

Savvis and VMware to expand VMware vCloud® Hybrid Service™ locations and deliver complementary hybrid cloud solutions

2013-08-26

ST. LOUIS and SAN FRANCISCO, Aug. 26, 2013 /PRNewswire/ -- Today at VMworld® 2013, **Savvis**, a CenturyLink company (NYSE: CTL), and **VMware, Inc.** (NYSE: VMW) announced they have expanded their partnership to include Savvis' adoption of VMware vCloud® Hybrid Service™.

(Logo: <http://photos.prnewswire.com/prnh/20111122/CG10879LOGO>)

During today's VMworld General Session keynote, VMware CEO Pat Gelsinger **announced the general availability** of VMware vCloud Hybrid Service and VMware's agreement with Savvis to be its hosting partner in the U.S. and Canada:

- By deploying instances of VMware vCloud Hybrid Service within Savvis' North American data center footprint in 2013 and 2014
- By Savvis' adoption of VMware vCloud Hybrid Service in its cloud orchestration roadmap
- Through development of complementary, secure low-latency network services for VMware vCloud Hybrid Service customers using the CenturyLink global network

"Savvis is proud to expand our VMware partnership to integrate our offerings with VMware vCloud Hybrid Service™," said Jeff Von Deylen, president of Savvis. "Customers using VMware vCloud Hybrid Service will benefit from our broad portfolio of network, colocation, managed hosting, managed services and cloud services to enable custom IT solutions. Hybrid cloud customers are looking for the kind of secure, low-latency network connectivity solutions that Savvis and CenturyLink can provide."

"Building on VMware's longstanding relationship with Savvis, this alliance will enable new and existing business

applications to run seamlessly both on- and off-premises," said Bill Fathers, senior vice president and general manager, Hybrid Cloud Services Business Unit, VMware. "Customers can gain new data center locations for VMware vCloud® Hybrid Service™ and complementary network, colocation, hosting and managed services from Savvis to accelerate their move to cloud."

Savvis has a long history of technology integration with VMware to enable its broad portfolio of VMware-based cloud products supporting a global customer base. In the past year, Savvis:

- Launched the **Savvis Cloud Ecosystem**, which focuses on innovative technology partners using VMware's vCloud API.
- Announced the **global availability of Savvis Cloud Data Center**, which is based on the latest version of VMware vCloud Director orchestration platform.
- **Joined the Cloud Foundry advisory board**, which was recently established by Pivotal, to help guide the Cloud Foundry ecosystem as it fosters a platform for developers in an open and innovative community.

For more information, visit www.savvis.com/vmware.

About Savvis

Savvis, a CenturyLink company, provides industry-leading IT infrastructure solutions that keep enterprises powered for business in today's ever-changing global marketplace. Combining deep, proven experience with personal commitment, Savvis delivers cloud, colocation and managed-hosting services over advanced networks, enabling its clients to focus on their core environments and meet new market opportunities.

About CenturyLink

CenturyLink is the third largest telecommunications company in the United States and is recognized as a leader in the network services market by technology industry analyst firms. The company is a global leader in cloud infrastructure and hosted IT solutions for enterprise customers. CenturyLink provides data, voice and managed services in local, national and select international markets through its high-quality advanced fiber optic network and multiple data centers for businesses and consumers. The company also offers advanced entertainment services under the CenturyLink® Prism™ TV and DIRECTV brands. Headquartered in Monroe, La., CenturyLink is an S&P 500 company and is included among the Fortune 500 list of America's largest corporations.

For more information, visit www.savvis.com or www.centurylink.com.

About VMware

VMware (NYSE: VMW) is the leader in virtualization and cloud infrastructure solutions that enable businesses to thrive in the Cloud Era. Customers rely on VMware to help them transform the way they build, deliver and consume



Information Technology resources in a manner that is evolutionary and based on their specific needs. With 2012 revenues of \$4.61 billion, VMware has more than 500,000 customers and 55,000 partners. The company is headquartered in Silicon Valley with offices throughout the world and can be found online at www.vmworld.com.

VMware, VMware vCloud, VMware vCloud Director, VMware vCloud Hybrid Service and VMworld are registered trademarks of VMware, Inc. in the United States and other jurisdictions. Other marks and names mentioned herein may be trademarks of their respective organizations. The use of the word "partner" or "partnership" does not imply a legal partnership relationship between VMware and any other company.

Forward-Looking Statements – VMware

This press release contains forward-looking statements including, among other things, statements regarding the deployment of VMware vCloud Hybrid Services within Savvis' data center footprint, its inclusion in the Savvis cloud orchestration roadmap and its availability through the CenturyLink global network, the features and potential benefits to customers and the potential impact on adoption of cloud-based computing and the demand for VMware vCloud Hybrid Services. These forward-looking statements are subject to the safe harbor provisions created by the Private Securities Litigation Reform Act of 1995. Actual results could differ materially from those projected in the forward-looking statements as a result of certain risk factors, including but not limited to: (i) adverse changes in general economic or market conditions; (ii) delays or reductions in consumer or information technology spending; (iii) competitive factors, including but not limited to pricing pressures, industry consolidation, entry of new competitors into the virtualization and cloud computing markets, and new product and marketing initiatives by our competitors; (iv) our customers' ability to develop, and to transition to, new products and computing strategies such as cloud computing; (v) the uncertainty of customer acceptance of emerging technology; (vi) rapid technological and market changes in virtualization software and platforms for cloud computing; (vii) our ability to attract and retain highly qualified employees; and (viii) geopolitical events and stability. These forward-looking statements are based on current expectations and are subject to uncertainties and changes in condition, significance, value and effect as well as other risks detailed in documents filed with the Securities and Exchange Commission, including our most recent reports on Form 10-K and Form 10-Q and current reports on Form 8-K that we may file from time to time, which could cause actual results to vary from expectations. VMware and Savvis assume no obligation to, and do not currently intend to, update any such forward-looking statements after the date of this release.

SOURCE Savvis