VMware Solutions for Small and Midsize Business

Protect your business. Simplify and save on IT. Empower your employees.

SMB Challenges Today

Small and midsize businesses (SMBs) 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 IT infrastructure, even as it evolves to support your business initiatives. Simplify your IT management and footprint, and save on your overall IT costs. With VMware, you can refocus your limited resources on growing your business instead.

VMware offers solutions tailored to the resource availabilities and needs of small to midsize IT environments. Customers can deploy the VMware vSphere® platform to achieve immediate cost savings from server consolidation and business continuity. Protection and cost savings can be extended to the rest of your IT infrastructure with VMware offerings designed for application patching, IT operations management and disaster recovery. Customers looking to enhance end-user productivity can do so with VMware desktop virtualization and email application solutions.

VMware Small and Midsize Business Solutions

vmware®

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

Simplify and save on IT
- Simplify your IT with intuitive Web-based management that keeps technology out of your way while putting it at your service.
- Simplify your IT footprint by centralizing management and transforming your servers into a shared storage resource.
- Save on hardware and operating costs by consolidating workloads from 20 servers to 3.

Empower your employees
- Deliver flexible access to business applications to end users, anywhere, from the devices they choose.
- Improve productivity for your end users with collaboration, including integration or mash-ups with other applications, to streamline workflow.

"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, Campbell Clinic Orthopedics

Infrastructure and Management

VMware vSphere – *SMBs' top choice for virtualization*
vSphere simplifies IT by separating applications and operating systems from the underlying hardware (using VMware 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 10 workloads per server host.
- **Provide the foundation for a disaster recovery solution** with very cost-efficient, simple, yet powerful replication

SMBs getting started with virtualization can take the first step with vSphere Kits, which include vSphere virtualization and VMware vCenter Server™ for central management. vSphere Essentials Plus Kit provides the most cost-effective way for small businesses to achieve business continuity without shared storage hardware. Small businesses can use VMware Go Pro™ to easily adopt virtualization and as a gateway to consume cloud-based services, such as patch management. vSphere Acceleration Kits provide midsize businesses with scalable virtualization and offer extensible management capabilities, such as VMware vCenter Protect™ for patch management of physical and virtual environments and VMware vCenter Operations Manager™ to maximize IT operational efficiency. Multi-site SMBs can add VMware vCenter Site Recovery Manager ™ to implement an automated disaster recovery solution on premises.

VMware offers vSphere Storage Appliance as part of the Essentials Plus and Acceleration Kits to lower the costs of providing business continuity with a simplified IT footprint. This software transforms your servers' internal storage into a shared storage resource, allowing you to enable vSphere business continuity features such as VMware vSphere vMotion® and VMware vSphere High Availability.

Applications and End-User Access

SMBs can further extend their cost savings beyond servers to their entire IT environment with VMware solutions that deliver flexible, anywhere end-user access to business applications.

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 they are in the 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.

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 management. 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 life-cycle 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 to 75 percent with an email and collaboration solution that is more cost-effective to deploy and manage.

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