

VMware Acquires Carbon Black

Press Release: <http://www.vmware.com/go/vmware-carbon-black>

8 October 2019

1. What did VMware announce today (October 8, 2019)?

- VMware has completed its acquisition of Carbon Black. VMware now provides a combination of the next generation security cloud with Carbon Black's protection suite and VMware's intrinsic security assets.

2. What will the impact of this acquisition mean for VMware?

- Adding this company to the VMware portfolio helps the company deliver software solutions that enable customers to protect any app, on any cloud and any device.
- The addition of Carbon Black enables us to address key strategic priorities of CIOs – building apps with a modern approach and protecting enterprise applications and endpoints. It also gives us access to a new customer segment: IT security teams.

3. What is the benefit to Carbon Black?

- The channel distribution and direct enterprise reach of VMware, Dell and SecureWorks across both client and server endpoints, can further accelerate the adoption of Carbon Black in the enterprise, both through direct selling, and through partners.
- VMware's reach and penetration in the data center, combined with Carbon Black's capabilities, creates a uniquely far-reaching security platform in the industry.

4. What is VMware's security strategy? How does this acquisition fit in with this strategy?

- The addition of Carbon Black accelerates our intrinsic security strategy across the most important security control points – network, endpoint, identity and analytics.
- Carbon Black also provides VMware with a security platform that includes a powerful data lake and analytics capabilities with AI/ML.
- VMware is now poised to take a significant leadership role in security for the new age of multi-cloud, modern apps and modern devices.

5. Why are VMware and Carbon Black product strategies better together?

- The combination of Carbon Black's solutions with VMware's security products including AppDefense, Workspace ONE, NSX and SecureState, creates a modern and highly differentiated intrinsic Security Cloud Platform for Any App running on Any Cloud delivered to Any Device.

- VMware extends Carbon Black's Security Cloud, with areas of telemetry that VMware and partner solutions collect, across both companies' products, enriching its data lake, security graph and ML algorithms, to best protect customers.
- The addition of Carbon Black accelerates VMware's vision for intrinsic security across the most important security control points – Network, Endpoint, Identity and Analytics.

6. When can customers or partners buy Carbon Black solutions through VMware?

- You are now able to buy Carbon Black solutions as part of our full, combined product portfolio.

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