VMware
Changing the IT Landscape Together

Stephen O’Herlihy
Sales Specialist - Northern Europe
"76% of enterprises will be pursuing a private cloud computing strategy by 2012."

Private Cloud Computing: The New Virtualization
Thomas Bittman
Gartner Data Center Conference
Let’s take a look at a second data point from Gartner.

I have some quantitative data later in this presentation that illustrates this finding in more detail but for now, just look at it this way.

Three out of four enterprises want to build a private cloud and VMware is the very first vendor that they think of when embarking on the journey. As so many are already using our technology I suppose this shouldn’t come as too much of a surprise to us!

Put quite simply: virtualization is a prerequisite of cloud computing and VMware is the established market leader in this space both in terms of market and mindshare.

I hope I have your attention!

This Magic Quadrant graphic was published by Gartner, Inc. as part of a larger research note and should be evaluated in the context of the entire report. The Gartner report is available upon request from VMware.
5 of 5 cloud providers in Leader’s Quadrant are VMware-based!
Existing Datacenters

New Enterprise Apps
SaaS Apps
Existing Apps

Public Infrastructure

Cloud Infrastructure & Management
*On-demand, flexible infrastructure to speed deployments*
Cloud Application Platform
*Rapid delivery of new, modern business applications*

Cloud Infrastructure & Management
*On-demand, flexible infrastructure to speed deployments*
End-User Computing
*Empowered workforce thru flexible, mobile access to apps and data from any device*

Cloud Application Platform
*Rapid delivery of new, modern business applications*

Cloud Infrastructure & Management
*On-demand, flexible infrastructure to speed deployments*
Questions?