

**VMware Announces Close of Pivotal Acquisition**  
**VMware FAQ**  
**30 December 2019**

**1. What did VMware announce today (12/30/19)?**

VMware has completed its acquisition of Pivotal. VMware is now positioned to deliver the most comprehensive enterprise-grade, Kubernetes-based portfolio for modern applications—helping customers to succeed at each step of their cloud native journey.

**2. What is Pivotal?**

Pivotal combines platform, tools and methodology to help the world's largest companies adapt to change and deliver exceptional user experiences. It is a technology leader and is transforming the way the world's largest companies build and run their most important modern applications.

**3. Why did VMware buy Pivotal?**

We see Kubernetes as a key to the future of software development for multi-cloud infrastructure. Just as VMware's customers benefited from having a fully integrated SDDC stack, we see a similar opportunity in providing a complete Kubernetes stack, with a comprehensive set of developer-ready tools to enable the global enterprise.

With Pivotal, VMware now offers product building blocks and integrated solutions, with the proven patterns and technical expertise that customers need to build and operate a modern software supply chain.

Transformation requires a proven methodology and resources that can help customers build modern applications. Pivotal is a leader in this area, having successfully helped transform some of the largest enterprises in the world.

Spring is one of the most widely used and deployed modern application frameworks – and Pivotal's leadership for the Spring ecosystem is critical to many tens of millions of developers around the world.

Combining Pivotal's developer capabilities with VMware's Kubernetes run-time infrastructure and management will offer differentiated value above the multi-cloud infrastructure layer by bringing enhanced order, stability and security to software delivery.

Pivotal delivers a comprehensive portfolio of developer tools as part of the VMware Tanzu portfolio of products and services.

**4. What is the benefit to Pivotal's and VMware's customers?**

Pivotal's customers have told them they want them to deliver more tightly integrated products with VMware. Pivotal joining VMware is a win for its customers, a win for Pivotal, and a win for VMware:

- With hundreds of thousands of customers, VMware greatly expands Pivotal's reach and enables it to transform how many more organizations around the world build and run software. VMware's strong relationships within the Fortune 500 organizations can help to further establish a foothold for Pivotal offerings in new accounts and expand current ones.
- The world is increasingly relying on software, and developers are becoming increasingly important. VMware is poised to be a leading enabler of Kubernetes with a deep understanding of operators. Now Pivotal has joined us, bringing a deep understanding of developers.
- With Pivotal, VMware gets the a leading application platform in the industry, which together with a learning culture and strategic services, enables VMware to close the gap between operators and developers and to help customers transform the way they build software on Kubernetes.

5. **What is VMware's applications strategy? How does Pivotal fit in with this strategy?**

VMware's applications strategy centers on offering customers a common platform to serve the needs of both traditional applications and cloud native applications. We believe that platform should be built on Kubernetes. That allows us to provide customers a complete Kubernetes stack, from infrastructure to application, to help enterprises transform themselves through software.

This acquisition builds on this strategy. By bringing VMware and Pivotal together in one company, we can offer product building blocks and integrated solutions, with the proven patterns and technical expertise that customers need to build and operate a modern software supply chain. The newly created Modern Applications Platform business unit connects central IT and application owners to accelerate software delivery and drive business outcomes.

The acquisition also supports VMware's vision for VMware Tanzu, the recently announced portfolio of products and services to transform the way our customers build, run and manage software on Kubernetes. VMware Tanzu introduces opportunities to bring IT operators and developers into closer alignment.

6. **When can customers or partners buy Pivotal solutions through VMware?**

Business continues as-is. Customers can continue to purchase PKS through VMware as they have done before. Pivotal products will continue to be available via VMware or through Pivotal.

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