

# VMware Pulse IoT Center 2.0 SaaS - Partner Quote Sheet

## SOLUTION

VMware Pulse IoT Center is a secure, enterprise grade, edge infrastructure and IoT device management solution for both IT and OT organizations and any IoT use case.

## LEARN MORE

### Website:

[vmware.com/products/pulse-iot-device-management](https://vmware.com/products/pulse-iot-device-management)

**Blog:** [blogs.vmware.com/edge/](https://blogs.vmware.com/edge/)

**Twitter:** [@vmwareiot](https://twitter.com/vmwareiot)

**LinkedIn:** [@vmware-iot](https://www.linkedin.com/company/vmware-iot)

**VMware announces availability of the next generation of VMware Pulse IoT Center, VMware's edge infrastructure and IoT device lifecycle management platform. [Read the announcement blog here.](#)**

The VMware Edge and IoT Partner eco-system is incredibly strong now and growing stronger. Our partnership strategy encompasses the vast universe of IoT and edge markets – from device/sensor makers, edge gateways and edge compute solutions, data analytics and processing, IoT platforms and system integrators/consultants.

By collaborating with our partners, we are removing complexity by bringing together solutions for building scalable secure edge infrastructure to support all IoT use cases. We are working with our joint customers to design and execute IoT initiatives that rapidly go beyond prototyping and experimentation to deliver tangible business outcomes and help move our customers on their journeys to becoming digital enterprises.

## Atos:

“With the unprecedented growth in connected devices and the associated data generated, our customers need a strong offering in end-to-end service management considering the enormous size and complexities of the networks generated by the Internet of Things. Through our unique design partnership with VMware and enhanced alliance with Dell Technologies, we are very pleased to contribute to the development of IT tools and processes that will enable us to deliver improved business outcomes to our customers at scale. We welcome the launch of this latest version of Pulse IoT Center,” said Paul Albada Jelgersma, Global Head, Atos Codex Services for IoT & Siemens MindSphere.

## Axis Communications:

“We at Axis Communications welcome the launch of VMware Pulse IoT Center 2.0, which will complement our vision for enhanced managed IT capabilities,” said Robert Muehlbauer, Head of Business Development Partner Ecosystems, Axis Communications, Inc. “Axis Communications and VMware will also be expanding our collaboration to provide more secure and efficient IoT solutions, focused on joint customer use cases.”

### Dell Technologies:

“Dell Technologies and VMware share a passion for helping our customers become successful digital organizations. Our Edge and IoT solutions—which combine the best of Dell Technologies infrastructure with VMware Pulse IoT Center software—are helping our customers realize the benefits of real-time analysis of IoT data to accelerate their business growth,” said Bryan E. Jones, Senior Vice President & General Manager, OEM & IoT Solutions, Dell Technologies. “VMware Pulse IoT Center 2.0 will help our customers simplify their management of data and devices and advance their journey toward becoming a digital organization.”

### DXC Technology:

“We are excited to support this announcement of the availability for VMware Pulse IoT Center 2.0 SaaS,” said Rick Tomredle, Principal, IoT Technologist at DXC, “IoT initiatives are rapidly advancing beyond evaluations, pilots, and proofs of concept into production where they are delivering significant, and measurable, business benefits. DXC is particularly enthused about Pulse’s ability to bring data center level control and management down to the computational edge; such converged IT/OT is critical to enabling IoT at scale.”

### Eurotech:

“Eurotech is pleased to be a Technical Alliance Partner with VMware around IoT since the very beginning. We congratulate VMware on the launch of Pulse IoT Center 2.0, which truly marks another milestone in scaling the monitoring, securing and management of large enterprise heterogeneous industrial IoT infrastructures. We value the open partnership approach VMware takes, which fits very well to our edge computing strategy and portfolio of IoT gateway and server products,” said Robert Andres, Chief Strategy Officer, Eurotech Group.

### InfluxData:

“The proliferation of IoT devices is creating ongoing challenges for organizations looking to harvest real business value from increasing volumes of data,” said Evan Kaplan, CEO of InfluxData. “Integrating InfluxDB with the Pulse IoT Center has created a high-performing solution for helping organizations understand their most critical IoT data through the lens of time.”

### Live Earth:

“The combination of Live Earth’s visualization platform as an insight plane with VMware Pulse 2.0 providing a secure infrastructure management plane delivers our customers and solution architects an unparalleled advantage in the emerging IoT markets,” said Craig Johnston, Vice President of Business Development, Live Earth.

### SAP:

“SAP is pleased to offer VMware IoT Pulse on the SAP App Center. IoT initiatives are accelerating beyond pilot testing and proof of concepts and moving to delivering amazing business results. VMware and SAP are working to eliminate implementation and lifecycle barriers by collaborating on deployment simplification. We hope to accelerate time to value for our customers in a number of vertical markets. Together VMware and SAP are delivering more sophisticated and innovative Edge and IoT services and products,” said Mike Friday, Vice President of Intelligent Enterprise Ecosystems, SAP

