

Industry Leading Companies Offer Commentary on Cisco's VXi Solution

Citrix

"As more and more organizations are moving to mainstream adoption of desktop virtualization, the Cisco VXi solution ensures that there is a solid underlying data center and network infrastructure to support these roll-outs," said Gordon Payne, senior vice president and general manager, Desktop Division at Citrix. "Combining Cisco VXi with Citrix XenDesktop and the new Cisco thin clients and Cius tablets, we are providing organizations with an end-to-end solution for more flexible and mobile desktop computing."

- **Gordon Payne, senior vice president and general manager, Desktop Division for Citrix**

EMC

"The only way to reverse the increasing complexity, inflexibility and cost of IT environments is through pervasive virtualization and cloud computing. Cisco's VXi approach embraces this transformation," said EMC's Mike O'Neill, Vice President, Technology Alliances. "EMC is delivering a pre-tested and validated design unified storage solution based on Cisco UCS and VMware View for Cisco VXi system. With our storage innovations integrated with Cisco VXi, technologies like EMC FAST and FAST Cache enable customers to utilize solid state drives for performance, scalability and cost effectiveness that are unmatched in the industry and integrates. We are committed to working with Cisco's VXi platform to help it deliver an exceptional end user experience."

- **Mike O'Neill, vice president, Technology Alliances for EMC**

Intel

"Intel is committed to working with the industry to deliver secure, manageable and cost-effective infrastructures with the flexibility to support a variety of computing models. Intel is excited to collaborate with Cisco on its VXi technology to take advantage of the advanced technologies of Intel's Xeon processor family and Intel's Core vPro processor for business PCs to deliver immersive content for workers. The benefits of client-aware environments like VXi provide the flexibility needed to provide the intelligence and capabilities to enhance our customers' experience, drive their user productivity and add access to data from many end-point devices."

- **Boyd Davis, vice president & general manager of Data Center Group Marketing for Intel**

INXi

"Just as Cisco revolutionized the data center by providing the industry's first platform built for optimized hosting of virtual infrastructure, it's now poised to have a similar impact on enhancing the experience of virtual desktops. Currently the limitations in performance and security has lowered the quality of the user experience creating a lag far behind the promise of providing the anytime, anywhere access to users. We are thrilled to offer our clients Cisco's VXi solution that will help them move beyond these limitations, and truly enable their users instant access to their virtual desktops, media rich applications and data all while on the go."

- **Steve Kaplan, vice president, Data Center Virtualization Practice for INXi**

Logicalis

"In launching VXI Cisco, Cisco has not simply brought together a number of strong architectural plays; they have laid out the most comprehensive and comprehensible strategy for how users will experience and engage with ICT services now and in the future. VXI puts Cisco head and shoulders above the competition as it offers the first user-led experience of accessing corporate ICT services, building on the power of the borderless network, and offering device independent access through powerful virtual desktop services to a growing range of enterprise communications and collaboration services. In simple terms, Cisco has thought about delivering a 360° user ICT experience, and for the channel this offers us a new opportunity to make ICT more business relevant, and engage with our customers on both business and technology levels at a time when ICT cannot be a technology black art, but a true business and public service enabler. Cisco has once again shown that they can create new channel business opportunities through their investment and vision of delivering real industry innovation."

-Chris Gabriel, director of Solutions and Marketing, Logicalis

MTM

"As a long time leader in the network space, Cisco provides both customers and partners with a next-generation network that is both open and optimized for deploying a top of the line, Virtual Desktop experience. Cisco's VXI solution offers a unique value proposition for customers that demand the highest levels of performance and scalability while providing the anytime-anywhere access their employees demand. We at MTM believe this solution, with its ability to be paired with a variety of other technologies, will give customers the ultimate flexibility to deploy a solution that is tailored to their needs and facilitates optimal business performance."

-Jed Ayers, senior vice president, Partner Management and Marketing for MTM

NetApp

"The Cisco VXI announcement takes a complete end-to-end architectural approach that covers data center, network and endpoint devices. NetApp plays a critical role in this solution by driving down storage costs by a factor of three – protecting critical data, eliminating performance bottlenecks, and providing end users continuous access to their information. NetApp is committed to VXI and believes it is the right vision on how virtual desktops will evolve to include not just desktop compute, but also telephony, video and mobility."

– Patrick Rogers, vice president of Alliances and Solutions for NetApp

Samsung

"As a market leader in mobile handsets, along with the entire consumer electronics industry, Samsung is constantly looking for collaborators who share the goal of creating connected ecosystems that are secure, powerful and efficient. Samsung is thrilled to be working with Cisco to integrate their VXI solution into our vast product lineup, including the award-winning Galaxy S and Galaxy Tab portfolios. Giving companies and consumers the ability to share vital applications across multiple device categories is an incredible advantage in today's fast-moving, always evolving business environment."

- Peter DeNagy, general manager of Enterprise Mobility and Enablement for Samsung Mobile

VMware

"Enterprises today are looking for comprehensive desktop solutions that provide unparalleled performance, security and superior user experience – all at a lower overall TCO," said Chris Young, vice president and general manager, End User Computing, VMware. "Solutions such as Cisco Virtualization Experience Infrastructure (VXI) - with VMware View™ 4.5 – further enhance the user experience by enabling customers to integrate rich media and video collaboration capabilities with a variety of

endpoint devices. In working with Cisco on this solution, VMware continues to deliver on our goal of offering the best user experience at lower cost for our customers.”

- Chris Young, vice president and general manager, End User Computing, VMware

World Wide Technology

“It is exciting to have Cisco entering the VDI solution space with their VXI announcement,” said Scott Miller, director of business development for virtualization at World Wide Technology. “With their expanded capabilities, Cisco will allow us to address more use cases for our clients as potential VDI candidates. Who better to address the issues of protocols and performance than Cisco.”

- Scott Miller, director of Business Development, Virtualization for World Wide Technology

Wyse

“As client computing continues to transition to the 'post-PC' world, cloud computing initiatives are requiring tight integration of data center, networking and collaboration solutions with the right cloud-centric client technologies. Wyse Cloud Client Computing solutions, with its optimized cloud-centric end-point hardware and software components, complement Cisco VXI as the most comprehensive virtualization solution in the industry, bringing all of these components together to deliver any content type to any user via any application in any work environment, without any constraints or compromises. Wyse is excited about our strategic relationship which will benefit our joint customers and partners everywhere.”

- Tarkan Maner, president and CEO for Wyse Technology