

VMware Solutions for Small and Midsize Business

Protect Your Business, Simplify and Save on IT, and Empower Your Employees

AT A GLANCE

VMware is a leader in virtualization and cloud infrastructure solutions across all industries and company sizes—solutions that are used by more than 500,000 customers worldwide. With VMware® technology, you can keep your business running with continuous protection and improve productivity by enabling end-users to access their applications from any device. Policy-based automation from VMware keeps IT management simple and secure to save you time and provide peace of mind. Cloud services from VMware and VMware vCloud® service providers enable you to leverage your existing investments and seamlessly extend your data center to the public cloud.

Business Challenges

Businesses today are faced with the challenge of ensuring access to IT resources and applications while managing an increasingly complex environment. IT's ability to expand the infrastructure to support business needs is constrained due to limited funds and resources. At the same time, increasingly mobile end users expect greater flexibility and self-service access to resources.

VMware Solutions for Your Business

With VMware solutions for small and midsize business, you can optimize your limited resources to enable you to focus on your business. Our solutions enable you to protect your IT infrastructure, even as it evolves to support your business initiatives. The end result is simplified IT management, lower costs and the flexibility to support your mobile workforce.

VMware offers solutions tailored to small and midsize businesses' broad range of IT needs:

- **Server virtualization for small business** – VMware vSphere® Essentials Plus enables companies with small IT environments to easily get started on virtualization and gain the benefits of server consolidation and business continuity.
- **Server virtualization for midsize business** – VMware vSphere with Operations Management™ offers midsize companies a range of capabilities and tools for maximizing the benefits of their virtualization platform—from server consolidation and high availability to policy-based data center automation.
- **Private cloud** – VMware vCloud® Suite provides the components to deliver infrastructure-as-a-service and quickly transform a data center into an agile private cloud.
- **Hybrid cloud** – With VMware vCloud Hybrid Service™ and vCloud service providers, companies can seamlessly extend their data centers to the cloud without additional capital expenses.
- **End-user computing** – VMware Horizon™ Suite enables IT to transform physical and virtual desktops and applications into centralized IT services that can be securely delivered to end-users on any device - in the office, at home or on the go.

KEY BENEFITS

Protect Your Business

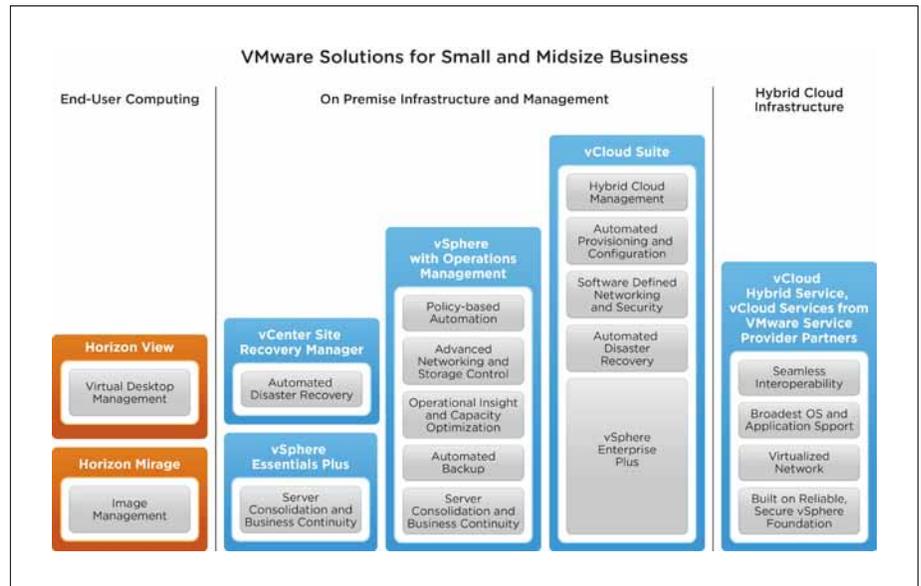
- Get high availability for applications using the hardware you already have.
- Strengthen security with automated change management and virtualized security policies.
- Detect and prevent issues before they occur.
- Run virtualized applications in the cloud with the same internal performance.
- Get common identity and access management across your environments.
- Enable secure delivery of data, applications and desktop environments anywhere.

Simplify and Save on IT

- Using built-in management, keep technology out of your way while putting IT at your service.
- Simplify IT by centralizing management and transforming servers into shared storage.
- Save costs by consolidating workloads.
- Lower cost of ownership by leveraging the same virtualization solution across your data center and the cloud.

Mobilize Your Employees

- Deliver access to applications—anywhere, from any device.
- Quickly add capacity to deliver on-demand resources.



Infrastructure and Management Solutions

VMware vSphere

VMware vSphere is the trusted choice for server virtualization. vSphere simplifies IT by separating applications and operating systems from the underlying hardware. Applications see dedicated server resources while 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 do the following:

- **Ensure business continuity** with automatic detection and recovery from server failures by having applications restart automatically on working servers.
- **Maintain application service levels** 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** by delivering an average 10:1 server consolidation ratio.
- **Provide the foundation for an automated disaster-recovery solution** with replication that is cost-efficient and simple yet powerful.

Companies getting started with virtualization can take the first step with vSphere Kits and vCenter™ Log Insight™.

- **vSphere Essentials Plus Kit:** Provides the most cost-effective way for small businesses to achieve server consolidation and business continuity.
- **vSphere with Operations Management Acceleration Kit:** Provide midsize businesses with scalable virtualization, maximum availability and control. Inclusion of vCenter Operations Management helps provide insight into capacity and performance to help IT maximize operational efficiency.
- **vCenter Log Insight:** Provides automated log management through aggregation, analytics and search, enabling operational intelligence and enterprise-wide visibility in dynamic hybrid cloud environments.

“We knew that we could go to VMware and get the cloud solution, as well as the virtualization solution, because virtualization was just the first step to us to become fully virtualized in a private cloud environment, with software security solutions like VMware vShield™ and VMware vCenter Operations Manager™.”

- Sunny Nair
Vice President of IT and System Operations
BancVue

“vCloud Hybrid Service will provide a great up-to-date test environment that can easily be converted to production. That is good for mirroring or backing up to a different geographical location for Disaster Recovery purposes.”

- Colby Cousens
System Administrator
City of Melrose

VMware vCloud Suite

VMware vCloud® Suite™ is a private cloud infrastructure solution based on vSphere. vCloud Suite allows IT to achieve cloud service provider economics in the data center, provision applications in minutes instead of weeks, and deliver the right availability and security for each application with policy-based governance. vCloud Suite is the first step for IT organizations towards the software-defined data center architecture. vCloud Suite enables you to do the following:

- **Increase IT responsiveness to your business** with policy controlled self-service access to cloud services, automated infrastructure and application provisioning to enable provisioning of virtual machines and multi-tier applications within minutes.
- **Simplify and automate IT operations management** to enhance IT productivity through complete monitoring and management of datacenter resources.
- **Deliver the best SLAs to all applications** by empowering IT to bring disaster protection, operational and regulatory compliance to all workloads.
- **Expand the capacity available to business units** by utilizing resources anywhere in the datacenter, regardless of networking boundaries including onsite private cloud or by leveraging trusted VMware-based off-premise public clouds as needed.

vCloud Suite is available in the following three editions:

- **vCloud Suite Standard:** Get started with infrastructure-as-a-service by taking advantage of rapid, managed access to virtual resources and deliver software-defined datacenter services including networking and security within virtual datacenters.
- **vCloud Suite Advanced:** Intelligently manage your infrastructure-as-a-service cloud and enable security and performance SLAs. Enable control and accountability with capacity, configuration and chargeback management. A highly available firewall and network load balancer deliver security and performance SLAs.
- **vCloud Suite Enterprise:** Build a complete and mature cloud for IT service and application provisioning and management. Offer quick and consistent on-demand provisioning of multi-tier applications. Deliver availability SLAs for business critical applications with disaster recovery and maintain performance SLAs with application monitoring.

VMware Hybrid Cloud

VMware and its vCloud service provider community offer cloud services built on the trusted foundation of vSphere, giving you a common platform to seamlessly extend your data center to the cloud. You can write, deploy and manage applications in the cloud the same way you do today, relying on the underlying platform to provide the same level of security, reliability and performance you get from your current VMware infrastructure. Seamless interoperability gives you the freedom to quickly deploy workloads to the cloud with the flexibility to move them between your on premises and off premises environments as your requirements change. A common, unified management platform enables you to administer the entire hybrid infrastructure—data centers and public cloud together—with a “single pane of glass” management framework, using the same tools, processes and skills you already have.

- **VMware vCloud Hybrid Service:** Run any workload, existing or new, with vCloud Hybrid Service—a secure, dedicated infrastructure-as-a-service cloud owned and operated by VMware. (Available in the United States today.)
- **VMware vCloud Service Providers Service:** Securely extend your on premise IT infrastructure with cloud services from VMware’s global ecosystem of vCloud service provider partners. (Available worldwide.)

“With VMware virtualization, we know we can switch our business over to our backup data center anytime—and be up and running within a few hours. And it costs a fraction of what we paid for the third-party disaster-recovery service we used before.”

- Tim Moudry
Associate Director of IT
Myron Steves

Business Continuity and Disaster Recovery Solutions

VMware has taken a holistic approach to business continuity and IT disaster recovery management, enabling you to protect all your virtualized applications with a comprehensive, simplified, automated and cost-effective business continuity and disaster recovery (BCDR) solution.

vSphere: Integrated Business Continuity

Ensure the highest level of availability and eliminate data loss for your business-critical applications without the cost and complexity associated with traditional application-level clustering. Minimize or eliminate the impact of an outage by automatically restarting business-critical applications on available hardware when an operating system (OS) or server-level failure occurs. Move running virtual machines anytime from servers requiring maintenance, without any service disruptions to the business.

vSphere Data Protection: Simplified Backup and Recovery

Protect your IT environment and simplify backup and recovery of your data and systems with VMware virtualization technologies. Simplify recovery of entire systems—including OS, applications and data—within your recovery time objectives (RTOs) using VMware vSphere Data Protection™ and VMware vSphere Data Protection Advanced.

vCenter Site Recovery Manager: Automated Disaster Recovery

Dramatically reduce the cost, time, complexity and unpredictability of traditional IT disaster recovery management solutions by taking advantage of the inherent flexibility, agility and efficiencies of a virtualization-enabled data center. Simplify and automate your disaster recovery plans and test in a nondisruptive manner with VMware vCenter™ Site Recovery Manager™ and vSphere Replication.

Disaster Recovery to the Cloud: Cost-Effective Disaster Recovery

Take advantage of VMware disaster recovery capabilities without the need for a secondary site. Leading VMware vCloud service providers offer disaster recovery to the cloud services leveraging vSphere Replication and vCenter Site Recovery Manager.

End-User Computing Solutions for Virtual and Physical Endpoints

With VMware end-user computing solutions, IT organizations of all sizes can centrally manage and deliver desktop images including the OS, applications and user data for physical endpoints and virtual desktop environments. This approach helps IT teams streamline desktop management tasks while ensuring that employees have fast, secure access to applications and data across devices and locations.

VMware Horizon View: Gold Standard for Desktop Virtualization

VMware Horizon View™ simplifies desktop management, increases security and control, reduces IT costs, and increases end-user access and flexibility to Windows desktop services. A single management console streamlines traditional desktop management while granular policy enables IT to customize access and user experience. Horizon View delivers the highest fidelity experience on the market for users who need applications, unified communications and 3D graphics as part of their daily workspace. With access available from a wide variety of devices and performance optimized for users across networks and locations, Horizon View delivers on the promise of a new way to work.

You can get started quickly and easily with Horizon View by leveraging [VMware vFast Track Reference Architectures](#). These architectures are fully tested and validated designs that take the cost and guesswork out of your existing desktop assets and eliminate the need to recertify applications.

“Today, VMware Horizon View supports a ‘desktop as a service’ model, allowing the firm to improve system uptime and reduce its mobile device costs by 22 percent via ‘bring your own device’ mobile computing.”

- Doug Caddell
CIO
Foley and Lardner

VMware Horizon Mirage: Central Image Management

VMware Horizon Mirage™ centralizes desktop image management in the data center while the managed image runs natively and locally on the end-user's PC. This enables end-users to leverage native PC performance, persistent personalization and user-installed applications, regardless of whether they are online or offline.

By providing continuous synchronization between the local and central copies, Horizon Mirage ensures that endpoint images are easily managed, maintained and updated. IT manages a single image across a diverse range of devices that can be easily recovered in case of disaster, moved when hardware is refreshed, or migrated to a newer OS. In addition, by decoupling the individual components of the image into different layers, Horizon Mirage ensures that IT can easily maintain core images for compliance reasons, without disrupting user data or profiles.

Learn More

For information or to purchase VMware products, call 877-4VMWARE (outside North America, +1-650-427-5000) or visit vmware.com/go/smb. For product information and system requirements, you can find additional detail online.

