

# VMware Solutions for Small and Midsize Business

Protect your business and simplify your IT

## AT A GLANCE

VMware is the most trusted virtualization vendor across all industries and company sizes, used by more than 250,000 customers worldwide. With VMware, you can keep your business running with business continuity protection, and improve productivity by enabling end users to access their applications from any device. VMware's policy-based automation keeps IT management simple and secure to save you time and provide peace of mind.

## KEY BENEFITS

### Protect your business

- Get high availability for your existing applications, using the hardware you already have
- Enable secure delivery of data, apps, and desktop environments to end users anywhere, from any device
- Strengthen security with automated patch management and state-aware, virtualized security policies

### Simplify IT and improve productivity

- Improve productivity for your end users with collaboration, including integration or mash-ups with other applications to streamline workflow
- Simplify SMB IT with intuitive web-based management that keeps technology out of your way while putting it at your service

### Save money

- Consolidate workloads from 20 servers to 3 to save on hardware and operating costs
- Reduce application costs by 50-75% with an email and collaboration solution that is more cost-effective to deploy and manage
- Simplify end user device management with virtualized desktops

*"VMware vSphere solutions deliver critical capabilities for SMBs that are drop-dead easy to use...that makes it a slam dunk for SMBs looking for redundancy in their environment, as we don't always have specialized network engineers on staff."*

— Justin Lauer,  
IT manager for Campbell Clinic Orthopedics

## SMB Challenges Today

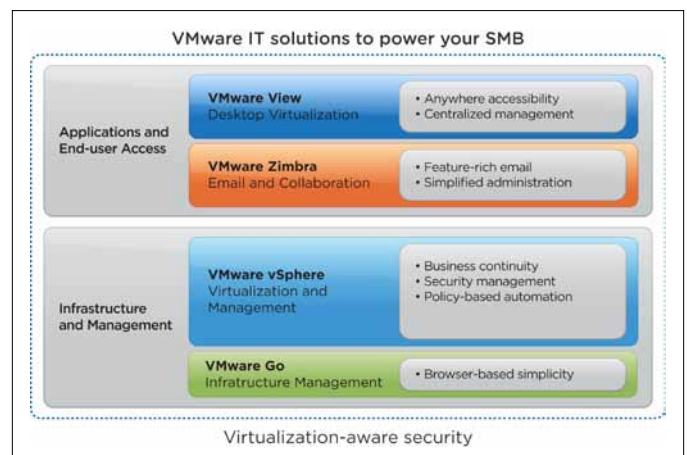
Small and Midsize Businesses face the unique challenge of ensuring high application availability and managing an increasingly complex IT environment all without the budgets of much larger IT organizations. End users expect greater flexibility and access to resources from multiple devices, but are stuck with desktop-centric email solutions with limited offline capabilities.

## VMware Solutions for SMB

Protect your business with vSphere, the industry's leading virtualization platform, which provides built-in business continuity for all your applications. vSphere High Availability automatically restarts applications when server failures occur, and vSphere Fault Tolerance can ensure no disruption even in the face of a server failure. With VMware View desktop virtualization, vSphere's business continuity benefits can also be extended to your end user environments.

To simplify IT, VMware provides intuitive management so the technology stays out of the way. vCenter Server can ensure your most important apps perform at their best with just a few mouse clicks. Zimbra provides simplified management of end user mailboxes, while VMware Go enables you to manage your virtual and physical infrastructure via your Web browser.

VMware helps SMB save in several ways. vSphere consolidates server workloads and automates management to help you save time and money, and View enables you to centrally manage desktops for remote employees or offices. To help save on application costs, Zimbra provides cost-effective and feature-rich email collaboration solutions. End users can continue to use their favorite email client.



## Infrastructure and Management

### VMware vSphere – SMBs' top choice for virtualization

vSphere simplifies IT by separating applications and operating systems from the underlying hardware (using the ESXi™ hypervisor). Your existing applications see dedicated resources, but your servers can be managed as a pool of resources. The result is a simplified yet resilient IT environment in which to run your business. vSphere enables you to:

- **Ensure business continuity** with automatic detection and recovery from server failures, by restarting applications automatically on working servers
- **Maintain application service levels** by using policy-based prioritization of compute, network, and storage resources
- **Improve application quality** by provisioning test or development environments in minutes
- **Dramatically save on server hardware and operating costs** – SMBs using vSphere on average run ten workloads per server host

vSphere comes in Standard, Enterprise, and Enterprise Plus Editions. SMBs just getting started with virtualization can take the first step with Acceleration Kits, which include vSphere virtualization and vCenter Server for central management. Acceleration Kits are scalable and have extensible management capabilities. Essentials Kits are also available, providing cost-effective solutions packages to help businesses with small IT environments get started faster.

### VMware vSphere Storage Appliance (VSA)

VSA is revolutionary software that turns your servers' internal storage into a shared storage resource. Simple to install and manage, VSA enables you to use advanced vSphere features without expensive hardware-based shared storage.

### VMware Go – IT management with Web-browser simplicity

Get your virtualization up and running quickly with VMware Go, which provides step-by-step installation guidance directly from your Web browser. VMware Go enables you to manage your entire physical and virtual infrastructure, and includes patch management, trouble ticket management with Help Desk, and Software License Management

## Applications and End-User Access

### VMware Zimbra - feature-rich email and collaboration

VMware Zimbra is a next-generation, open email and collaboration solution that enhances user productivity on any platform or device and simplifies manageability. Zimbra is also available as a virtual appliance to further simplify deployment and management. Zimbra enables you to:

- **Reduce risks and improve IT productivity** through a single lifecycle management policy for the entire stack –operating system, application and security updates.
- **Improve Productivity for end users** through collaboration and integration or mash-ups with other applications to streamline workflow. End users can easily access email, data and contacts from anywhere and from any device
- **Reduce IT costs by 50-75%** with an email and collaboration solution that is more cost-effective to deploy and manage

### VMware View – gold standard for desktop virtualization

VMware View delivers a rich, personalized desktop as a centrally managed service. End users can get a consistent high performance desktop experience from any device whether in office or on the go. View enables you to:

- **Deliver business continuity for end users** with high availability desktops running on the industry-leading vSphere virtualization platform.
- Provide end user flexibility by enabling **secure delivery of data, applications and desktop environments** to end users anywhere, from any device – all while you maintain IT control
- **Save by centralizing desktop administration** for remote users or offices. Migrate or upgrade operating systems and applications with less downtime, or get more out of your existing desktop assets and eliminate the need to recertify applications.

## Learn More

For information or to purchase VMware products, call 877-4VMWARE (outside of North America dial 650-427-5000), or visit [www.vmware.com/products](http://www.vmware.com/products).

For detailed product information and systems requirements, please refer to additional detail online.

