue, Palo Alto, CA 94304, USA. Tel: +1 (650) 477-1000. Fax: +1 (650) 477-1001. www.vmware.com  
© 2009 VMware, Inc. All rights reserved. This product is protected by US and International copyright and intellectual property laws. This product is licensed by you to more parties listed at www.vmware.com/download/permissions.html.  
VMware is a registered trademark or trademark of VMware, Inc. in the United States and/or other jurisdictions. All other marks and names mentioned herein may be trademarks of their respective companies. If you are located in the United States, the VMware customer support for this service will be VMware, Inc., and if outside of the United States, the VMware customer support will be VMware International Limited.



TRADESHOW GRAPHICS

The VMware logo is displayed in a white, lowercase, sans-serif font. The background of the slide is a dark blue and black radial pattern of fine lines emanating from a central point, creating a tunnel-like effect.

vmware

Title goes here lorem ipsum  
dolor elit sit amet consectetur

**Presenter name goes here**

Title goes here

April 15, 2009

©2009 VMware. All rights reserved. Proprietary and confidential.



**vmware**

Title goes here lorem ipsum  
dolor elit sit amet consectetur

**Presenter name goes here**

Title goes here

April 15, 2009

©2009 VMware. All rights reserved. Proprietary and confidential.

# Title goes here lorem ipsum dolor elit

## Subhead 1 Goes Here

Ut wisi enim ad minim veniam, quis nostrud exerci tation  
suscipit lobortis nisl ut aliquip ex ea commodo consequat.

- » Lorem ipsum delores eta commecturere
- » Lorem ipsum delores eta commecturere  
nim ad minim veniam quis nostrud
- » Lorem ipsum delores eta commecturere  
nim ad minim veniam quis nostrud
- » Lorem ipsum delores eta commecturere

optiontwo

VMWARE

VIRTUALIZATION. IT'S REAL.

The Creative:

Home Page



eNewsletter



Datasheet



The Concept:

Virtualization. A means in which a physical computer's processing power can be divided into many independent "virtual" computers. This system illustrates through the use of metaphor and photography the "virtual IT infrastructure" which takes many shapes. From platforms, to pinwheel (suggesting speed), to spheres and cubes (enterprise and global) the graphic language tells the virtualization story in an innovative and extensible style. In each scenario a third dimension is introduced to highlight that virtualization is "real" with real benefits. An endless array of benefits can be rendered to keep the system fresh and evolving for years to come.

Icons will be developed to mirror the overall graphic language of virtualization. Platform:Solutions, Pinwheel:Technology, Sphere:Products, Cube:Services.

Typography:

Helvetica Neue Ultra Light  
 Helvetica Neue Light  
 Helvetica Neue Regular  
**Helvetica Neue Bold**

Arial Regular  
**Arial Bold**

Icons:

Solutions



Technology



Products



Services



Color Palette:



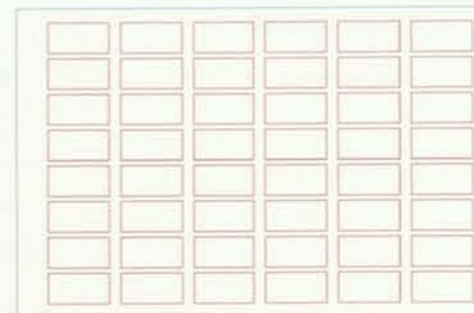
Photography Style:

A grid of flat images is embedded to form various graphic shapes, each with a 3-d object emerging from one panel.

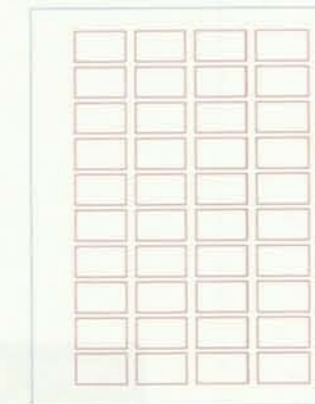


The Grid System:

The website is based on a 6 column system.



The datasheet is based on a 4 column system.





# LESS RISK. MORE RETURNS.

Secure, scalable solutions that unlock your IT potential. Save time and costs by turning your IT infrastructure into a virtual powerhouse.  
**Virtualization. It's real.**

▶ [Learn more](#)



### UNDERSTANDING VIRTUALIZATION

Expand your virtual infrastructure into a virtual datacenter operating system. Build a more resilient infrastructure and get better control over your desktops, servers, and applications.

- ▶ [Get an Intro to Virtualization](#)
- ▶ [Why Choose VMware?](#)
- ▶ [Cost Savings with Virtualization](#)
- ▶ [Energy Efficiency and Green IT](#)
- ▶ [Try VMware - Download Free Trials](#)
- ▶ [Attend a Free Virtualization Forum](#)

### VIRTUALIZATION SOLUTIONS

Increase the efficiency and cost-effectiveness of your IT operations with our virtualization solutions.

- ▶ [SMB Solutions](#)
- ▶ [Server Consolidation](#)
- ▶ [Enterprise Desktop Management](#)
- ▶ [Virtualization Management](#)
- ▶ [Virtualize Enterprise Software](#)
- ▶ [Business Continuity](#)

**VIRTUALIZATION IS ABOUT TO TAKE ANOTHER GIANT LEAP.**  
APRIL 21, 2009

Join VMware CEO Paul Maritz via a Live Simulcast April 21st.

▶ [Learn more](#)

# VIRTUALLY GREEN

Every server virtualized eliminates 4 tons of CO<sub>2</sub> emissions. Now that's "real" progress. **Virtualization. It's real.**

[▶ Learn more](#)



3 ◀ ▶ 5

## UNDERSTANDING VIRTUALIZATION

Expand your virtual infrastructure into a virtual datacenter operating system. Build a more resilient infrastructure and get better control over your desktops, servers, and applications.

- ▶ Get an Intro to Virtualization
- ▶ Why Choose VMware?
- ▶ Cost Savings with Virtualization
- ▶ Energy Efficiency and Green IT
- ▶ Try VMware - Download Free Trials
- ▶ Attend a Free Virtualization Forum

## VIRTUALIZATION SOLUTIONS

Increase the efficiency and cost-effectiveness of your IT operations with our virtualization solutions.

- ▶ SMB Solutions
- ▶ Server Consolidation
- ▶ Enterprise Desktop Management
- ▶ Virtualization Management
- ▶ Virtualize Enterprise Software
- ▶ Business Continuity

**VIRTUALIZATION IS ABOUT TO TAKE ANOTHER GIANT LEAP.**

APRIL 21, 2009

Join VMware CEO Paul Maritz via a Live Simulcast April 21st.

[▶ Learn more](#)

# A FLEXIBLE PLATFORM FOR EVERYTHING.

Defining simplicity and flexibility. VMware. The proven virtualization solutions from the desktop to the datacenter to the cloud. **Virtualization. It's real.**

[▶ Learn more](#)



1 ◀ ▶ 5

## UNDERSTANDING VIRTUALIZATION

Expand your virtual infrastructure into a virtual datacenter operating system. Build a more resilient infrastructure and get better control over your desktops, servers, and applications.

- ▶ Get an Intro to Virtualization
- ▶ Why Choose VMware?
- ▶ Cost Savings with Virtualization
- ▶ Energy Efficiency and Green IT
- ▶ Try VMware - Download Free Trials
- ▶ Attend a Free Virtualization Forum

## VIRTUALIZATION SOLUTIONS

Increase the efficiency and cost-effectiveness of your IT operations with our virtualization solutions.

- ▶ SMB Solutions
- ▶ Server Consolidation
- ▶ Enterprise Desktop Management
- ▶ Virtualization Management
- ▶ Virtualize Enterprise Software
- ▶ Business Continuity

**VIRTUALIZATION IS ABOUT TO TAKE ANOTHER GIANT LEAP.**

APRIL 21, 2009

Join VMware CEO Paul Maritz via a Live Simulcast April 21st.

[▶ Learn more](#)

# TRANSFORM IT TO BECOME A STRATEGIC COMPETITIVE ADVANTAGE.

Break away from the constraints of traditional IT infrastructure with Virtualization.  
**Virtualization. It's real.**

[▶ Learn more](#)

## UNDERSTANDING VIRTUALIZATION

Expand your virtual infrastructure into a virtual datacenter operating system. Build a more resilient infrastructure and get better control over your desktops, servers, and applications.

- ▶ Get an Intro to Virtualization
- ▶ Why Choose VMware?
- ▶ Cost Savings with Virtualization
- ▶ Energy Efficiency and Green IT
- ▶ Try VMware - Download Free Trials
- ▶ Attend a Free Virtualization Forum

## VIRTUALIZATION SOLUTIONS

Increase the efficiency and cost-effectiveness of your IT operations with our virtualization solutions.

- ▶ SMB Solutions
- ▶ Server Consolidation
- ▶ Enterprise Desktop Management
- ▶ Virtualization Management
- ▶ Virtualize Enterprise Software
- ▶ Business Continuity

**VIRTUALIZATION  
IS ABOUT TO TAKE  
ANOTHER GIANT LEAP.**

APRIL 21, 2009

Join VMware CEO Paul Maritz via a Live Simulcast April 21st.

[▶ Learn more](#)

# TRANSFORM IT TO BECOME A STRATEGIC COMPETITIVE ADVANTAGE.

Break away from the constraints of traditional IT infrastructure with Virtualization.  
**Virtualization. It's real.**

[▶ Learn more](#)

## UNDERSTANDING VIRTUALIZATION

Expand your virtual infrastructure into a virtual datacenter operating system. Build a more resilient infrastructure and get better control over your desktops, servers, and applications.

- ▶ Get an Intro to Virtualization
- ▶ Why Choose VMware?
- ▶ Cost Savings with Virtualization
- ▶ Energy Efficiency and Green IT
- ▶ Try VMware - Download Free Trials
- ▶ Attend a Free Virtualization Forum

## VIRTUALIZATION SOLUTIONS

Increase the efficiency and cost-effectiveness of your IT operations with our virtualization solutions.

- ▶ SMB Solutions
- ▶ Server Consolidation
- ▶ Enterprise Desktop Management
- ▶ Virtualization Management
- ▶ Virtualize Enterprise Software
- ▶ Business Continuity

**VIRTUALIZATION IS ABOUT TO TAKE ANOTHER GIANT LEAP.**

APRIL 21, 2009

Join VMware CEO Paul Maritz via a Live Simulcast April 21st.

[▶ Learn more](#)

# SITE RECOVERY MANAGER JUMPSTART



DATASHEET

## OVERVIEW

VMware® Site Recovery Manager (SRM) automates the execution of disaster recovery plans for the virtual environment, reducing your time to recover and minimizing the possibility of human errors during the recovery process. The VMware Site Recovery Manager Jumpstart provides you with a proof-of-concept, on-site installation and configuration of Site Recovery Manager. You will also learn how to prepare an effective disaster recovery plan and configure Site Recovery Manager to execute the plan for you if an outage occurs. As part of this engagement, a VMware Certified Professional (VCP) consultant will install and configure Site Recovery Manager in your environment, and create and execute a sample recovery plan.

### Benefits

- Shorten time to recover and minimize human error when outages occur
- Mitigate risk by leveraging experienced consultants and understanding proven best practices
- Accelerate staff learning for optimized implementation

### Target Audience

- Customers experienced with VMware Infrastructure who want to implement VMware Site Recovery Manager for disaster recovery

### Deliverables

- On-site installation of customer's licensed copy of VMware
- Site Recovery Manager to represent two sites: one primary and one recovery
- Proof-of-concept setup at one location only
- Interactive workshop focusing on disaster recovery planning using VMware Site Recovery Manager, and VMware Site Recovery Manager architecture, administration and operations
- Sharing of best practices for using VMware Site Recovery Manager

### Roles and Responsibilities

- **VMware Certified Professional (VCP) Consultant:** Implements environment, conducts workshop, provides best practices on configuration, administration and infrastructure management
- **Customer Project Manager:** Plans and coordinates all IT functions for Jumpstart delivery
- **Customer Systems Administrator:** Responsible for server hardware, storage and networking
- **Customer Server Administrator:** Responsible for operating system and applications

#### FOR MORE INFORMATION

More information about VMware software and services is available from <http://www.vmware.com> and from your local VMware representative.

#### TERMS AND CONDITIONS

This datasheet is for informational purposes only. VMWARE MAKES NO WARRANTIES, EXPRESS OR IMPLIED, IN THIS DATASHEET. All VMware service engagements are governed by the VMware Professional Services General Terms and Conditions.

**vmware**

VMware, Inc. 3401 Hillview Avenue Palo Alto, CA 94304 USA Tel: 650-475-5000 Tel: 977-496-0273 Fax: 650-475-5001 [www.vmware.com](http://www.vmware.com)  
© 2009 VMware, Inc. All rights reserved. This product is protected by U.S. and international copyright and intellectual property laws. This product is covered by one or more patents listed at <http://www.vmware.com/overhead/patents.html>. VMware is a registered trademark or trademark of VMware, Inc. in the United States and/or other jurisdictions. All other marks and names mentioned herein may be trademarks of their respective companies. If you are located in the United States, the VMware contracting entity for the service will be VMware, Inc., and if outside of the United States, the VMware contracting entity will be VMware International Limited.



# VMWARE NEWSLETTER

December 2008 Issue 52

## INDUSTRY EVENTS

Macworld 2009 Conference & Expo ›  
January 5-9, 2009  
HPCA-15 Symposium ›  
February 14-18, 2009  
VMworld Europe 2009 ›  
February 24-26, 2009

## NEWS AND AWARDS

VMware Expands Partnership  
with Computer Associates ›  
VMware Joining PCI Security  
Standards Council ›  
VMware Named Top 100 IT  
Company by Business Week ›

## LIVE WEBCASTS

VMware: The Right  
Investment for Tough Times ›  
Making Green IT a Reality  
with VMware and Intel ›  
Customer Spotlight: VMware  
vCloud Success Stories ›

## WHITE PAPERS

Using VMware Distributed  
Power Management ›  
Performance of Rapid  
Virtualization Indexing ›  
Installing and Configuring Linux  
in a Virtual Machine ›

## CUSTOMERS SPOTLIGHT

Siemens Uses VMware as  
Cloud Computing Solution ›  
City of Calgary Slashes IT  
Costs with VMware ›  
Peet's Coffee and Tea  
Chooses VMware ›

## MYLEARN COURSES

VMware View Essentials  
Workshop ›  
VMware Site Recovery  
Manager ›  
VMware Infrastructure:  
Install and Configure ›

## VMWARE TURNS 10

Looking Back at a Decade of Virtualization  
and Game-Changing Innovation

2008 marked the 10th birthday for VMware, providing a great opportunity to take a brief look back at the history of the company that has transformed information technology and x86 computing.

- 1998:** VMware founded by Mendel Rosenblum, Diane Greene, Edward Wang, Scott Devine and Edouard Bugnion with the shared vision of bringing virtual machine technology to x86 systems.
- 1999:** VMware announces availability of VMware Workstation 1.0, which would go on to become one of the most highly acclaimed desktop software products on the market.
- 2001:** VMware releases its first server virtualization products, GSX Server (now VMware Server) and ESX Server (now VMware ESX), the first hypervisor to deliver "bare-metal" virtualization.
- 2002:** The U.S. Patent and Trademark office issues VMware its first two patents.
- 2003:** EMC Corporation announces acquisition of VMware for \$635 million USD.
- 2004:** VMware hosts the first VMworld conference, attended by 1,400 people, at the Manchester Grand Hyatt in San Diego, California.
- 2007:** EMC sells approximately 10 percent of VMware via an initial public offering (IPO) of newly issued VMware stock.



**TRANSFORM IT TO  
BECOME A STRATEGIC  
COMPETITIVE  
ADVANTAGE.**

Break away from the constraints of  
traditional IT infrastructure with Virtualization.  
**Virtualization. It's real.**

**vmware**  
www.vmware.com





## A FLEXIBLE PLATFORM FOR EVERYTHING.

Defining simplicity and flexibility. VMware. The proven virtualization solutions from the desktop to the datacenter to the cloud.

**Virtualization. It's real.**

**vmware**  
www.vmware.com

optionthree

VMWARE

The Creative:

Home



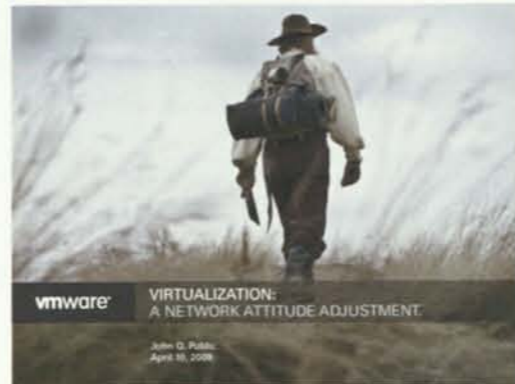
eNewsletter



Advertisement



Powerpoint title



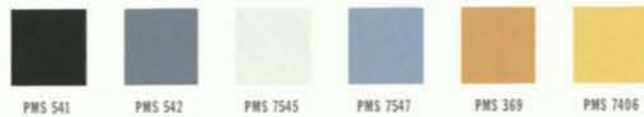
Datasheet



Photography Style:

Bold and emotional imagery will emphasize aspirational thinking and freedom from restrictions.

Color Palette:



NETWORK ATTITUDE

The Concept:

This system celebrates the diversity that defines your network by using compelling human portraits. An enormous variety of information, equipment and people make up any given IT landscape, so attempting to restrict how, when and in what format data can be accessed is unproductive. Performance and productivity is what users care about, and they depend on availability of information, ease of management and smooth scalability. Only a virtualized network can accomplish this. VMware has the technology to create a platform agnostic, virtual network, so that the familiar boundaries of a conventional network become things of the past. IT management is no longer about hardware idiosyncrasies, but about people, the performance they want and the information they need. It's about reduced cost of operation, increased productivity and a network for the new age of independent thinking.

Expanding the system:

There is a vast assortment of suitable human images that would work for this system. While individual images may not resonate with every viewer, a campaign consisting of many images ensures that the overall themes of visionary thinking, opportunities-within-reach, confidence, freedom from restrictions, independence, sovereignty, uncompromising quality, unwavering in spirit, and bold ambition will all become the character of VMware. All of these are positive human attributes—and all are critical to your business. Evocative copy writing will be essential. It must reinforce the connection between humanity and the VMware platform so that the division between them is obscured.

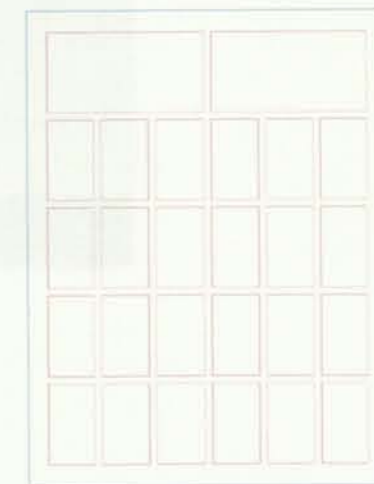
Typography:

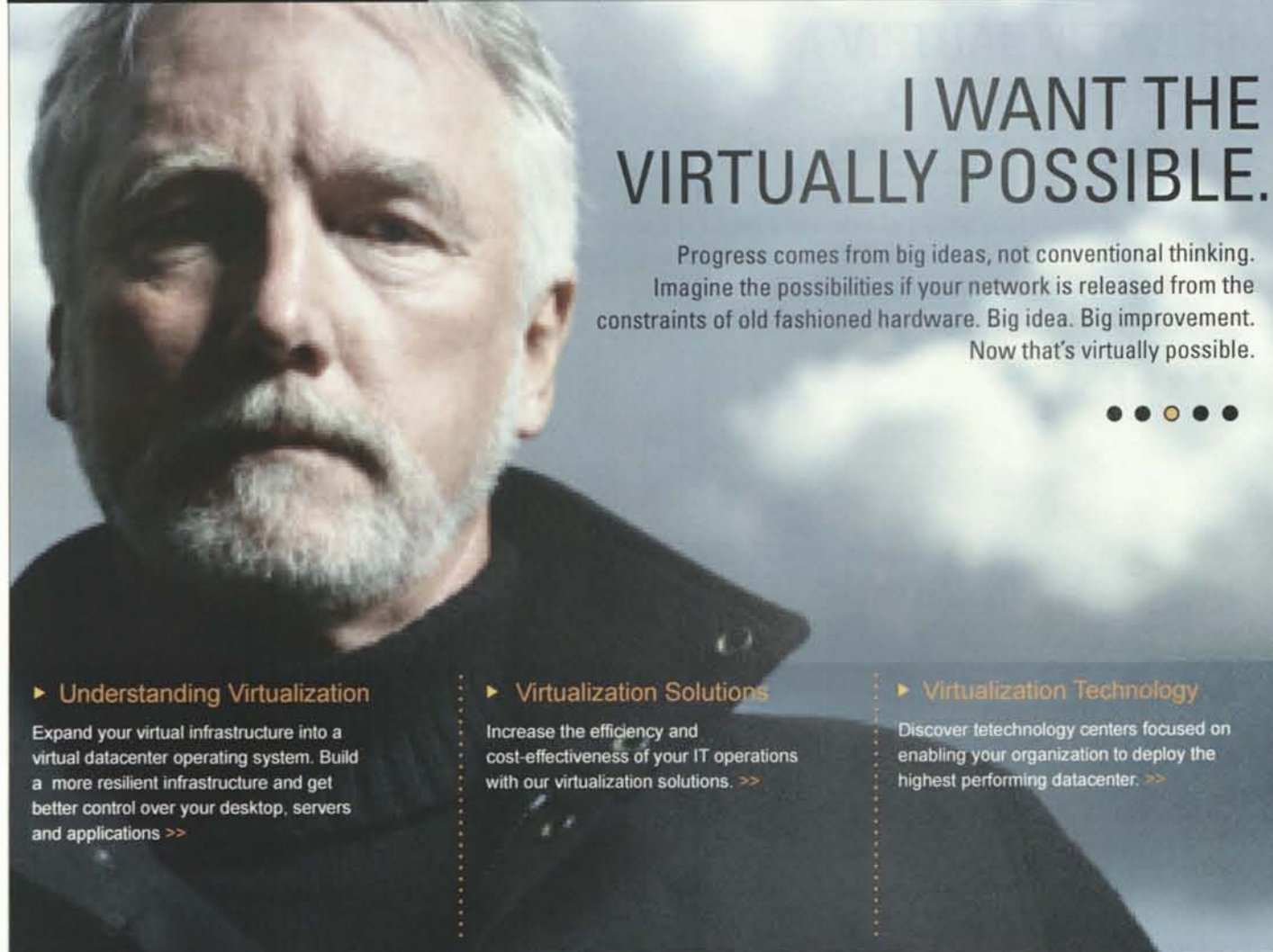
Univers Regular  
**Univers Bold**  
 Univers Condensed Regular  
**Univers Condensed Bold**

Arial Regular  
**Arial Bold**

The Grid System:

The web grid is based on a 4-column, 4-row system.  
 The datasheet grid is based on 6-columns, 5-rows.





# I WANT THE VIRTUALLY POSSIBLE.

Progress comes from big ideas, not conventional thinking. Imagine the possibilities if your network is released from the constraints of old fashioned hardware. Big idea. Big improvement. Now that's virtually possible.



### ► Understanding Virtualization

Expand your virtual infrastructure into a virtual datacenter operating system. Build a more resilient infrastructure and get better control over your desktop, servers and applications >>

### ► Virtualization Solutions

Increase the efficiency and cost-effectiveness of your IT operations with our virtualization solutions. >>

### ► Virtualization Technology

Discover tetechnology centers focused on enabling your organization to deploy the highest performing datacenter. >>

- Datacenter Products
- Desktop Products
- ▼ News   ► Events   ► Blogs

#### April 7, 2009

VMware Helps Catholic Healthcare West Reduce Capital and Operating Expenses, Increase Operational Flexibility

#### April 7, 2009

VMware Platform Enables BayScribe to Reinvent Dictation Services for Healthcare with Cloud-based Solution

#### April 6, 2009

VMware Launches Aggressive Program to Help Customer Slash Server Costs in Half, Guaranteed

[View all News](#)



## A VIRTUAL NETWORK PLATFORM FOR THE INDEPENDENT-MINDED.

You don't build a business by boxing your network users into one way of doing things. VMWare allows them to be who they want to be—individuals. It's a new frontier. Don't accept anything less than a improved performance. Virtually possible.



- ▶ Datacenter Products
- ▶ Desktop Products
- ▼ News ▶ Events ▶ Blogs

**April 7, 2009**  
VMware Helps Catholic Healthcare West Reduce Capital and Operating Expenses, Increase Operational Flexibility

**April 7, 2009**  
VMware Platform Enables BayScribe to Reinvent Dictation Services for Healthcare with Cloud-based Solution

**April 6, 2009**  
VMware Launches Aggressive Program to Help Customer Slash Server Costs in Half, Guaranteed

[View all News](#)

### ▶ Understanding Virtualization

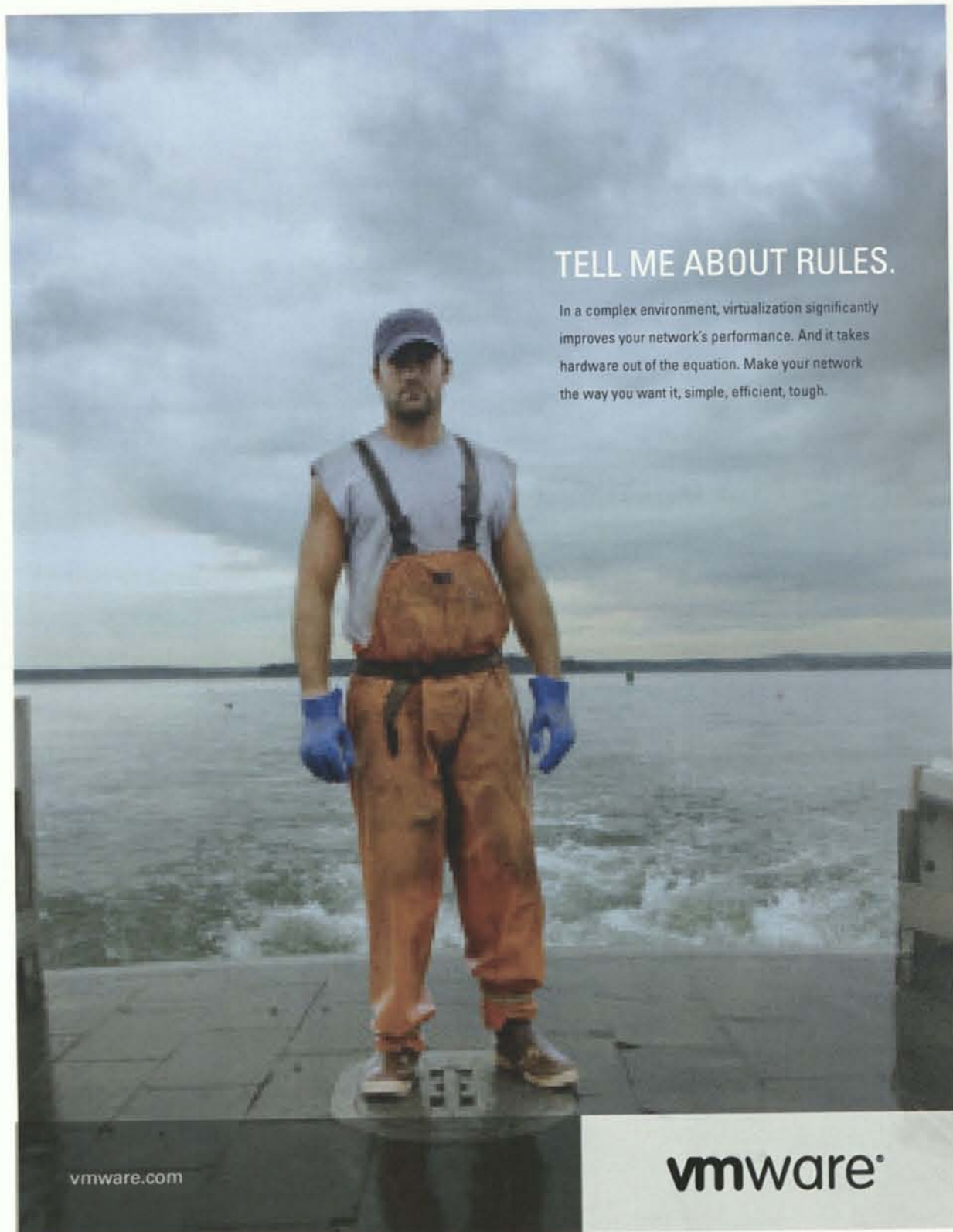
Expand your virtual infrastructure into a virtual datacenter operating system. Build a more resilient infrastructure and get better control over your desktop, servers and applications >>

### ▶ Virtualization Solutions

Increase the efficiency and cost-effectiveness of your IT operations with our virtualization solutions. >>

### ▶ Virtualization Technology

Discover tetechnology centers focused on enabling your organization to deploy the highest performing datacenter. >>

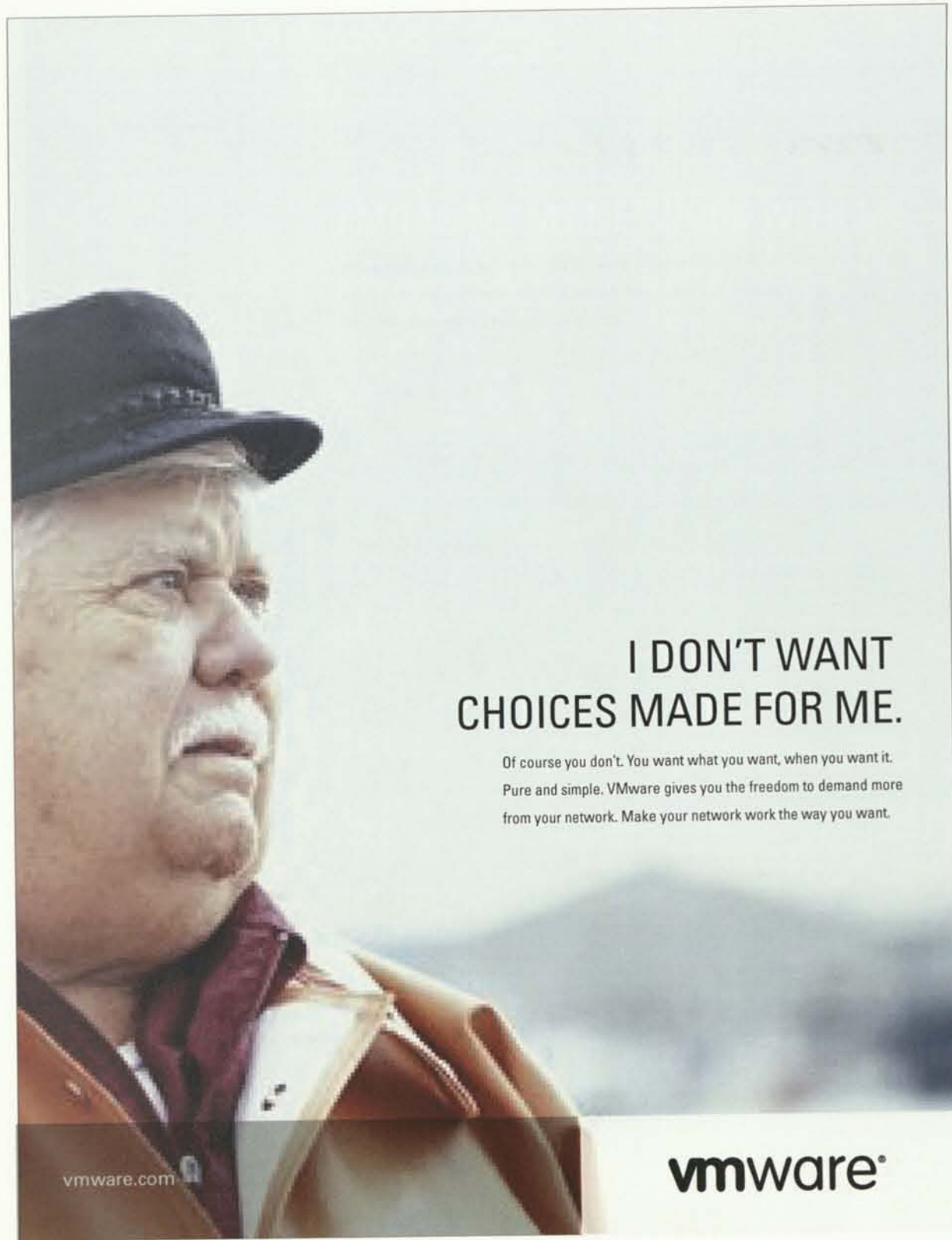


**TELL ME ABOUT RULES.**

In a complex environment, virtualization significantly improves your network's performance. And it takes hardware out of the equation. Make your network the way you want it, simple, efficient, tough.

vmware.com

**vmware**

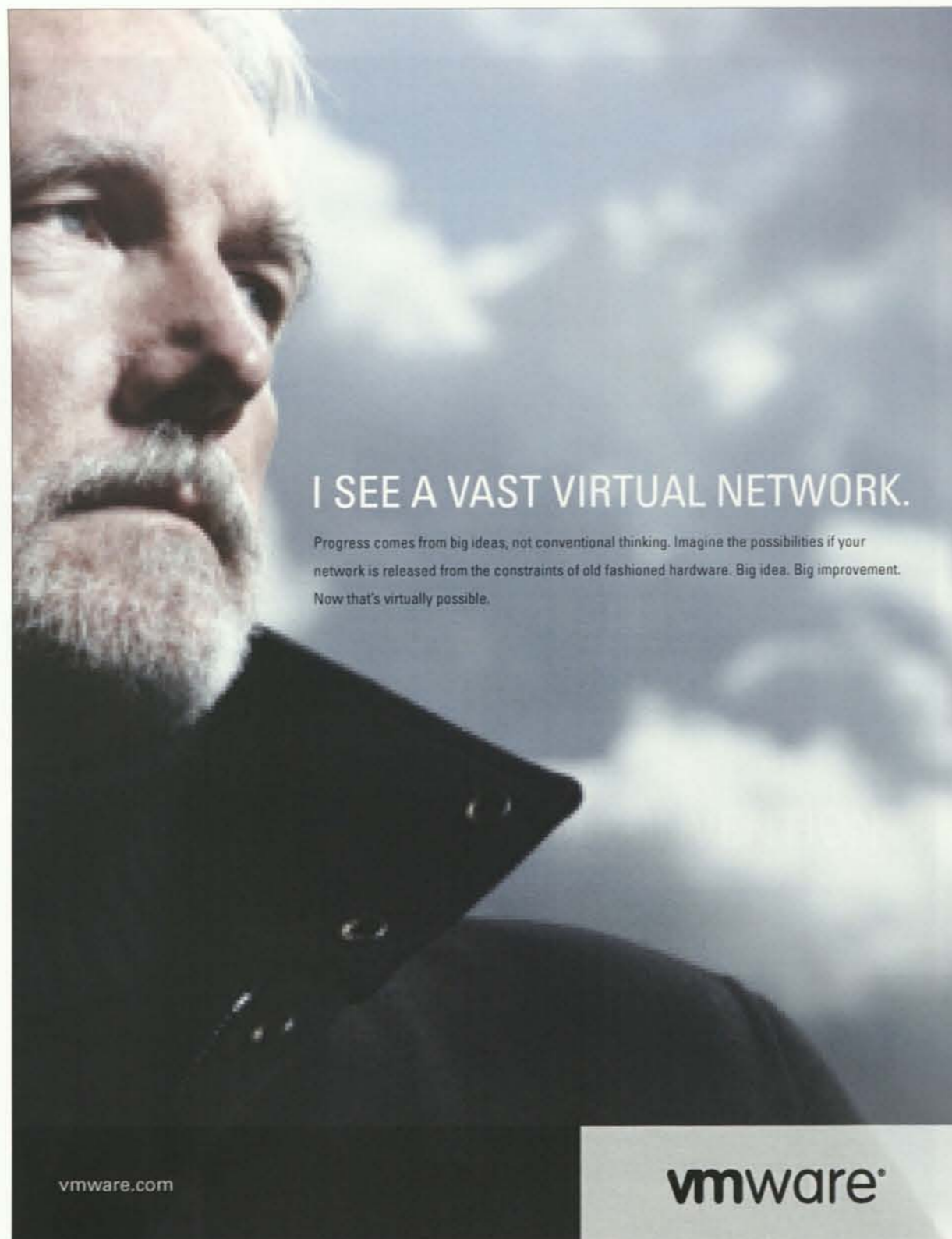


**I DON'T WANT CHOICES MADE FOR ME.**

Of course you don't. You want what you want, when you want it. Pure and simple. VMware gives you the freedom to demand more from your network. Make your network work the way you want.

vmware.com

**vmware**

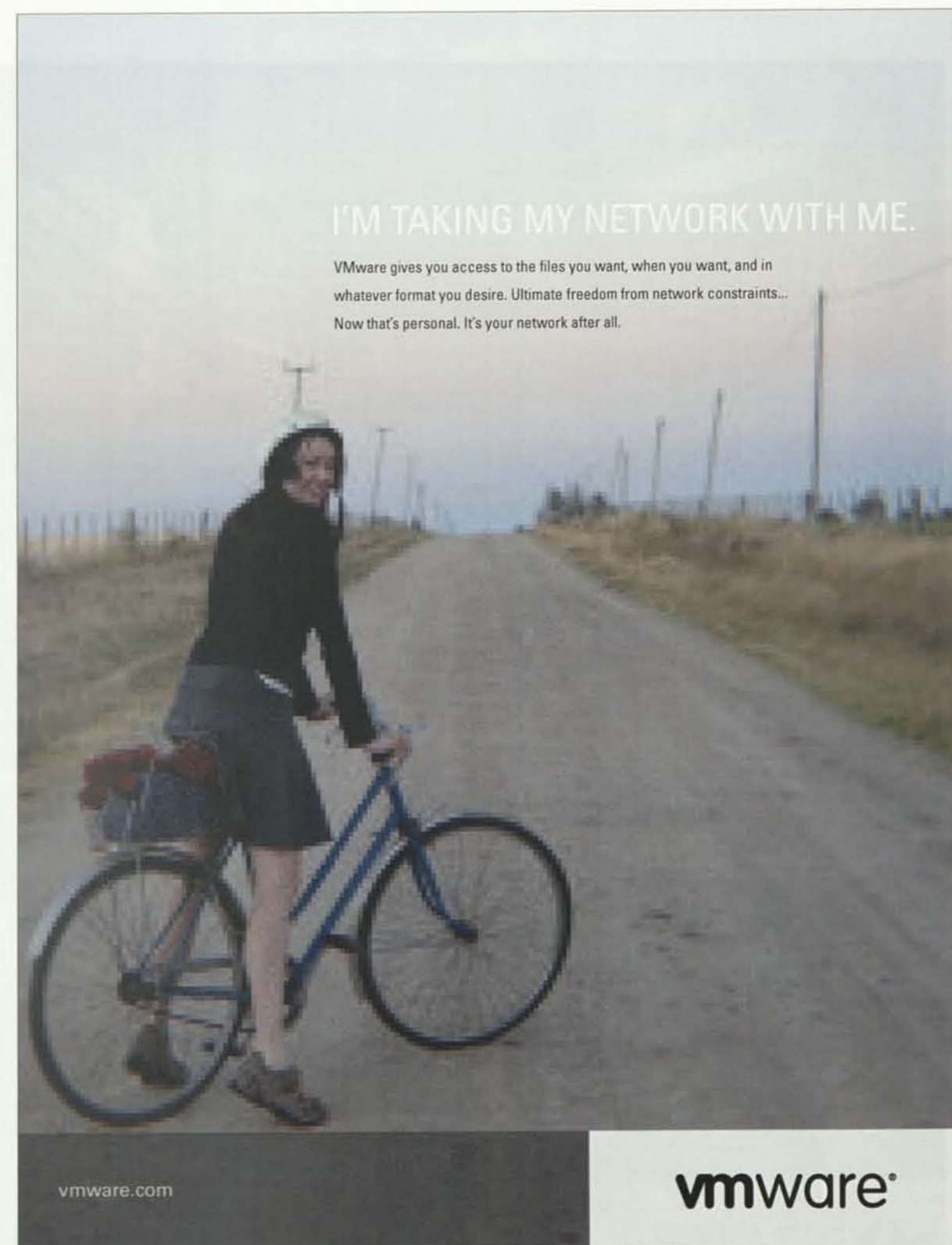


**I SEE A VAST VIRTUAL NETWORK.**

Progress comes from big ideas, not conventional thinking. Imagine the possibilities if your network is released from the constraints of old fashioned hardware. Big idea. Big improvement. Now that's virtually possible.

vmware.com

**vmware®**



**I'M TAKING MY NETWORK WITH ME.**

VMware gives you access to the files you want, when you want, and in whatever format you desire. Ultimate freedom from network constraints... Now that's personal. It's your network after all.

vmware.com

**vmware®**

A man in a dark suit and red shirt is playing a golden saxophone. The background is dark and moody.

**UNINTERESTED IN CONVENTION**

The network can't be limited by what's expected, or by what's traditional. It has to adapt and create. VMware ignores the constraints of normal networks and gives IT the freedom to create better ways of doing business through virtualization. With style too.

vmware.com

**vmware**

A man in a dark shirt is sitting on a staircase with ornate metal railings, looking at a large stack of papers. The scene is lit with dramatic, low-key lighting.

**THAT'S SOMETHING I HAVEN'T SEEN BEFORE.**

Imagine a network that exists virtually. Hard isn't it? But it's real and it's changing the way we do business. Expansive and light-filled, it's improving performance, lowering costs and increasing security. It's a top floor property with a great view of the future too.

vmware.com

**vmware**





**DON'T FENCE ME IN...**

You don't build a business by boxing your network users into one way of doing things. VMware allows them to be who they want to be—individuals. It's a new frontier. Don't accept anything less than a improved performance. Virtually possible.

vmware.com

**vmware**



**DON'T TELL ME IT'S VIRTUALLY IMPOSSIBLE...**

Limitations are for wimps. Give your network users the virtual breathing room they demand, so they can do what they want, when they want, the way they want, and not fight with hardware. The view is better from the top.

vmware.com

**vmware**

## TALK TO ME ABOUT SOLUTIONS.

### VMWARE SITE RECOVERY MANAGER JUMPSTART

VMware® Site Recovery Manager (SRM) automates the execution of disaster recovery plans for the virtual environment, reducing your time to recover and minimizing the possibility of human errors during the recovery process. The VMware Site Recovery Manager Jumpstart provides you with a proof-of-concept, on-site installation and configuration of Site Recovery Manager. You will also learn how to prepare an effective disaster recovery plan and configure Site Recovery Manager to execute the plan for you if an outage occurs. As part of this engagement, a VMware Certified Professional (VCP) consultant will install and configure Site Recovery Manager in your environment, and create and execute a sample recovery plan.

#### Benefits

- Shorten time to recover and minimize human error when outages occur
- Mitigate risk by leveraging experienced consultants and understanding proven best practices
- Accelerate staff learning for optimized implementation

#### Target Audience

Customers experienced with VMware Infrastructure who want to implement VMware Site Recovery Manager for disaster recovery.

#### Deliverables

- On-site installation of customer's licensed copy of VMware Site Recovery Manager to represent two sites: one primary and one recovery
- Proof-of-concept setup at one location only
- Interactive workshop focusing on disaster recovery planning using VMware Site Recovery Manager, and VMware Site Recovery Manager architecture, administration and operations
- Sharing of best practices for using VMware Site Recovery Manager

#### Key Activities

Action	Responsibility
Kickoff call	All
Disaster Recovery planning overview	Consultant
Site Recovery Manager overview:	
architecture and administration	Consultant
Installation and configuration	Consultant
Execute sample recovery	Consultant
Wrap up session	All

#### Pricing and Scope

- Up to three (3) days on-site
- Maximum of five (5) participants
- Delivered by a VMware Certified Professional (VCP) consultant from VMware or from a VMware Authorized Consulting (VAC) partner
- Contact your local VMware representative for pricing information

#### Requirements

- Prerequisite checklist
- Two ESXTM hosts (Ver. 3.0.2 or higher) representing primary and recovery sites
- Two VirtualCenter Servers (Ver. 2.5 or higher) representing primary and recovery site, each managing an ESX host
- Two SRM Servers (can be same as VirtualCenter Server) representing primary and recovery sites
- Separate Site Recovery Manager database and VirtualCenter database for primary and recovery sites
- Site Recovery Manager-compatible shared Fibre Channel or iSCSI storage area network configured with replication between the primary and recovery sites.
- Sample virtual machines on ESX host at primary site
- Conference room with projector and networked desktops/laptops running MS Windows® 2000 or higher

vmware

DATASHEET OPTION

## I'M THINKING BIGGER. BETTER.

### VMWARE SITE RECOVERY MANAGER JUMPSTART

VMware® Site Recovery Manager (SRM) automates the execution of disaster recovery plans for the virtual environment, reducing your time to recover and minimizing the possibility of human errors during the recovery process. The VMware Site Recovery Manager Jumpstart provides you with a proof-of-concept, on-site installation and configuration of Site Recovery Manager. You will also learn how to prepare an effective disaster recovery plan and configure Site Recovery Manager to execute the plan for you if an outage occurs. As part of this engagement, a VMware Certified Professional (VCP) consultant will install and configure Site Recovery Manager in your environment, and create and execute a sample recovery plan.

#### Benefits

- Shorten time to recover and minimize human error when outages occur
- Mitigate risk by leveraging experienced consultants and understanding proven best practices
- Accelerate staff learning for optimized implementation

#### Target Audience

Customers experienced with VMware Infrastructure who want to implement VMware Site Recovery Manager for disaster recovery.

#### Deliverables

- On-site installation of customer's licensed copy of VMware Site Recovery Manager to represent two sites: one primary and one recovery
- Proof-of-concept setup at one location only
- Interactive workshop focusing on disaster recovery planning using VMware Site Recovery Manager, and VMware Site Recovery Manager architecture, administration and operations
- Sharing of best practices for using VMware Site Recovery Manager

#### Key Activities

Action	Responsibility
Kickoff call	All
Disaster Recovery planning overview	Consultant
Site Recovery Manager overview:	
architecture and administration	Consultant
Installation and configuration	Consultant
Execute sample recovery	Consultant
Wrap up session	All

#### Pricing and Scope

- Up to three (3) days on-site
- Maximum of five (5) participants
- Delivered by a VMware Certified Professional (VCP) consultant from VMware or from a VMware Authorized Consulting (VAC) partner
- Contact your local VMware representative for pricing information

#### Requirements

- Prerequisite checklist
- Two ESXTM hosts (Ver. 3.0.2 or higher) representing primary and recovery sites
- Two VirtualCenter Servers (Ver. 2.5 or higher) representing primary and recovery site, each managing an ESX host
- Two SRM Servers (can be same as VirtualCenter Server) representing primary and recovery sites
- Separate Site Recovery Manager database and VirtualCenter database for primary and recovery sites
- Site Recovery Manager-compatible shared Fibre Channel or iSCSI storage area network configured with replication between the primary and recovery sites.
- Sample virtual machines on ESX host at primary site
- Conference room with projector and networked desktops/laptops running MS Windows® 2000 or higher

vmware

DATASHEET OPTION



## TOP STORIES

- VMware Turns 10: Looking Back at a Decade of Virtualization and Game-Changing Innovation
- Introducing VMware View: The Future of Desktop Computing is Here Today
- VMware Plans to Bring Virtualization to Mobile Phones
- VMware Recognized for Fifth Consecutive Year in Redmond Magazine 2008 Reader's Choice Awards
- Save \$30 When you Switch to VMware Fusion 2
- New Global Ad Campaign Puts Customers in the Spotlight
- Register Now for VMware Europe 2009

## ▼ INDUSTRY EVENTS

- [Macworld 2009 Conference & Expo](#)  
January 5-9, 2009
- HPCA-15 Symposium  
February 14-18, 2009
- VMworld Europe 2009  
February 24-26, 2009

## ▶ NEWS AND AWARDS

- VMware Expands Partnership with Computer Associates
- VMware Joining PCI Security Standards Council
- VMware Named Top 100 IT Company by Business Week

## ▶ LIVE WEBCASTS

- VMware: The Right Investment for Tough Times
- Making Green IT a Reality with VMware and Intel
- Customer Spotlight: VMware vCloud Success Stories

## ▶ WHITE PAPERS

- Using VMware Distributed Power Management
- Performance of Rapid Virtualization Indexing
- Installing and Configuring Linux in a Virtual Machine

## ▶ CUSTOMERS SPOTLIGHT

- Siemens Uses VMware as Cloud Computing Solution
- City of Calgary Slashes IT Costs with VMware
- Peet's Coffee and Tea Chooses VMware

## ▶ MYLEARN COURSES

- VMware View Essentials Workshop
- VMware Site Recovery Manager
- VMware Infrastructure: Install and Configure

## TOP STORIES

**VMware Turns 10: Looking Back at a Decade of Virtualization and Game-Changing Innovation**

2008 marked the 10th birthday for VMware, providing a great opportunity to take a brief look back at the history of the company that has transformed information technology and x86 computing.

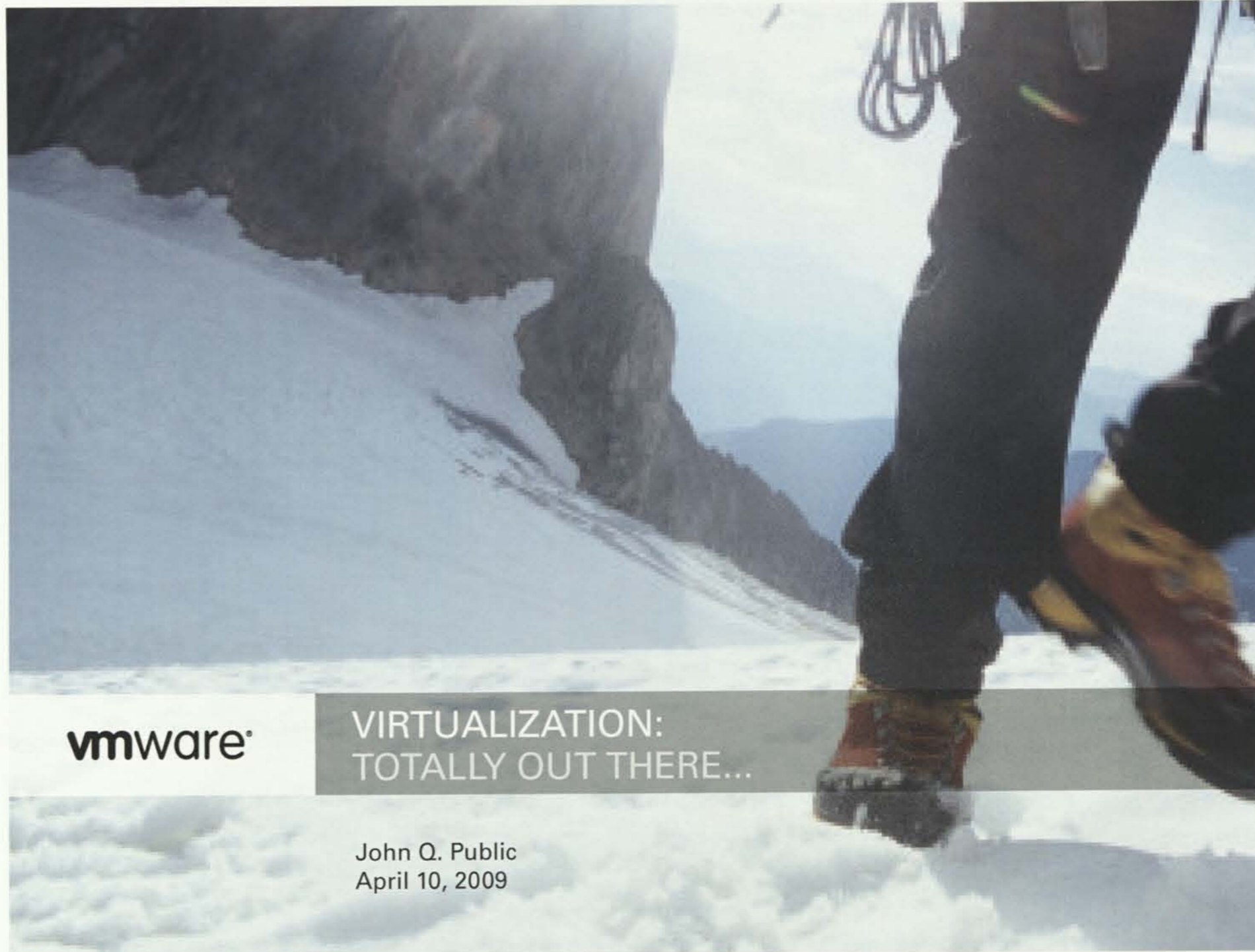
- 1998: VMware founded by Mendel Rosenblum, Diane Greene, Edward Wang, Scott Devine and Edouard Bugnion with the shared vision of bringing virtual machine technology to x86 systems.
- 1999: VMware announces availability of VMware Workstation 1.0, which would go on to become one of the most highly acclaimed desktop software products on the market.
- 2001: VMware releases its first server virtualization products, GSX Server (now VMware Server) and ESX Server (now VMware ESX), the first hypervisor to deliver "bare-metal" virtualization.
- 2002: The U.S. Patent and Trademark office issues VMware its first two patents.
- 2003: EMC Corporation announces acquisition of VMware for \$635 million USD.
- 2004: VMware hosts the first VMworld conference, attended by 1,400 people, at the Manchester Grand Hyatt in San Diego, California.
- 2007: EMC sells approximately 10 percent of VMware via an initial public offering (IPO) of newly issued VMware stock.
- 2008: The VMworld conference, in only its fifth year, draws a record crowd of 13,832 attendees, as VMware announces major new initiatives in server, desktop and cloud computing.



vmware®

VIRTUALIZATION:  
A NETWORK ATTITUDE ADJUSTMENT.

John O. Public  
April 10, 2009



**vmware**

**VIRTUALIZATION:  
TOTALLY OUT THERE...**

John Q. Public  
April 10, 2009

optionfour

VMWARE

TAKE CONTROL.

The Creative:

Website



Datasheet



Ad



The Concept:

This concept positions VMware as the ultimate solution for virtualization with the metaphor of a universal remote. This device, shown in a variety of different environments, communicates how the VMware technology gives you control of everything, everywhere. In each scene an attribute of VMware is highlighted reinforcing that VMware is the industry leader in IT virtualization. The typography treatment of "Virtualization" is configured differently on each piece to suggest the transformative ability of this technology. As the campaign evolves, new devices conveying control will illustrate the enabling power of virtualization, expanding on the metaphoric theme.

Typography:

- Avenir Light
- Avenir Book
- Avenir Roman
- Avenir Medium
- Avenir Heavy**
- Avenir Black**
- BANK GOTHIC LIGHT
- BANK GOTHIC MEDIUM**

Color Palette:



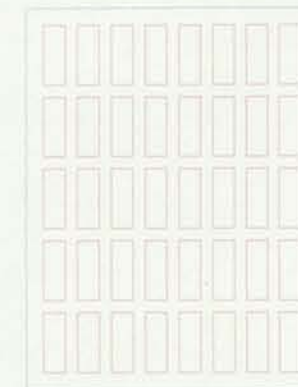
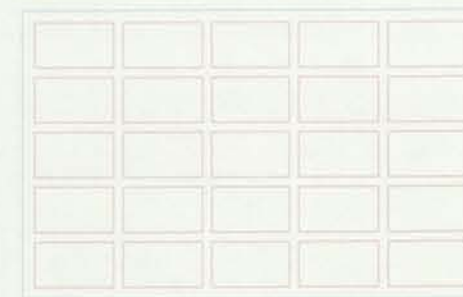
Photography Style:

The universal remote is a continuous element used throughout the look and feel, along with monitors representing the "virtual world" in different environments.




The Grid System:

The grid is based on a 5 and an 8 column system.




[Login or Join](#) | [Store](#) | [VMware Worldwide](#) ▼


[vmware](#) | [solutions](#) | [products](#) | [technology](#) | [partners](#) | [company](#) | [support](#) | [downloads](#) | [communities](#) | [virtual appliances](#)



Solutions



Products



Technology

**TAKE CONTROL. Virtualize IT.**

Duip ea commy nos augiam dolessim ipit in vel  
 ulputet ueratum ate min volut landipisi. San volenit,  
 conullaor sumsan vel dolestin ut lobor alismod del  
 utatisi bla feugait ulputem ver iliqui blaorpe cilquam  
 zzriusci eliquamconse tat, sum am nullum quat lore.

[Learn more](#) ▶

# VIR TUAL IZA TION

Virtualization Basics

Products

Downloads

Community

News & Events

**Understanding Virtualization**

Expand your virtual infrastructure into a virtual datacenter operating system. Build a more resilient infrastructure and get better control over your desktops, servers, and applications.

- [Get an intro to virtualization](#)
- [Reduce IT costs with virtualization](#)
- [Why choose VMware?](#)
- [Try VMware - Download Free Trials](#)
- [Register for VMworld Europe 2009](#)

**Virtualization Solutions**

Increase the efficiency and cost-effectiveness of your IT operations with our virtualization solutions.

- [Server Consolidation](#)
- [Enterprise Desktop Management](#)
- [Virtualize Enterprise Software ?&? Apps](#)
- [Cloud Computing](#)
- [Disaster Recovery](#)

[View all Solutions](#) ▶

Copyright © 2009 VMware, Inc. All rights reserved.    [Legal](#) | [Privacy](#) | [Accessibility](#) | [Site Index](#) | [Help](#)

Contact VMware: find a department or 877-486-9273



When user clicks a button on the remote control, the page zooms in to the screen and video starts to play. User can control the video with the remote control.

The screenshot shows the VMware website homepage. At the top, there is a navigation bar with links for 'Login or Join', 'Store', 'VMware Worldwide', and a search bar. Below this is a secondary navigation bar with links for 'solutions', 'products', 'technology', 'partners', 'company', 'support', 'downloads', 'communities', and 'virtual appliances'. The main content area features a video player with a man speaking, titled 'Datacenter of the Future'. To the right of the video player is a 'Technology' section. Below the video player is a large green remote control graphic with buttons for 'Solutions', 'Products', and 'Technology', as well as navigation arrows. To the right of the remote control is the word 'VIRTUALIZATION' in large, stylized letters. Below the remote control is a navigation bar with tabs for 'Virtualization Basics', 'Products', 'Downloads', 'Community', and 'News & Events'. The 'Virtualization Basics' tab is selected. Below the navigation bar is a section titled 'Understanding Virtualization' with a brief description and a list of links: 'Get an intro to virtualization', 'Reduce IT costs with virtualization', 'Why choose VMware?', 'Try VMware - Download Free Trials', and 'Register for VMworld Europe 2009'. To the right of this section is a section titled 'Virtualization Solutions' with a brief description and a list of links: 'Server Consolidation', 'Enterprise Desktop Management', 'Virtualize Enterprise Software ??? Apps', 'Cloud Computing', and 'Disaster Recovery'. At the bottom of the page, there is a footer with copyright information, legal links, and contact information.

vmware solutions products technology partners company support downloads communities virtual appliances

Login or Join | Store | VMware Worldwide | search vmware

Datacenter of the Future

Technology

**TAKE CONTROL. Virtualize IT.**

Duip ea commy nos augiam dolessim ipit in vel ulputet ueratum ate min volut landipisi. San volenit, conullaor sumsan vel dolestin ut lobor alismod del utatisi bla feugait ulputem ver iliqui blaorpe ciliquam zzriusci eliquamconse tat, sum am nullum quat lore.

Learn more ▶

Solutions Products Technology

Virtualization Basics Products Downloads Community News & Events

**Understanding Virtualization**  
Expand your virtual infrastructure into a virtual datacenter operating system. Build a more resilient infrastructure and get better control over your desktops, servers, and applications.

- Get an intro to virtualization
- Reduce IT costs with virtualization
- Why choose VMware?
- Try VMware - Download Free Trials
- Register for VMworld Europe 2009

**Virtualization Solutions**  
Increase the efficiency and cost-effectiveness of your IT operations with our virtualization solutions.

- Server Consolidation
- Enterprise Desktop Management
- Virtualize Enterprise Software ??? Apps
- Cloud Computing
- Disaster Recovery

View all Solutions ▶

Copyright © 2009 VMware, Inc. All rights reserved. Legal | Privacy | Accessibility | Site Index | Help

Contact VMware: find a department or 877-486-9273

vmware



# VIR TUAL IZA TION

TAKE CONTROL. Virtualize IT.

BROCHURE COVER

# VIR TU AL IZ A TI ON



VMWARE SITE RECOVERY MANAGER JUMPSTART

## TAKE CONTROL. Virtualize IT.

VMware® Site Recovery Manager (SRM) automates the execution of disaster recovery plans for the virtual environment, reducing your time to recover and minimizing the possibility of human errors during the recovery process. The VMware Site Recovery Manager Jumpstart provides you with a proof-of-concept, on-site installation and configuration of Site Recovery Manager. You will also learn how to prepare an effective disaster recovery plan and configure Site Recovery Manager to execute the plan for you if an outage occurs. As part of this engagement, a VMware Certified Professional (VCP) consultant will install and configure Site Recovery Manager in your environment, and create and execute a sample recovery plan.

### BENEFITS

- Shorten time to recover and minimize human error when outages occur
- Mitigate risk by leveraging experienced consultants and understanding proven best practices
- Accelerate staff learning for optimized implementation

### TARGET AUDIENCE

Customers experienced with VMware Infrastructure who want to implement VMware Site Recovery Manager for disaster recovery.

### DELIVERABLES

- On-site installation of customer's licensed copy of VMware Site Recovery Manager to represent two sites: one primary and one recovery
- Proof-of-concept setup at one location only
- Interactive workshop focusing on disaster recovery planning using VMware Site Recovery Manager, and VMware Site Recovery Manager architecture, administration and operations
- Sharing of best practices for using VMware Site Recovery Manager

### KEY ACTIVITIES

Action	Responsibility
Kickoff call	All
Disaster Recovery planning overview	Consultant
Site Recovery Manager overview:	
Architecture and Administration	Consultant
Installation and Configuration	Consultant
Execute Sample Recovery	Consultant
Wrap-up Session	All

### PRICING AND SCOPE

- Up to three (3) days on-site
- Maximum of five (5) participants
- Delivered by a VMware Certified Professional (VCP) consultant from VMware or from a VMware Authorized Consulting (VAC) partner
- Contact your local VMware representative for pricing information

### REQUIREMENTS

- Prerequisite checklist
- Two ESXTM hosts (Ver. 3.0.2 or higher) representing primary and recovery sites
- Two VirtualCenter Servers (Ver. 2.5 or higher) representing primary and recovery site, each managing an ESX host
- Two SRM Servers (can be same as VirtualCenter Server) representing primary and recovery sites
- Separate Site Recovery Manager database and VirtualCenter database for primary and recovery

# VIR TUA LIZ AT ION



## TAKE CONTROL. Virtualize IT.

### TOP STORIES

- [VMware Turns 10: Looking Back at a Decade of Virtualization and Game-Changing Innovation](#)
- [Introducing VMware View: The Future of Desktop Computing is Here Today](#)
- [VMware Plans to Bring Virtualization to Mobile Phones](#)
- [VMware Recognized for Fifth Consecutive Year in Redmond Magazine 2008 Reader's Choice Awards](#)
- [Save \\$30 When you Switch to VMware Fusion 2](#)
- [New Global Ad Campaign Puts Customers in the Spotlight](#)
- [Register Now for VMware Europe 2009](#)

### INDUSTRY EVENTS

### NEWS & AWARDS

### LIVE WEBCASTS

### WHITE PAPERS

### CUSTOMER SPOTLIGHT

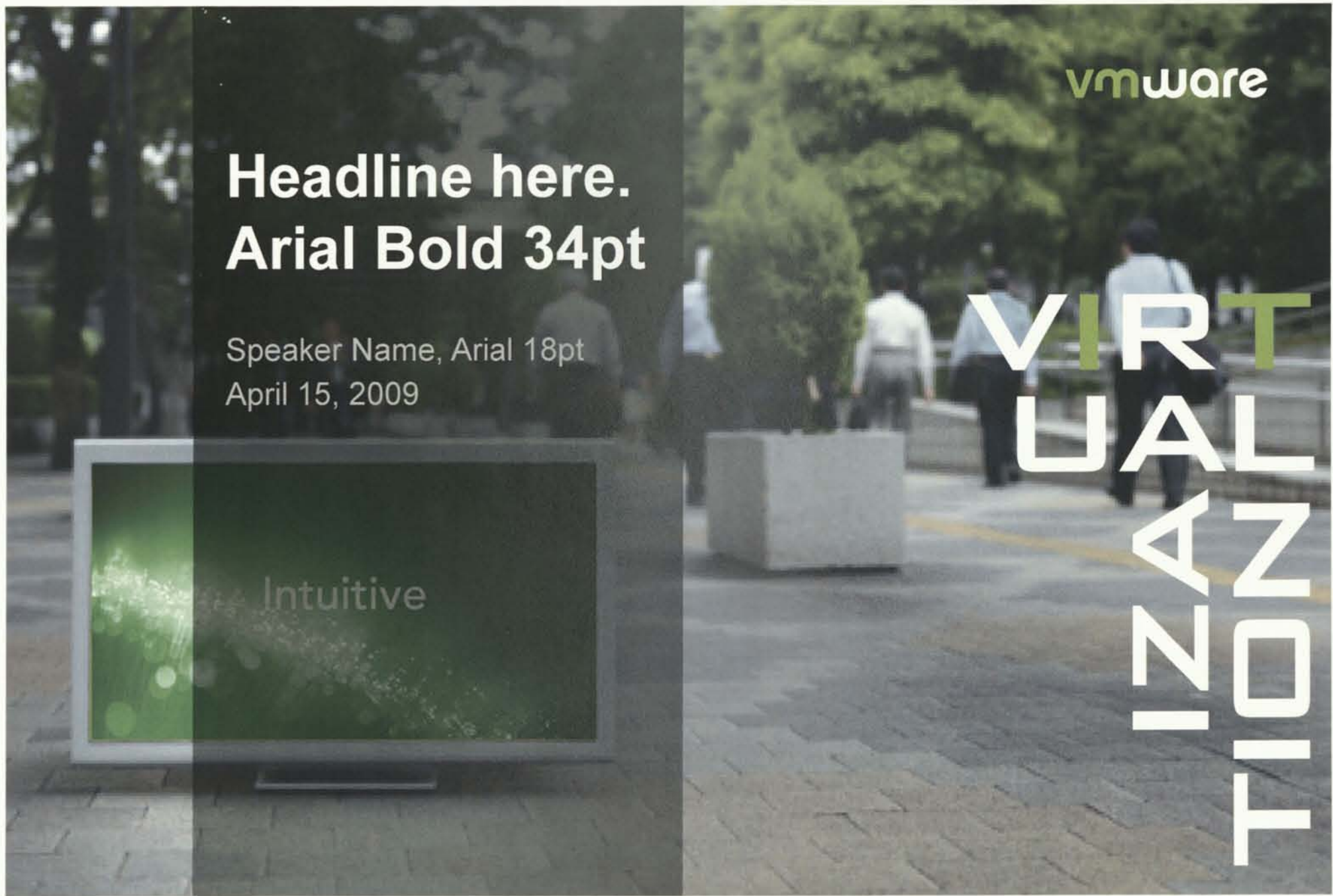
### MYLEARN COURSES

### TOP STORIES

**VMware Turns 10: Looking Back at a Decade of Virtualization and Game-Changing Innovation**

Aliquam erat volutpat. Maecenas lorem nisi, consectetur id, congue a, congue nec, felis. Duis sit amet ante in tortor luctus suscipit. Sed augue purus, ornare at, posuere vel, tincidunt nec, velit. Mauris et odio. Aenean adipiscing lorem ut justo. Integer faucibus neque eget lectus. Suspendisse tincidunt eros sed orci. In vitae purus sed magna auctor pretium.

[Return to Top](#)



vmware

Headline here.  
Arial Bold 34pt

Speaker Name, Arial 18pt  
April 15, 2009

VIRT  
UAL  
INZ  
TION



Intuitive

VIR  
TUA  
L  
Z  
A  
T  
I  
O  
N

vmware

VIR  
TU  
AL  
IZ  
A  
TI  
ON



Virtualization is the universal remote for IT. VMware provides the only end-to-end virtualization solution for the desktop, datacenter and cloud, giving you **complete control** in one little device. [See More](#)

WEB BANNER AD

WHERE YOU WANT

ware

# VIR TUA LI ZA TIO N

vmware

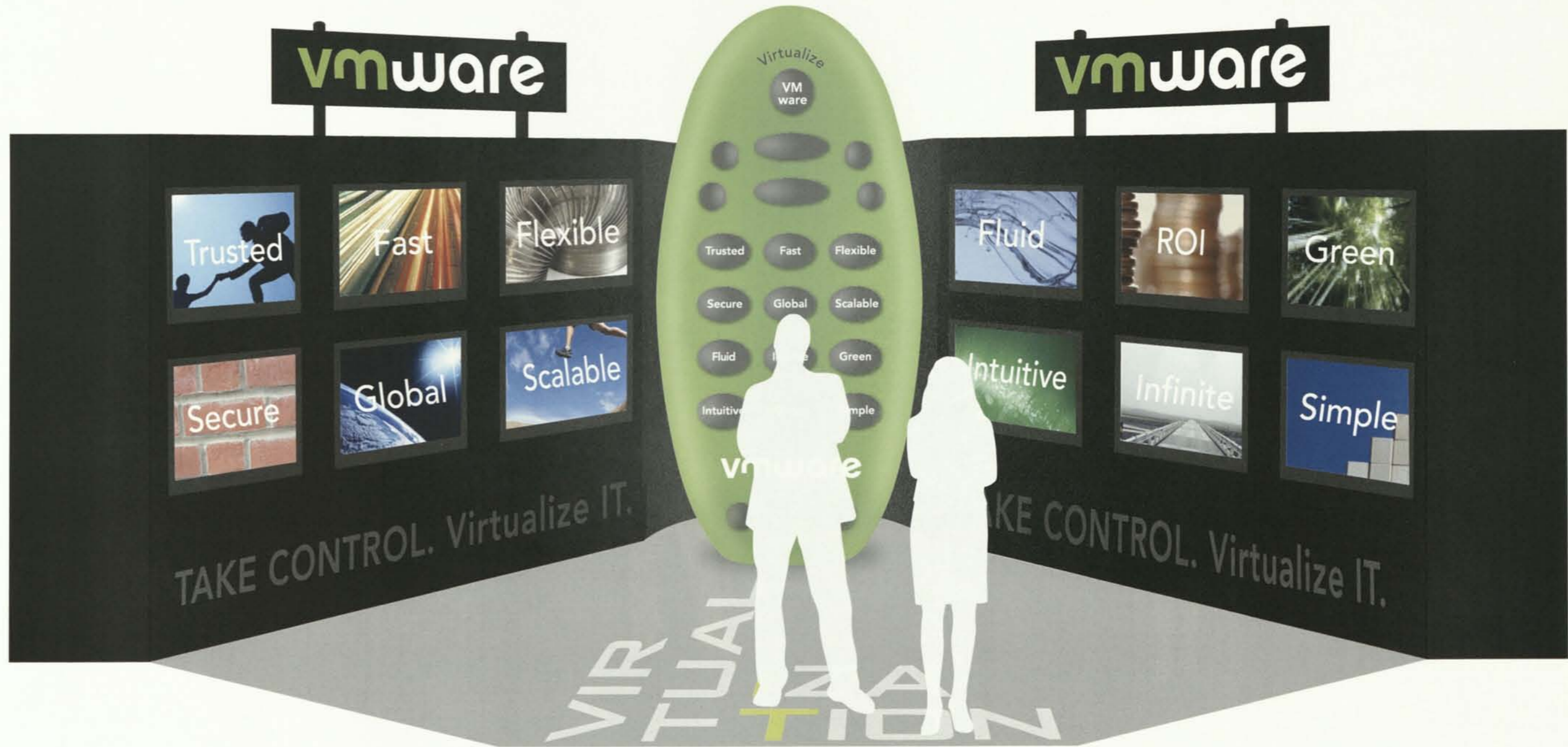
Virtualization is the universal remote for IT. VMware provides the only end-to-end virtualization solution for the desktop, datacenter and cloud, giving you **complete control** in one little device.



WHAT YOU WANT

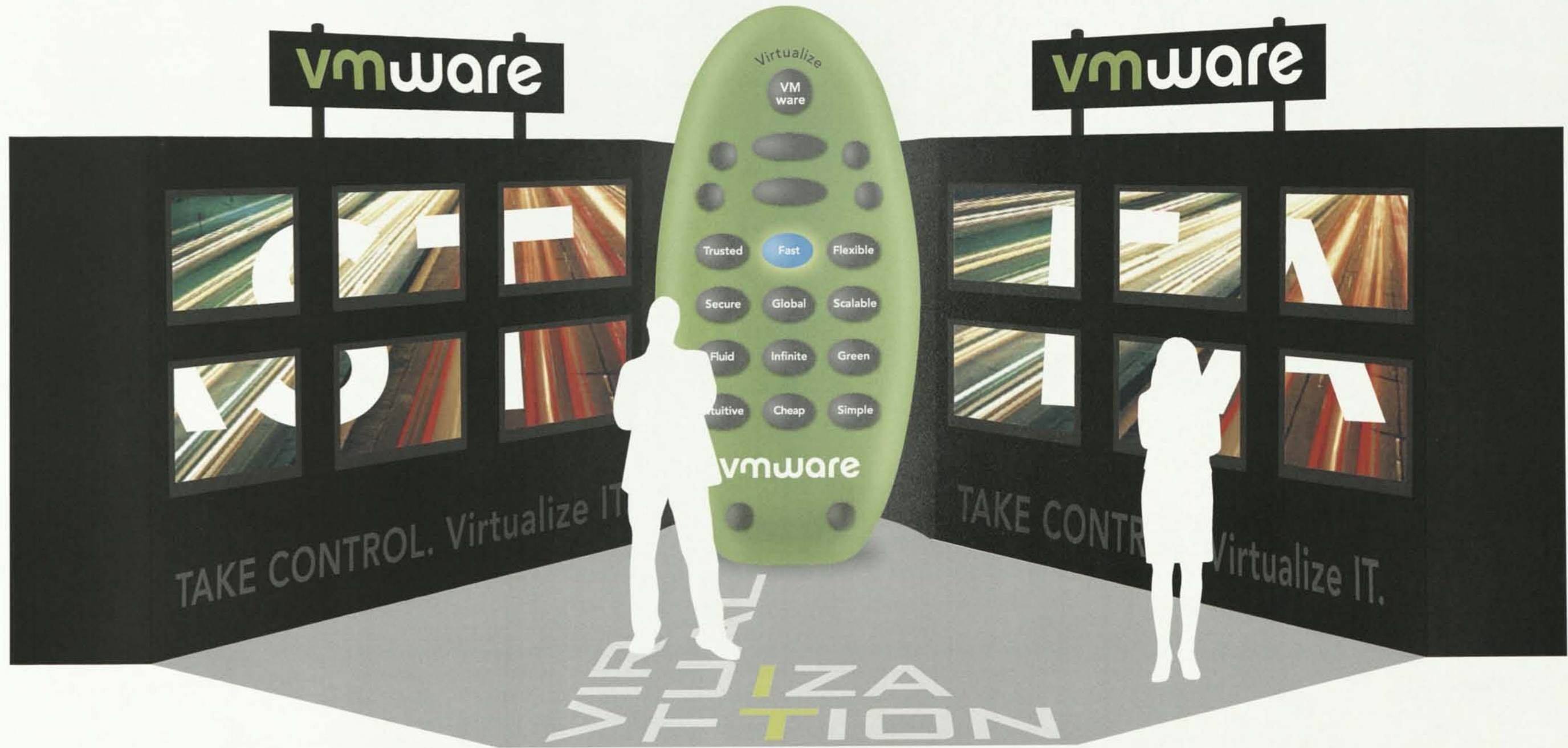
WHERE YOU WANT





TRADESHOW BOOTH





TRADESHOW BOOTH

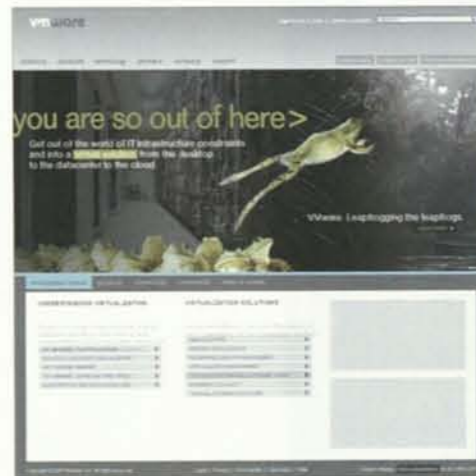
option five

VMWARE

FREEDOM FROM CONSTRAINTS.

The Creative:

Homepage



eNewsletter



Datasheet



Tradeshow Exhibit



The Concept:

Surreal landscapes created by collaging separate images celebrate the ultimate freedom from constraints. Whimsical, non sequitur, memorable and unique, the collaged images capture a variety of company attributes ranging from culture to advanced platform. At the highest level, freedom from conventional representations of network technology, but it also speaks to increased security (life savers), bandwidth (balloons) and scalability (frogs). These stand in direct contrast to the monochromatic, and restricted traditional network imagery. The limited use of color suggests the contrast between old limitations and new possibilities, and viewers will be drawn to the vibrancy of the new platform.

**Expanding the system:** Collage makes this system inherently expandable. It builds on traditional technology imagery but takes it to an unexpected new place, made possible with virtualization. A language of color and collage allows for as many possibilities as you can imagine.

Typography:

AGBookBQ Light  
AGBookBQ Regular  
**AGBookBQ Medium**  
**AGBookBQ Bold**

AG Old Face Regular  
**AG Old Face Regular**

Arial Regular  
**Arial Bold**

Color Palette:



Photography Style:

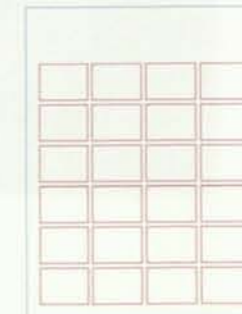
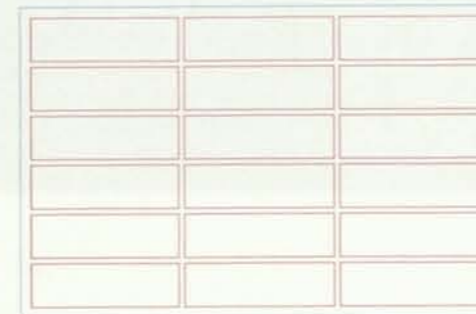
Photomontage using unexpected metaphorical imagery that transitions from black and white to color.



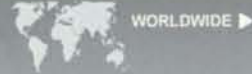
The Grid System:

The Website grid is based on a 3 column system.

Collateral is based on a 4 column system.



vmware



COMMUNITIES VIRTUAL APPLIANCES STORE SUPPORT

Downloads | Account | Contact Us

solutions products technology services resources customers partners about us

SEARCH

free >

From the **limitations** of endless racks upon racks of hardware, wires and headaches.

VMware. Virtualization solutions from the desktop to the datacenter to the cloud.

LEARN MORE >

Understanding Virtualization

Virtualizing Solutions

Virtualizing Technology

NEWS

EVENTS

BLOGS

VIEW ALL NEWS >

April 7, 2009 VMware Helps Catholic Healthcare West Reduce Capital and Operating Expenses, Increase Operational Flexibility

April 7, 2009 VMware Platform Enables BayScribe to Reinvent Dictation Services for Healthcare with Cloud-based Solution

April 6, 2009 VMware Launches Aggressive Program to Help Customers Slash Server Costs in Half, Guaranteed

DATACENTER PRODUCTS >

DESKTOP PRODUCTS >

vmware

WORLDWIDE ▶

COMMUNITIES

VIRTUAL APPLIANCES

STORE

SUPPORT

Downloads | Account | Contact Us

solutions

products

technology

services

resources

customers

partners

about us

SEARCH

# you are so out of here >

Get out of the world of IT infrastructure constraints and into a **virtual solution** from the desktop to the datacenter to the cloud.



VMware. Leapfrogging the leapfroggers now.

LEARN MORE ▶

Understanding Virtualization

Virtualizing Solutions

Virtualizing Technology

NEWS

EVENTS

BLOGS

VIEW ALL NEWS ▶

April 7, 2009 VMware Helps Catholic Healthcare West Reduce Capital and Operating Expenses, Increase Operational Flexibility

April 7, 2009 VMware Platform Enables BayScribe to Reinvent Dictation Services for Healthcare with Cloud-based Solution

April 6, 2009 VMware Launches Aggressive Program to Help Customers Slash Server Costs in Half, Guaranteed

DATACENTER PRODUCTS ▶

DESKTOP PRODUCTS ▶

vmware



COMMUNITIES

VIRTUAL APPLIANCES

STORE

SUPPORT

Downloads | Account | Contact Us

solutions products technology services resources customers partners about us

SEARCH

# go ahead, jump in >

You've never been more **secure** from drowning in a sea of hardware, complexity, costs.

VMware. Virtualization solutions from the desktop to the datacenter to the cloud.

[LEARN MORE >](#)

Understanding Virtualization

Virtualizing Solutions

Virtualizing Technology

NEWS

EVENTS

BLOGS

[VIEW ALL NEWS >](#)

April 7, 2009 VMware Helps Catholic Healthcare West Reduce Capital and Operating Expenses, Increase Operational Flexibility

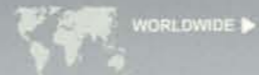
April 7, 2009 VMware Platform Enables BayScribe to Reinvent Dictation Services for Healthcare with Cloud-based Solution

April 6, 2009 VMware Launches Aggressive Program to Help Customers Slash Server Costs in Half, Guaranteed

[DATACENTER PRODUCTS >](#)

[DESKTOP PRODUCTS >](#)

vmware



COMMUNITIES

VIRTUAL APPLIANCES

STORE

SUPPORT

Downloads | Account | Contact Us

solutions

products

technology

services

resources

customers

partners

about us

SEARCH

you are out of here >

Get out of the structure constraints and into a virtual solution from the desktop to the datacenter to the cloud.

- Virtualization Basics
- Why Choose VMware
- Technology and Architecture
- Virtual Datacenter OS
- Desktop Technology
- Mobile Technology
- Standards and Interfaces



VMware. Leapfrogging the leapfroggers now.

LEARN MORE >

Understanding Virtualization

Virtualizing Solutions

Virtualizing Technology

NEWS

EVENTS

BLOGS

VIEW ALL NEWS >

April 7, 2009 VMware Helps Catholic Healthcare West Reduce Capital and Operating Expenses, Increase Operational Flexibility

April 7, 2009 VMware Platform Enables BayScribe to Reinvent Dictation Services for Healthcare with Cloud-based Solution

April 6, 2009 VMware Launches Aggressive Program to Help Customers Slash Server Costs in Half, Guaranteed

DATACENTER PRODUCTS >

DESKTOP PRODUCTS >

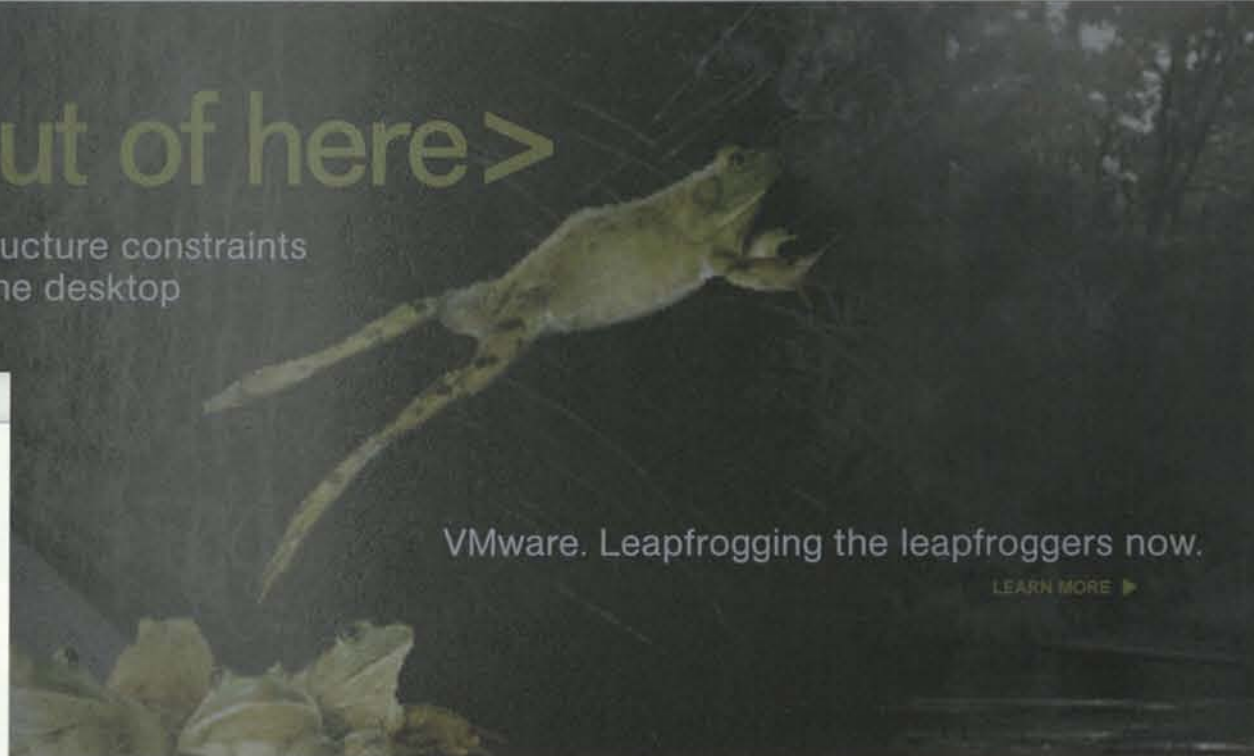
# you are so out of here >

Get out of the world of IT infrastructure constraints and into a **virtual solution** from the desktop to the datacenter to the cloud.

## Understanding Virtualization

Expand your virtual infrastructure into a virtual datacenter operating system. Build a more resilient infrastructure and get better control over your desktops, servers, and applications.

- ▶ GET AN INTRO TO VIRTUALIZATION
- ▶ WHY CHOOSE VMWARE?
- ▶ COST SAVINGS WITH VIRTUALIZATION
- ▶ ENERGY EFFICIENCY AND GREEN IT
- ▶ TRY VMWARE - DOWNLOAD FREE TRIALS
- ▶ ATTEND A FREE VIRTUALIZATION FORUM



VMware. Leapfrogging the leapfroggers now.

LEARN MORE ▶

Virtualizing Solutions

Virtualizing Technology

NEWS

EVENTS

BLOGS

VIEW ALL NEWS ▶

April 7, 2009 VMware Helps Catholic Healthcare West Reduce Capital and Operating Expenses, Increase Operational Flexibility

April 7, 2009 VMware Platform Enables BayScribe to Reinvent Dictation Services for Healthcare with Cloud-based Solution

April 6, 2009 VMware Launches Aggressive Program to Help Customers Slash Server Costs in Half, Guaranteed

▶ DATACENTER PRODUCTS

▶ DESKTOP PRODUCTS





## Site Recovery Manager jumpstart

VMWARE® SITE RECOVERY MANAGER (SRM) AUTOMATES THE EXECUTION OF DISASTER RECOVERY PLANS FOR THE VIRTUAL ENVIRONMENT, REDUCING YOUR TIME TO RECOVER AND MINIMIZING THE POSSIBILITY OF HUMAN ERRORS DURING THE RECOVERY PROCESS.

The VMware Site Recovery Manager Jumpstart provides you with a proof-of-concept, on-site installation and configuration of Site Recovery Manager. You will also learn how to prepare an effective disaster recovery plan and configure site recovery manager to execute the plan for you if an outage occurs.

As part of this engagement, a VMware Certified Professional (VCP) consultant will install and configure Site Recovery Manager in your environment, and create and execute a sample recovery plan.

### BENEFITS

- Shorten time to recover and minimize human error when outages occur
- Mitigate risk by leveraging experienced consultants and understanding proven best practices
- Accelerate staff learning for optimized implementation

### TARGET AUDIENCE

Customers experienced with VMware Infrastructure who want to implement VMware Site Recovery Manager for disaster recovery

### ROLES AND RESPONSIBILITIES

- On-site installation of customer's licensed copy of VMware
- Site Recovery Manager to represent two sites: one primary and one recovery
- Proof-of-concept setup at one location only
- Interactive workshop focusing on disaster recovery planning using VMware Site Recovery Manager, and VMware Site
- Recovery Manager architecture, administration and operations
- Sharing of best practices for using VMware Site Recovery Manager

vmware

vmware

# enewsletter

December 2009

Issue 52

▶ industry events

▼ news & awards

VMware Expands Partnership  
with Computer Associates

VMware Joining PCI Security  
Standards Council

VMware Named Top 100 IT  
Company by Business Week

▶ live webcasts

▶ white papers

▶ customer spotlight

▶ mylearn courses

▶ customer spotlight

newsletter archives

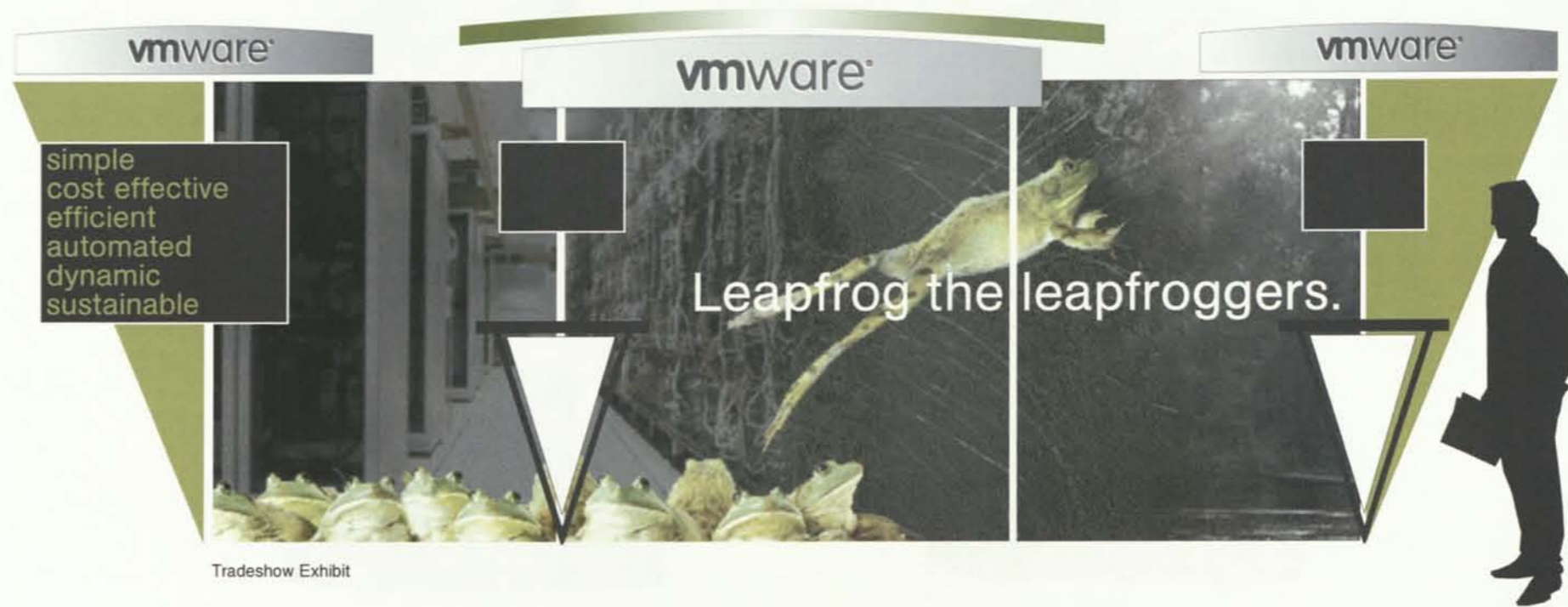
VIEW BY STORY

VIEW BY LIST

## VMware Turns 10: Looking Back at a Decade of Virtualization and Game-Changing Innovation

- 2008 Marked the 10th birthday for VMware, providing a great opportunity to take a brief look back at the history of the company that has transformed information technology and x86 computing.
- 1998 VMware founded by Mendel Rosenblum, Diane Greene, Edward Wang, Scott Devine and Edouard Bugnion with the shared vision of bringing virtual machine technology to x86 systems.
- 1999 VMware announces availability of VMware Workstation 1.0, which would go on to become one of the most highly acclaimed desktop software products on the market.
- 2001 VMware releases its first server virtualization products, GSX Server (now VMware Server) and ESX Server (now VMware ESX), the first hypervisor to deliver "bare-metal" virtualization.
- 2002 The U.S. Patent and Trademark office issues VMware its first two patents.
- 2003 EMC Corporation announces acquisition of VMware for \$635 million USD.
- 2004 VMware hosts the first VMworld conference, attended by 1,400 people, at the Manchester Grand Hyatt in San Diego, California.
- 2007 EMC sells approximately 10 percent of VMware via an initial public offering (IPO) of newly issued VMware stock.
- 2008 The VMworld conference, in only its fifth year, draws a record crowd of 13,832 attendees, as VMware announces major new initiatives in server, desktop and cloud computing.

Today, VMware is the global leader in virtualization from the desktop to the datacenter with more than 120,000 customers, including all of the Fortune 100 and 95 percent of the Fortune 1000. The company has won more than 210 awards, and millions of





T-SHIRT / FRONT



T-SHIRT / BACK



eleven**eighty**five**design**