



## PARTNER QUOTES

### **Accenture**

“Accenture sees great promise in VMware, Cisco and EMC's new Virtual Computing Environment coalition. We believe the new Vblock Infrastructure Packages offered by the coalition will help clients more rapidly benefit from private cloud architectures. We look forward to working closely with the coalition to deliver solutions that combine this innovative architecture with our industrialized methods and tools. We believe this combination will help our clients speed adoption of virtualized infrastructures while lowering their risks and accelerating business results.”

-- Don Rippert, chief technology officer for Accenture

### **BlueWater Communications Group**

“With its new Virtual Computing Environment Coalition, VMware, Cisco and EMC are providing customers with a new blue print for building out and more rapidly benefiting from private cloud architectures. We see great promise in these companies' commitment to helping customers along this journey, and we strongly believe this coalition has the leading, foundational technology to back up the vision.”

-- Bob Cagnazi, chief executive officer for BlueWater Communications Group

### **Capgemini**

“Capgemini clients are seeking increasing flexibility in business operations and models, yet still require the consolidation and cost reduction of their core IT operations. Cisco, EMC and VMware have introduced an enterprise-scale solution to take the combination of people, processes, connectivity, management and storage to a next-generation approach around mass virtualisation, complete with the increasingly necessary ability to manage 'threads' in a manner that will pass compliance scrutiny. The new Virtual Computing Environment coalition brings together a great combination of skills and expertise in three crucial technology areas - connections, information and virtualization, respectively - together in one fully integrated approach.”

-- Andy Mulholland, Global Chief Technology Officer, Capgemini

### **Cincinnati Bell Technology Solutions**

“CBTS has been working closely with customers to deliver virtualized data centers utilizing our state of the art data center facilities, DWDM network and Virtual Data Center software. The Vblock integrated packages from Cisco, EMC and VMware promises to help us accelerate the delivery of private virtualized cloud services to our customers and respond faster to their needs. We look forward to working with the new joint venture to help facilitate the delivery of private clouds to our customers.”

-- John P. Burns, president for Cincinnati Bell Technology Solutions (CBTS)



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### CDW

“The VMware, Cisco and EMC Virtual Computing Environment Coalition provides customers with a new blueprint for building out and more rapidly realizing the benefits of private cloud architectures. CDW is excited to be a part of this initiative because of our deep expertise and strong relationships with these valued partners. Our experience in building data center architectures benefits our customers as we work to accelerate their adoption of the Virtual Computing Environment.”

-- Pat Scheckel, vice president, Solution Practices, CDW

### Coleman Technologies

“The Virtual Computing Environment from VMware, Cisco, and EMC brings the cloud computing concept to earth via a scalable private cloud architecture. Coleman Technologies, Inc. is excited to be part of this opportunity which we expect will accelerate the growth of our virtualization, computing and storage offerings by offering a new class of integrated solutions to our customers.”

-- Benjamin Patz, president and chief executive officer for Coleman Technologies, Inc.

### CSC

“With their new Virtual Computing Environment coalition, Cisco, EMC and VMware are providing customers with a unified computing foundation for virtualization that will enable a seamless transition to hybrid private and public cloud computing. We are pleased to offer our global delivery capability, multi-vendor integration and applications expertise to deliver orchestrated and secure business services running on this unified fabric. Our strong alliance with all three industry leaders will help our customers take full advantage of both the economics and business flexibility of advanced virtualization technologies and cloud computing. This tight collaboration will enable us to assess, transform, run and operate the next generation of data centers built on unified infrastructure and virtualized application workloads to meet the business demands of our customers.”

-- David Booth, president, global sales and marketing at CSC

### Dimension Data

“Cloud computing and the move from physical to virtual infrastructure is one of the key IT transformations we see today. The Virtual Computing Environment Coalition represents significant growth opportunities for Dimension Data. As a Cisco Advanced Technology Partner, Dimension Data is working closely with Cisco, EMC and VMware to help its client’s transform their IT infrastructure to extend virtualization to a greater number of applications across their enterprise.”

-- Etienne Reinecke, chief technology officer for Dimension Data Group CTO



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### **FlexITy Solutions, Inc.**

“VMware, Cisco and EMC are providing customers with a new blue print for building out and more rapidly benefiting from private cloud architectures with the new Virtual Computing Environment Coalition. FlexITy Solutions is excited to be a part of this industry leading initiative which is fully aligned with our Compute, Connect, Store and Protect Integrated Data Centre Solution Strategy. The pre-certified architectures and single point of support covering three foundational technology areas - connections, information and virtualization combined with our deep integration skills and experience will bring our customers significantly reduced deployment time resulting in faster ROI.”

-- Peter Stavropoulos, chief executive officer, FlexITy Solutions

### **Forsythe Solutions Group**

“Cloud computing and the move from physical to virtual infrastructure are among the most significant IT transformations we see today. As an IT infrastructure integrator, Forsythe has been helping our customers integrate disparate technologies in complex physical, and now also virtual, environments for a long time. Because of our focus on helping clients optimize the cost of operating their data centers, we are excited by this collaboration between three of our partners, Cisco, EMC and VMware. We believe the result of this collaboration will be to simplify customers’ implementation and operation of converged virtual environments.”

-- Richard Zimmermann, vice president, Network Solutions for Forsythe Solutions Group, Inc.

### **FusionStorm**

“With its new Virtual Computing Environment Coalition, VMware, Cisco and EMC are providing customers with a new blue print for building out and more rapidly benefiting from private cloud architectures. We see great promise in these companies' commitment to helping customers along this journey, and we strongly believe this coalition has the leading, foundational technology to back up the vision. This will complement FusionStorm’s current deliverables and accelerate adoption of new private cloud architectures.”

-- John Varel, chief executive officer for FusionStorm

### **Lockheed Martin**

“We are very excited to be working closely with our Cisco, EMC, and VMware partners to advance the unified Virtual Computing Environment and to seamlessly integrate next-generation cloud capabilities. Our global customers have unique missions and requirements such as affordability, availability, performance, resiliency, and security. Cloud Computing business models and technologies have created an inflection point in the market that have great potential to help our customers meet their most demanding business and mission goals. Lockheed Martin's mission-focused approach to cyber security and end-to-end multi-vendor systems integration are critical to the implementation of secure, trusted public and private clouds.”

-- Rick Johnson, vice president and chief technology officer for Lockheed Martin Information Systems & Global Services.



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### Savvis

“Savvis is focused on enhancing cloud and virtual private data center solutions to enterprises worldwide. We are excited to be a part of this initiative as it brings enterprises new options for cloud services that will complement our multi-tiered quality of service cloud offering. We believe the pre-integrated Vblock integrated packages from VMware, Cisco and EMC will accelerate the market for cloud to new and existing enterprise customers.”

-- Bryan Doerr, chief technology officer for Savvis

[For additional commentary from Savvis please click here](#)

### Tata Consultancy Services (TCS)

“Cloud-based offerings need collaborative business models to capture greater value from enterprise users. The Virtual Computing Environment coalition can accelerate this trend with its vision of private enterprise clouds to help global businesses transform their infrastructure to a more flexible model. With our global network delivery model and expertise in the applications space, Tata Consultancy Services is excited to be a part of the global Virtual Computing Environment coalition partner ecosystem.”

-- N Chandrasekaran, chief executive officer and managing director for Tata Consultancy Services.

### Terremark

“Based on our long-standing relationships with Cisco, EMC and VMware, we believe this joint venture will help to accelerate the development of highly reliable virtualized datacenters that provide scalable, cost-effective solutions for end-users. We are proud to be working closely with this coalition on delivering innovative solutions, like Vblock, to enterprises and Federal government agencies, and we look forward to helping bring this powerful new product to market. The new business model being forged by this venture provides a simplified solution that will help to streamline the procurement of cloud infrastructure for our current and prospective customers.”

-- Marvin Wheeler, worldwide chief strategy officer for Terremark (NASDAQ:TMRK)

### Verizon

“Verizon’s ‘cloud-based’ Computing as a Service (CaaS) solution offers enterprises an unbeatable combination of IT resources and professional services to help them rethink how they use computing resources to advance their business. Our long-standing collaboration with Cisco, EMC and VMware brings together four companies with a shared vision for the future of enterprise IT infrastructure through the Virtual Computing Environment coalition.”

-- Joe Crawford, executive director of IT Solutions for Verizon



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### **Wipro**

“The Virtual Computing Environment coalition and Vblock integrated packages promises to be at the core solution for data centre transformation. Combining networking, storage and virtualization as a single pre-integrated block, de-mystifies the data centre, and is a solid next-generation data center solution. With Wipro’s RIMS, managed services and data centre expertise, we see the collaborative synergies in leveraging the Virtual Computing Environment coalition as a leading part of our infrastructure strategy.”

-- Achuthan Nair, vice president and Business Head for Wipro

### **World Wide Technology**

“The Virtual Computing Environment Coalition represents industry leading commitment to helping customers design, build, deploy and support their virtual infrastructure. As a Cisco UCS advanced technology partner, World Wide Technology sees this fully integrated approach as an accelerator to our rapidly growing data center solutions practice.”

-- Jim Kavanaugh, chief executive officer for World Wide Technology