



**vizioncore™**  
A BEST SOFTWARE COMPANY



# Vizioncore Corporate Overview

October 2008



# Vizioncore Company Data

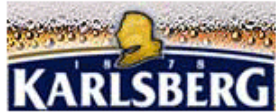
- Founded in 2002
- Fully-owned subsidiary of Quest Software
- Chicago-based HQ, global operations across North America, EMEA, Asia and Australia
- Proven: Over 12,000 customers
- Worldwide Sales Channel: 2,200 partners worldwide
- Strategic solutions extend functionality of virtualization platforms to solve key IT issues
- Strong VMware partner



# Enterprise Clients

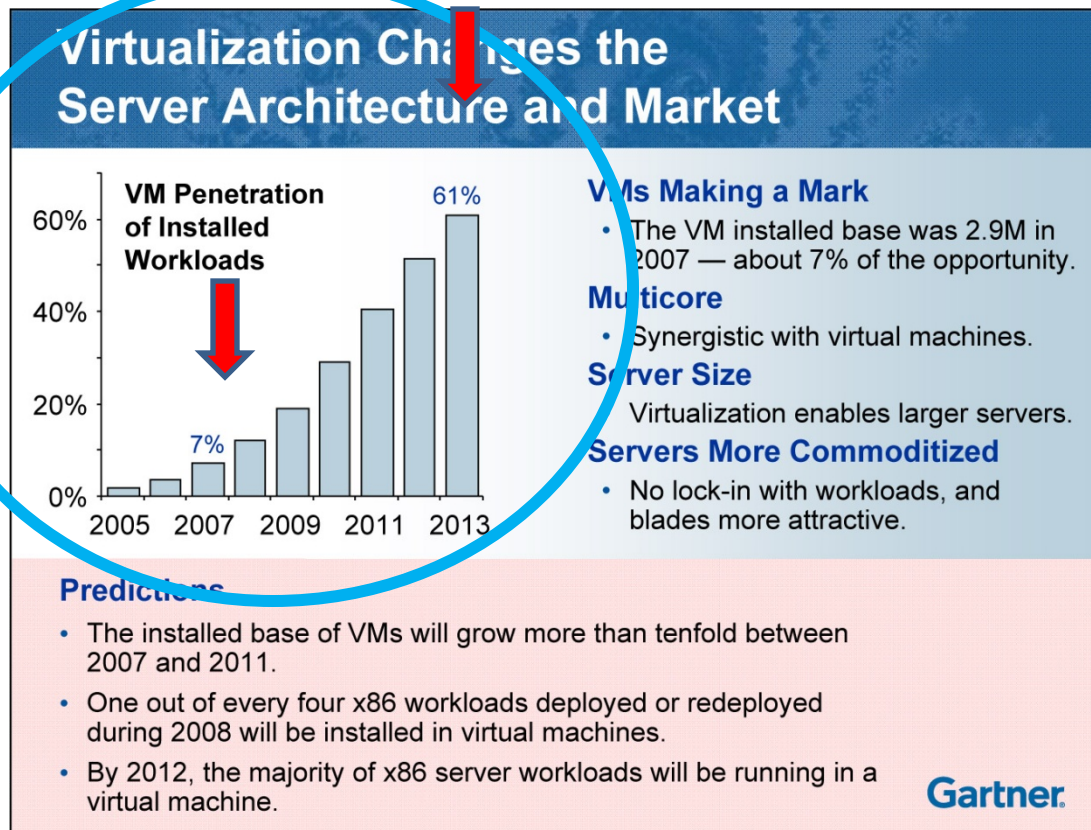


# International Clients



# Vizioncore: Positioned for Growth

## More Companies Are Virtualizing

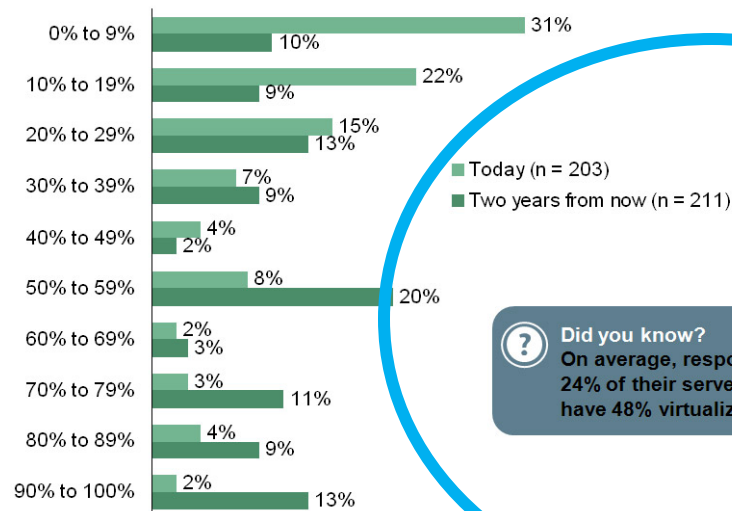


# Expanding Use of Virtualization

Greater % of Servers Being Virtualized = More VMs to Manage

## Firms plan to virtualize many more servers in the next two years

“Approximately what percentage of your x86 servers are virtualized today?”  
 “Approximately what percentage of your x86 servers do you believe will be virtualized two years from today?”



**Did you know?**  
 On average, respondents have virtualized 24% of their servers today and plan to have 48% virtualized in two years.

Base: server decision-makers at North American and European organizations with 100 or more employees that have implemented server virtualization or are implementing in the next 12 months

Source: Enterprise And SMB Hardware Survey, North America And Europe, Q3 2007



# Other Virtualization Market Trends

- High Growth and Growing
  - Enterprise
  - SMB
  - Multi-hypervisor
- Trend: Merge with Physical - Integrated Solutions
  - Monitoring, Provisioning, Backup/DR, Automation
- Hearing More About
  - Adoption – deeper and wider
  - Application Awareness
  - The value (where to make the most \$\$) is in the management layer
  - More providers contending for the management layer, including VMware and Microsoft



# Virtualization Customer HotSpots

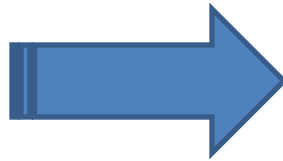
- Gartner Key Customer Roundtable
  - Security / Audit / Change Control
  - Capacity Planning
  - Chargeback
  - Storage Management
  - Performance Monitoring
  - Availability: Backup & DR
  - Sprawl / Automation / Workflow / Root Cause / ROI/TCO Tracking/Forecasting
- Other 'Top of Mind' Areas:
  - Multi-hypervisor
  - VDI
  - Application Virtualization
  - Storage Virtualization



# Product Strategy: High Level View

**2002**

Market leading point solution vendor for Backup/Recovery/DR



**NOW/2009**

Virtualization industry leader offering an end-to-end set of solutions for every facet of a customer's virtualization management needs

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We are expanding and enhancing our product portfolio to be able to position ourselves as:

THE virtualization management vendor of choice.  
"Choose a hypervisor or 2, then choose us"

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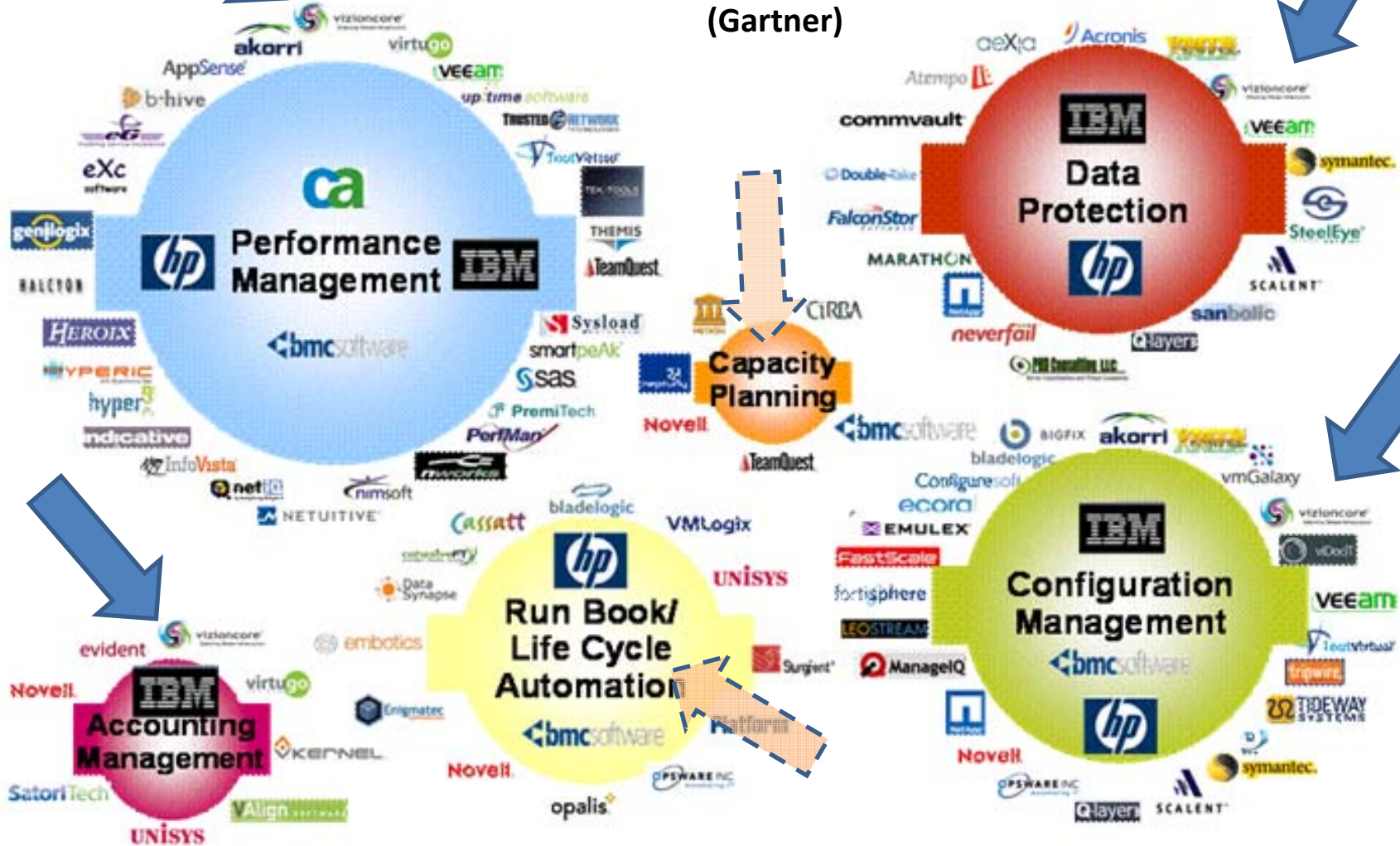
We have solutions in all of the recognized virtualization segments, and moving fast into market hotspots:

- Heterogeneous platform support
  - Integration and automation
  - SMB scaling to enterprise
  - Infrastructure **and** application focus
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# Vizioncore Positioning

(Gartner)



# Why Vizioncore?

- Customers are asking for a vendor that can provide a big picture vision of the monitoring and management of their virtual environments
  - Too many niche players that do not interoperate today
  - Big 4 Vendors in space (HP, IBM, CA, BMC) are not moving fast enough to address the space and have their acquisitions work well together
  - Asking for a vendor that will provide automation and monitoring/management of multi-hypervisor environment as the core of the products.
  - Market is needing a vendor that can embrace the changing market of today and has a clear vision of the needs of the future.



**We are not a Point Solution Provider, and haven't been one for some time!**



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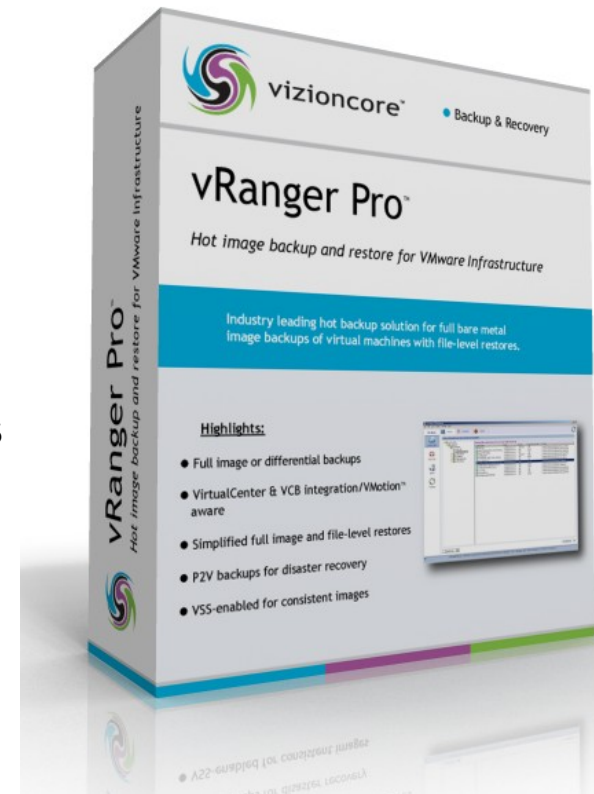
# Product Strategy: Broader Positioning



# Industry Standard Backup/Restore

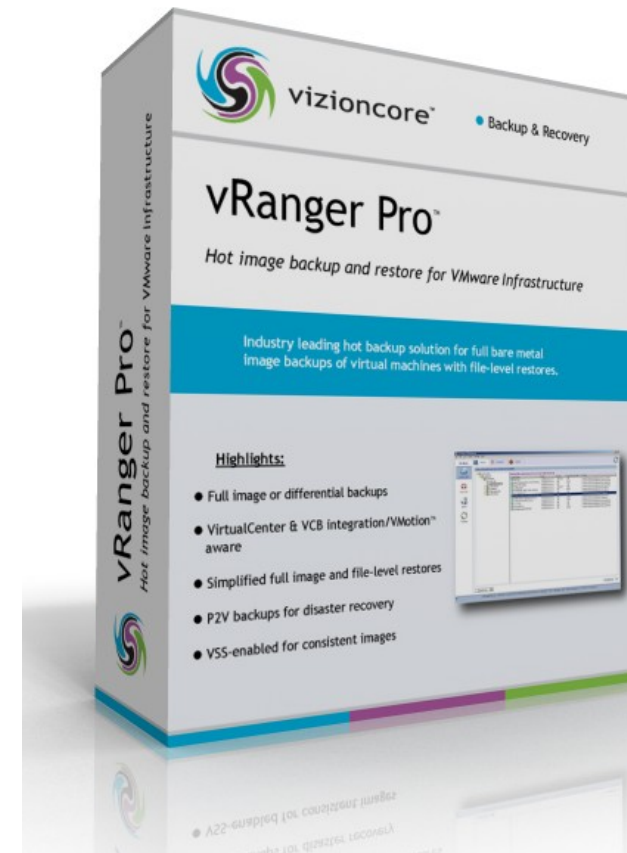
## vRanger Pro

- Full, differential backups
- Integrates with VCB to offload backups from the host
- Offers full VMware® VirtualCenter integration
- VMotion™ aware to follow virtual machines
- Includes VSS driver to provide “transactionally consistent” backup images
- Compresses files so they can be sent over LANs/WANs to remote locations
- P2V Disaster Recovery for image-level backups of physical machines
- Includes database repository for trending metrics
- Improved compression means faster backups
- VSS support for VCB Backups
- Differential backup via VCB framework



# Industry Standard Backup/Restore

- vRanger Pro **New** Features
  - Full, differential, incremental backups
  - Improved scalability/load balancing/multiple VirtualCenters
  - Advanced integration with deduplication technologies
  - Quantum leap gains in speed/performance
  - Central console supports multi-site installations
  - Service-based architecture
  - Recovery to any physical or virtual destination
  - vAPI 1.0



# Replication of Selected VMs

## vReplicator

- Software-based replication of VMs enabling full, differential or hybrid backups to multiple destinations
- VSS support
- VMDK skipping, which allows bypassing of non-essential disks for faster replication passes
- Replication of entire image of VM,
- Will replicate over the LAN or WAN without dependency on the SAN
- VMotion™ and DRS aware



# Replication of Selected VMs

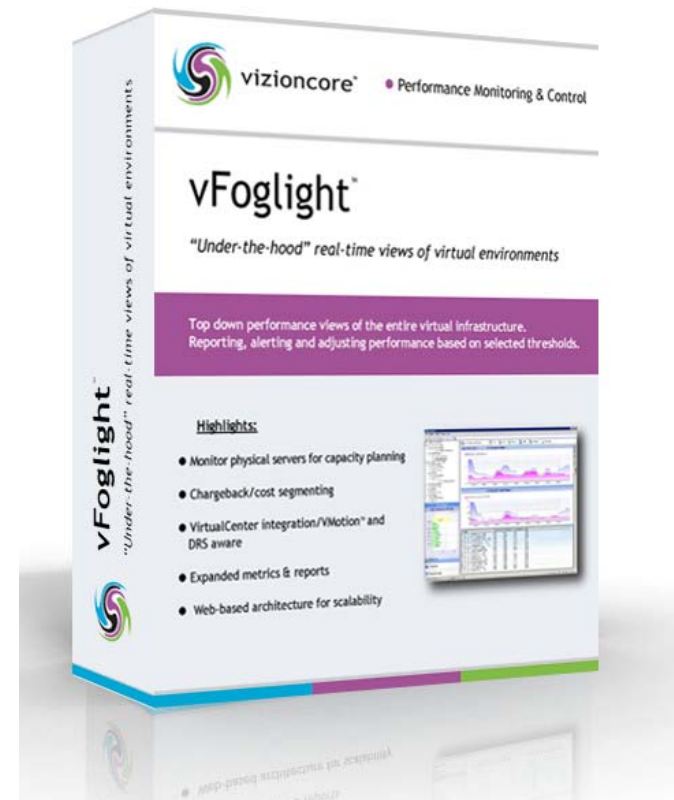
- vReplicator **New** Features
  - Full, image or hybrid replication
  - VSS driver
  - Skipping VMDK feature



# Performance Monitoring - vFoglight

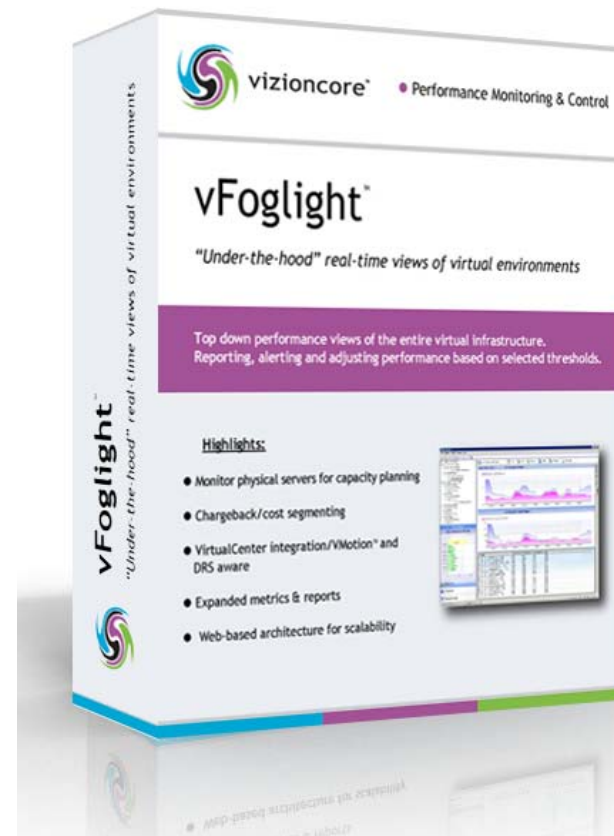
## vFoglight (formerly vCharter Pro)

- Single web-based “pane-of-glass” view monitors VirtualCenter, datacenter, resource pools, clusters, ESX Server, VM and datastore levels
- Intelligent solution “understands” the performance of all the components of VMware platform and can “roll-up” problems at lower levels into higher level alarms.
- Drill thru virtual layers into application layers for performance and availability monitoring for SQL Server, Active Directory and Exchange
- Comprehensive Chargeback late 2008



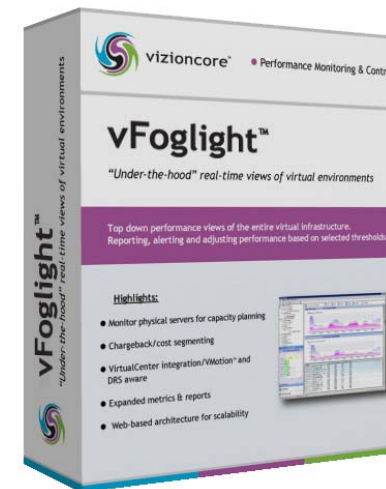
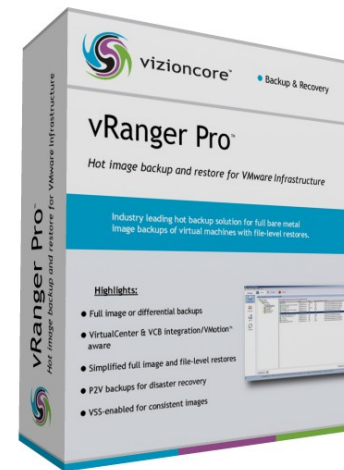
# Performance Monitoring

- vFoglight (formerly vCharter Pro)  
**New Features**
  - Application monitoring
  - Improved reporting, trending & alerting
  - Drill down to guest
  - Chargeback
  - Single pane of glass view into apps as well a multiple virtual server layers and multiple VirtualCenters



# vEssentials Package

- Package pricing for vRanger Pro, vReplicator and vFoglight
- Cost savings
- Powerful toolset for your virtual environment
  - Backup/Restore
  - Disaster Recovery
  - Replication
  - Monitoring / Reporting



# Fast, Reliable P2V Conversions

## vConverter

- Comprehensive, speedy, fully automated conversions
- Easy to setup and operate, very fast conversions at file or block level
- Superior 'migration economics' for mid-large scale consolidation initiatives
- Numerous features for effective ongoing disaster recovery, including a 'Continuous Protection' mode, which performs incremental syncs



# Fast, Reliable P2V Conversions

- vConverter **New** Features:
  - Synchronized Cutover
  - Continuous Protection
  - Automated Remote Cold Migration
  - Task Profiles
  - Quick Convert



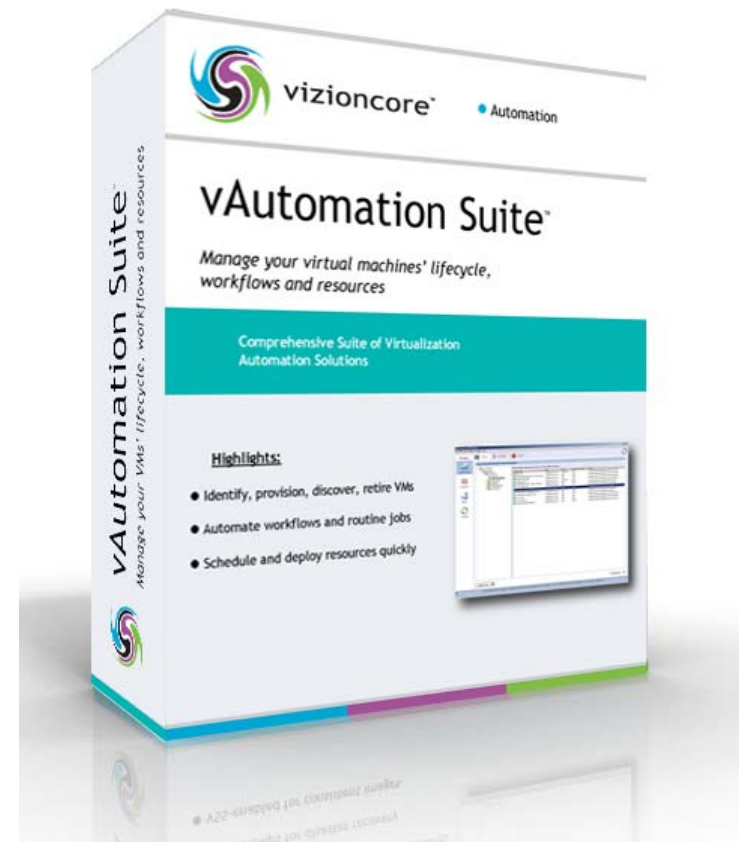
# Storage Reclamation & Reallocation

- vOptimizer Pro **New Product**
  - Optimize use of shared storage resources
  - “Rightsize” VM footprint
  - Reduce storage costs
  - Improve VM portability and DR
  - Lower IT maintenance overhead



# Automating VM Lifecycle

- vAutomation Suite **New Products** including vControl, vWorkflow & vLifecycle
  - web-based heterogeneous VM management
  - web-based design suite for orchestration and task automation
  - policy-based lifecycle management “cradle-to-grave”





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Thank you.

