

Virtual Computing Environment

Cisco and EMC, together with VMware, form Virtual Computing Environment, an unprecedented coalition to accelerate pervasive virtualization and private cloud infrastructures

Cisco-EMC joint venture established to speed customer adoption

The Virtual Computing Environment (VCE) coalition, formed jointly by Cisco and EMC with VMware, represents an unprecedented level of collaboration in development, services and partner enablement that “de-risks” the infrastructure virtualization journey of customers to private cloud implementation.

It’s the power of three—three technology leaders, in concert with their partner ecosystem, focused on:

- Joint development of solutions and integrated offerings
- Joint investment in a unified customer engagement model
- Joint venture to accelerate adoption and deployment

Enabled by Vblock Infrastructure Packages, the coalition delivers the industry’s first completely integrated IT offering that combines best-of-breed virtualization, networking, compute, storage, security, and management technologies with end-to-end vendor accountability. The three companies have invested in a seamless, industry-first support experience, featuring innovative collaboration that starts with a single point of contact for customer support.

Key elements of this announcement include:

- **Technology Innovations**
Vblock Infrastructure Packages—integrated best-of-breed packages from Cisco and EMC, together with VMware, engineered, tested, and validated to deliver revolutionary TCO and pervasive virtualization at scale in today’s most demanding use cases
- **Integrated Pre-Sales, Services and Support**
Vblock unified customer engagement—dedicated pre-sales, professional services and seamless support experience to provide an integrated, end-to-end customer experience
- **Solutions Venture and Investment**
Acadia—a Cisco-EMC joint venture to build, operate, and transfer Vblock infrastructure to organizations who want to accelerate their journey; also capitalized by investments from VMware and Intel
- **Partner Ecosystem Leverage**
Vblock Partner Ecosystem—a select group of partners, growing over time, which augment, sell, and deliver Virtual Computing Environment solutions to enable the journey to pervasive virtualization and private cloud