

MEDIA BACKGROUNDER

VMware Integrated OpenStack Empowers IT to Provide Developers with Open API Access to Enterprise-Class VMware Infrastructure

SAN FRANCISCO, Aug. 25, 2014 — News Summary

Today at VMworld® 2014, VMware announced VMware Integrated OpenStack, a solution that will enable IT organizations to quickly and cost-effectively provide developers with open, cloud-style APIs to access VMware infrastructure. The VMware Integrated OpenStack distribution will leverage VMware's proven software-defined data center technologies for compute, network, storage and management to provide enterprise-class infrastructure that reduces capital expense (CAPEX), Operational Expense (OPEX) and total cost of ownership for production-grade OpenStack deployments.

News Facts

- The software-defined data center is the ideal architecture for building and operating a private, hybrid or public cloud.
- VMware provides the [best-in-class infrastructure](#) for building a software-defined data center with OpenStack.
- VMware will deliver an OpenStack distribution optimized for VMware virtualization solutions that leverages all of VMware's software-defined data center components—compute, networking, storage and management—not just the hypervisor, for building enterprise-class OpenStack clouds.
- VMware will package, test and support all components of the distribution, including the open source OpenStack code.
- VMware is running a qualified beta program for VMware Integrated OpenStack. Interested customers can fill out the [sign up page here](#).
- VMware Integrated OpenStack is scheduled for general availability in the first half of 2015.
- VMware has also partnered with OpenStack distributions including Canonical, HP, Mirantis, Piston, Red Hat and SUSE to make sure those vendors' OpenStack offerings work well with VMware infrastructure.

A New Age for Developers

Developers of next-generation Web scale and 3rd Platform (cloud, mobile, social, Big Data) applications have embraced API-based, programmatic access to the cloud infrastructure. The OpenStack framework has emerged as a tool for IT to provide application development teams with programmatic access to the infrastructure.

But organizations, particularly enterprises, have found deploying OpenStack can be time and resource intensive, and the underlying infrastructure does not always meet their requirements for security, resilience and performance. Once deployed, an OpenStack cloud can require ongoing consultant support, hard to find OpenStack experts or considerable staff education and training in order to maintain operations. IT has also lacked the critical management capabilities to ensure ongoing success of sophisticated OpenStack production deployments in the enterprise.

VMware Infrastructure – The Best Foundation for OpenStack Clouds

VMware provides a proven portfolio of best-in-class components, including technologies such as VMware vSphere®, and innovations such as VMware NSX™ and VMware Virtual SAN™, for building OpenStack clouds. These solutions are backed by a dedicated software development team at VMware focused on OpenStack.

With VMware Integrated OpenStack, VMware will be able to meet the requirements of both IT departments and developers. For developers, the solution provides self-service API access to enterprise-class VMware infrastructure, enabling them to deliver applications faster and more efficiently without worrying about the details of the underlying infrastructure.

For IT, VMware Integrated OpenStack will deliver demonstrable operational cost savings and faster time-to-value. IT can be up and running with an OpenStack cloud in minutes, and the solution provides full integration with VMware administration and management tools, allowing customers to leverage existing VMware expertise to manage and troubleshoot an OpenStack cloud. Additionally, an OpenStack on VMware cloud will help customers repatriate workloads that have been moved to the public cloud by creating a more developer-friendly, yet highly secure and reliable private cloud environment.

VMware's Open Community Involvement

Through the company's recent efforts, and previously through the work of Nicira Networks, VMware has been a consistent and major contributor to the OpenStack community since the early days of the project in 2011. The company's contributions have grown with each release, both improving the overall OpenStack codebase and improving the individual VMware integrations across compute, network, storage, and management. VMware has a group of more than 30 dedicated developers contributing to and improving OpenStack. In the most recent Icehouse release of OpenStack, VMware was the [#4 contributor](#) to integrated (core) OpenStack projects (the set of widely used and officially recognized projects, including Nova, Neutron, Cinder, Glance, Keystone, Swift, Horizon, etc.).

Supporting Quotes

- "The software-defined data center provides an open approach for creating an agile, scalable data center to support both traditional and modern 3rd Platform applications. With the VMware Integrated OpenStack distribution, VMware will provide further choice in how customers can implement a software-defined data center. Regardless of the path a customer wants to take to build a software-defined data center, VMware infrastructure provides the proven foundation for developer-friendly, enterprise-class clouds." – *John Gilmartin, vice president and general manager, SDDC Suite Business Unit, VMware*
- "Canonical and VMware have a successful track record of collaborating on OpenStack. We have worked closely to make mutual customers successful on Ubuntu, the most popular operating system for running OpenStack, OpenStack and VMware products such as VMware vSphere and VMware NSX. Canonical and VMware are focused on driving enterprise adoption of OpenStack as organizations seek to implement developer-friendly OpenStack APIs and tools in their software-defined data center. VMware's continued focus on OpenStack and its collaboration with Canonical show our mutual commitment to offering solutions and services to the growing base of OpenStack users." – *John Zannos, VP Cloud Alliances, Canonical*

- “Creation of an on-site private cloud for agile software development and IT operations, or DevOps, is one of the primary enterprise use cases for OpenStack. To date, OpenStack implementations still require a great deal of technical expertise to deploy. By using a distribution such as VMware Integrated OpenStack rather than the DIY approach, a customer can have higher confidence that all the components will work together and will get the support they require when needed.” – *Jay Lyman, Senior Analyst, Development, DevOps & Middleware, 451 Research*
- “The OpenStack Foundation is focused on coordinating the efforts of our community of developers and companies and users all around the world who are driving innovation in the cloud. VMware has been an innovator in virtualization and the next wave of cloud computing for well over a decade, and their established customer base will help make OpenStack even more accessible to the enterprise. They’ve been involved in OpenStack for several years, investing significantly through sponsorship of the Foundation, code contributions, and community involvement. When you see the resources they’re putting into OpenStack, it demonstrates a commitment to helping customers succeed with OpenStack.” – *Jonathan Bryce, Executive Director, OpenStack Foundation*

Additional Resources

- [VMware OpenStack](#) product page
- Subscribe to VMware’s [OpenStack Blog](#) and [Company](#) blogs

About VMware

VMware is the leader in virtualization and cloud infrastructure solutions that enable businesses to thrive in the Cloud Era. Customers rely on VMware to help them transform the way they build, deliver and consume Information Technology resources in a manner that is evolutionary and based on their specific needs. With 2013 revenues of \$5.21 billion, VMware has more than 500,000 customers and 75,000 partners. The company is headquartered in Silicon Valley with offices throughout the world and can be found online at www.vmware.com.

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Forward-Looking Statements

This press release contains forward-looking statements including, among other things, statements regarding new VMware products and services, including VMware Integrated OpenStack, expected features, potential benefits to IT departments, developers, and customers, and its expected availability. These forward-looking statements are subject to the safe harbor provisions created by the Private Securities Litigation Reform Act of 1995. Actual results could differ materially from those projected in the forward-looking statements as a result of certain risk factors, including but not limited to (i) adverse changes in general economic or market conditions; (ii) delays or reductions in information technology spending; (iii) competitive factors, including but not limited to pricing pressures, industry consolidation, entry of new competitors into the cloud computing and networking markets, and new product and marketing initiatives by our competitors; (iv) our customers’ ability to develop, and to transition to, new products and computing strategies such as cloud computing, network virtualization, and software defined data center; (v) the uncertainty of customer acceptance of emerging technology; (vi) rapid technological and market changes in virtualization software, cloud computing and networking; (vii) changes to product development timelines; (viii) VMware’s ability to protect its proprietary technology; (ix) VMware’s ability to attract and retain highly qualified employees, and (ix) global economic conditions. These forward looking statements are based on current expectations and are subject to uncertainties and changes in condition, significance, value and effect as well as other risks detailed in documents filed with the Securities and Exchange Commission, including VMware’s most recent reports on Form 10-K and Form 10-Q and current reports on Form 8-K that VMware may file from time to time, which could cause actual results to vary from expectations. VMware assumes no obligation to, and does not currently intend to, update any such forward-looking statements after the date of this press release.

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