

Cisco and VMware Alliance

Changing the IT Landscape Together

BETTER TOGETHER

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DID YOU KNOW?

Virtualization has been a central tenet of the Cisco technology vision since the Cisco Catalyst® 5000 introduced VLAN technology in the mid 1990s.

Why VMware and Cisco

VMware and Cisco are accelerating your Journey to the cloud – providing shared data center solutions through virtualization of the network and IT infrastructure.

1. Joint Cloud Vision

- Both VMware and Cisco share a long-held vision of the value of virtualization to the IT organization and your business.
- Both companies advocate that the cloud infrastructure – private, public, and hybrid – is the next step to enhancing your business agility and making your business more competitive.

2. A History of Collaboration

- 2007: Cisco invests \$150 million in VMware, joins board of directors.
- 2009: Cisco and EMC, with VMware, launch the Virtual Computing Environment (VCE) Coalition.
- 2010: Cisco authorized to resell VMware ELA's.

3. Virtual Machine-Aware Infrastructure

- Cisco solutions are purpose built for virtualized environments.
- Cisco UCS – Manage Dynamic Data Center and Cloud Environments.
- Cisco Nexus 1000V – Virtual Machine-Aware Network Services.
- Cisco Virtual eXperience Infrastructure (VXI) – enables all categories of workers to access any application on any device from any workplace environment.
- Cisco UCS Express - Simplify Branch Office Infrastructure.

4. Joint Resale and Go To Market

- Cisco resells vSphere and sells UCS Express with embedded ESXi.
- VMware resells the Nexus 1000V virtual switch.

5. Better Together

- The UCS+vSphere solution provides per-VM QoS management, which improves application availability. No other solution can do this.
- Combination of vSphere with UCS Extended Memory Technology offers higher density of VMs per host – ideal for lowering per desktop cost in a VDI implementation.
- Nexus 1000V returns visibility to network administrators and offloads workload from server administrators, allowing server administrators to concentrate on virtualizing more of their environment.
- Cisco UCS and VMware vSphere increase business continuity and availability of Tier 1 applications, including Cisco Unified Communications (UC) used for collaboration.
- VMware View - with the capabilities of PCoIP to deliver media rich content and the enhanced networking capabilities of the Nexus 1000V - delivers high end, network-friendly VDI capabilities for industries such as Healthcare.

Key Solutions

Enabling Pervasive Virtualization

Cisco Unified Computing System in tandem with VMware vSphere software brings unprecedented support for virtual environments enabling rapid application deployment with heightened security, availability, and performance leading to increased business agility, return on investment, and lower total cost of ownership.

FIND OUT MORE

Solution and Sales Information

For more details about VMware and Cisco solutions, visit [VMware's Cisco alliance page](#) or [Cisco and VMware Alliance page](#).

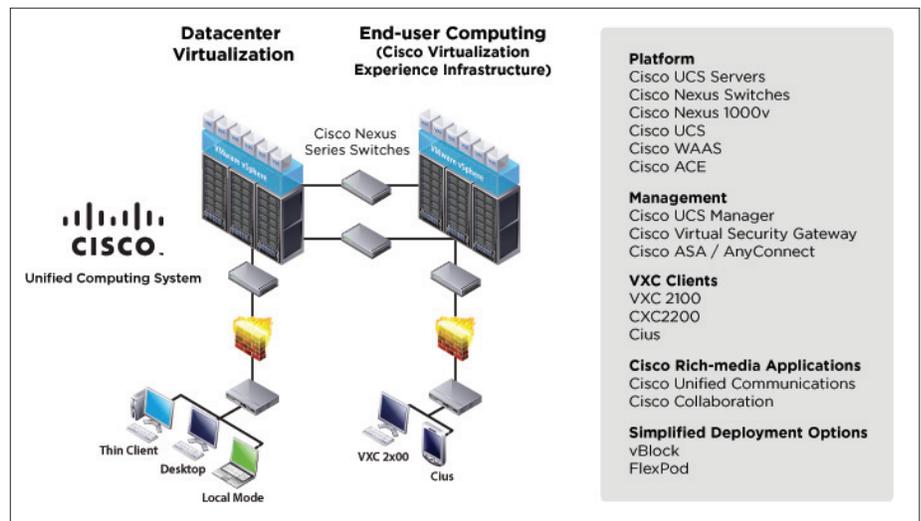
For training and other sales tools, visit [VMware Partner Central](#).

- **Simplified architecture.** Simplified architecture results in lower capital costs.
- **Designed to Reduce TCO.** Stateless architecture increases resource utilization when virtualized with vSphere.
- **Secure Virtualized Applications.** Applications, Virtual Machines or Virtual Desktops are secured across the network.

Virtualizing the Network

The Cisco Nexus 1000V Series is a full-fledged Cisco® NX-OS Software switch, which gives network administrators the same features, capabilities, and management functions that they have on traditional hardware-based switches, but now delivered with virtual machine-level granularity.

- **Increased IT Control.** The interaction between VMware vCenter and the Cisco Nexus 1000V Series is an excellent example of network level automation.
- **Nondisruptive Operations.** Customers are able to preserve their existing management model and operational best practices.
- **Increased Security and Compliance.** Visibility and accountability of the VM across the network provides user, SLA or priority based rules and permissions.



“In support of VMware View™ and the PCoIP display protocol, Cisco offers integrated unified fabric switching and unified computing solutions that provide an ideal infrastructure for virtual desktop environments by delivering higher virtual machine density and performance and improved security.”

– Soni Jiandani, Vice President of Marketing, Server Access and Virtualization Technology Group, Cisco

Virtualizing the Desktop

Only VMware View and Cisco Unified Computing System bring a new level of control of data, infrastructure and long-term costs to the corporate desktop environment, while enabling near-native user experience and access at anytime from anywhere.

- **New Level of Control for Desktops.** This joint solution provides a greater level of control over desktops and laptop environments while adding a new level of security the end-to-end infrastructure.
- **Simplified Control of Desktop Infrastructure.** Supports the process of migrating users with a simplified solution for the deployment of new virtual infrastructure and the virtual desktops that run on them.
- **Control Long-Term Desktop Costs.** The joint solution with its simplified architecture and integrated management enable just-in-time provisioning of desktops for even further reductions to total cost of ownership.

