



Focus on business not infrastructure

The tipping point for Converged Infrastructure

Nigel Moulton. CTO - EMEA

VCE AT A GLANCE

- Founded 2009
- Created through investment from Cisco, EMC, VMWare, Intel
- Trajectory in excess of \$1Bn revenue 2013
- Transform the DataCentre Infrastructure market
- Increase overall uptime
- Massively reduce risk
- Accelerate application deployment
- Significant TCO savings



VBLOCK CUSTOMERS NORWAY

 **NORGES BANK**





Statoil

EVERY

ATEA



 **DATAMETRIX**

 **VEOLIA**
ENVIRONNEMENT



MANAGING RISK

 sporveien

ITERA



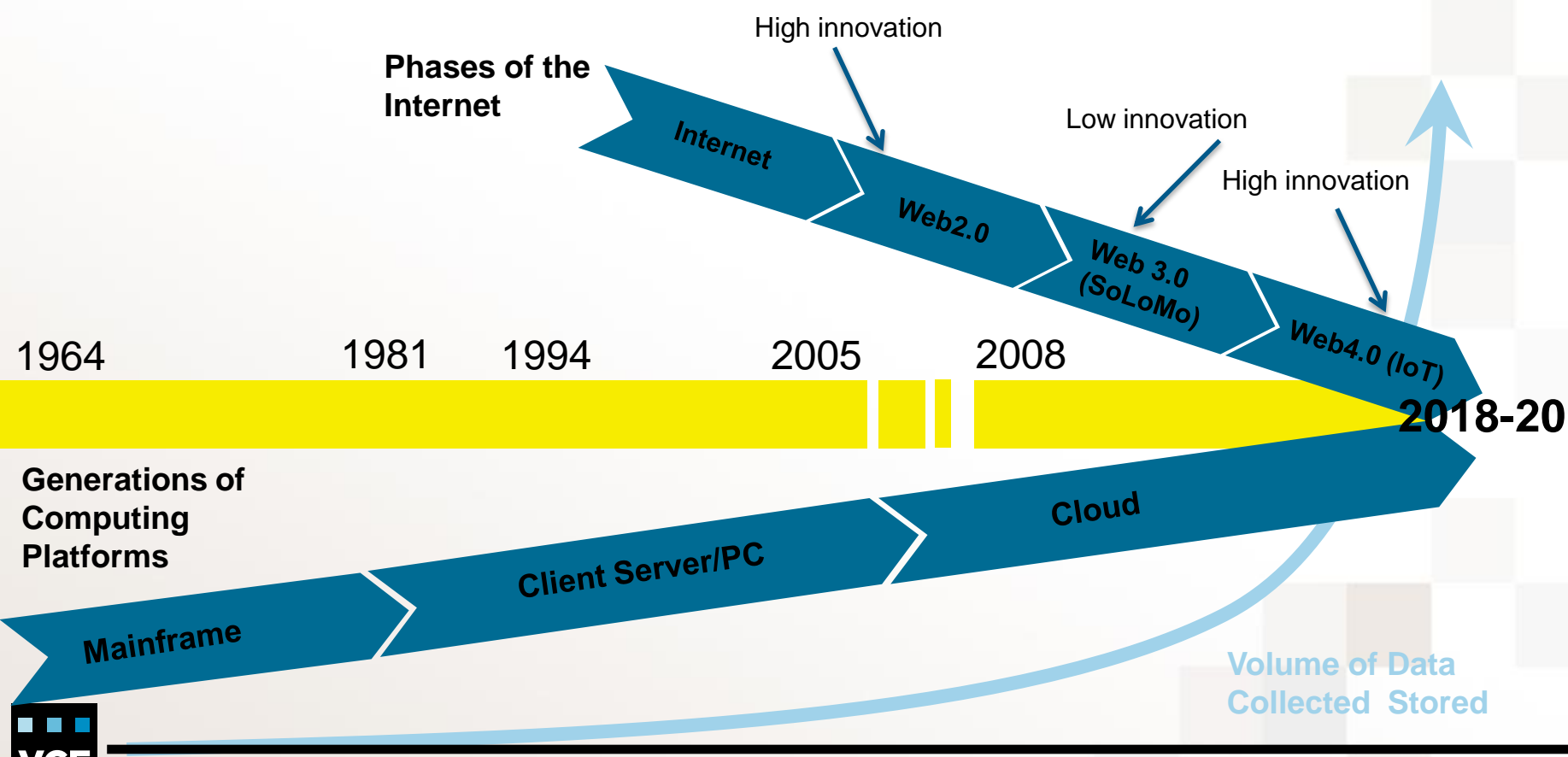
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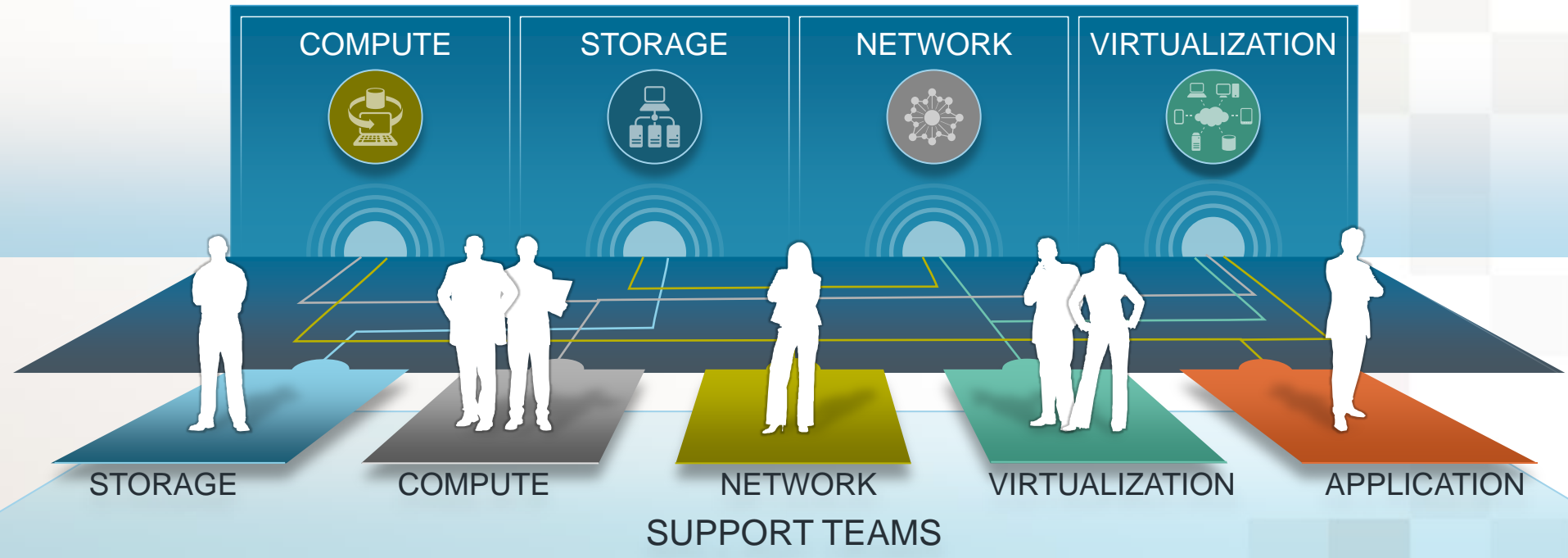
KRIMINALOMSORGEN

PROTECTOR
forsikring

THE ERA OF BIG DATA



TODAY'S IT



SUPPORT TEAMS

70%

Maintaining Operations Cost

20%

New Software Investments

10%

New Hardware Investments



VCE VBLOCK SYSTEMS – THE ONLY TRUE CONVERGED INFRASTRUCTURE



Application Optimization



Lifecycle System Assurance



API Enabled,
Converged
Management



Integrated Protection
and Workload
Mobility Solutions



Pre-engineered,
Pre-validated,
Pre-tested



Best-of-breed
Technology



Customer Experience

Fastest Time-to-Business

Highest Performance

Highest Availability

Converged Management

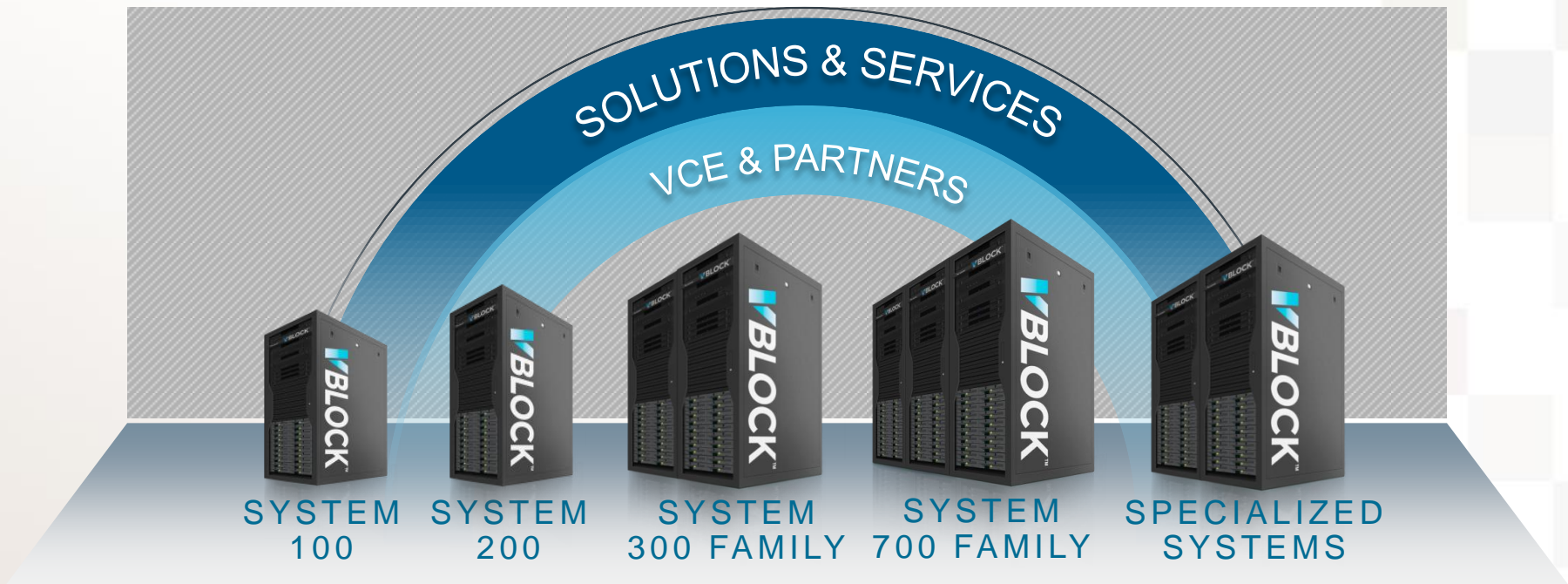
Lowest Risk

Lowest TCO



VBLOCK™ SYSTEMS

DRIVING IT SIMPLICITY AND EFFICIENCY



VCE Vision™ Intelligent Operations software

VCE CUSTOMER BENEFITS

RESULTS OF SEPTEMBER 2013 IDC RESEARCH STUDY



**4X FASTER
TIME TO
DEPLOYMENT**

- 160 days down to 40
- 79% less staff effort



**5X FASTER
TIME FOR
NEW SERVICES**

- 25 days down to 5 days



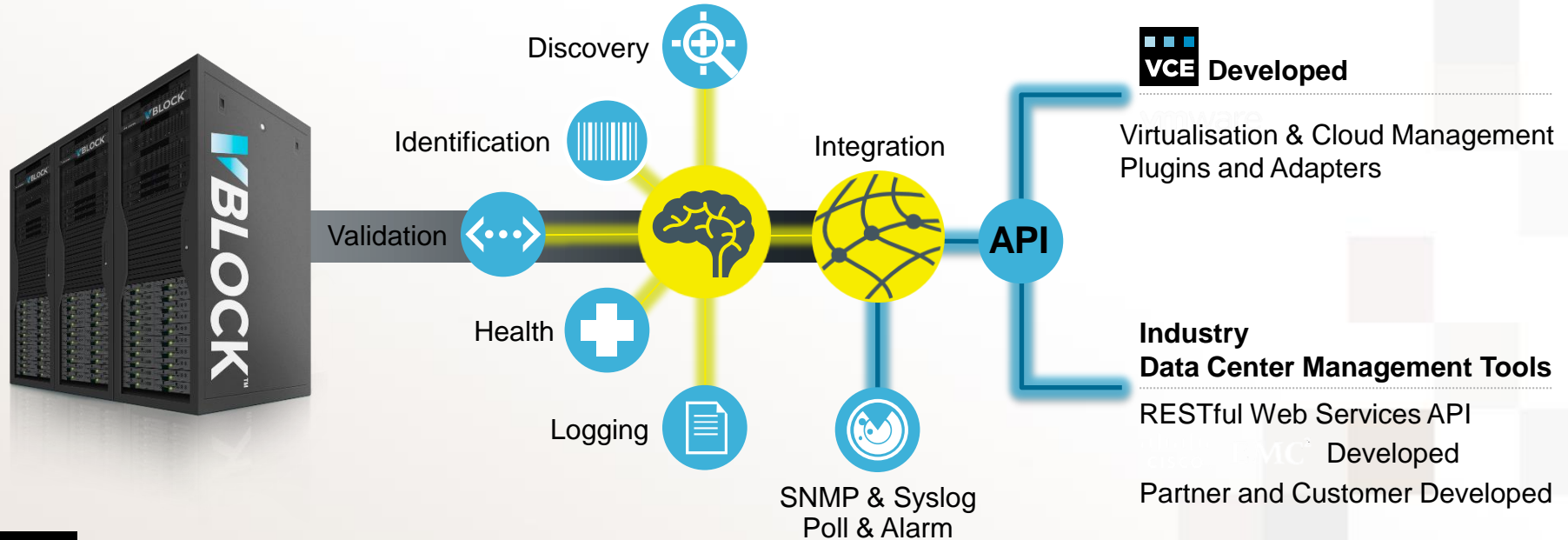
**96% REDUCTION
IN DOWN TIME**



**50% REDUCTION
OF ANNUAL
DATA CENTER
COSTS**



VCE VISION™ INTELLIGENT OPERATIONS



VBLOCK™ SYSTEMS

TRUE CONVERGED INFRASTRUCTURE



-  ENGINEERED
-  MANUFACTURED
-  MANAGED
-  SUPPORTED
-  SUSTAINED

As
ONE
PRODUCT



