NEWS RELEASE

Arista Networks and VMware Enter Strategic Relationship to Advance Adoption of Network Virtualization

8/8/2014

PALO ALTO, Calif. and SANTA CLARA, Calif. -- (August 8, 2014) -- Arista Networks, Inc. (NYSE: ANET), a leader in software driven cloud networking, and VMware, Inc. (NYSE: VMW) today announced a strategic relationship to enable customers to accelerate adoption of network virtualization in the software-defined data center (SDDC). This new collaboration agreement builds on the companies' four year relationship in developing innovative, integrated SDDC solutions, and focuses on development and joint marketing of the generally available Arista and VMware integrated networking solution for VMware NSX™.

Arista and VMware are continuing to partner in areas that will optimize the software-defined data center for the hybrid cloud. Building on previous work around VMware vSphere®, VMware vCloud Director™, and VXLAN support, the companies are working together to drive greater interoperability across the broader VMware SDDC portfolio.

Arista's network programmable underlay, utilizing Arista **Extensible Operating System**, EOS®, network APIs and hardware enabled VXLAN Tunnel Endpoints (VTEPS) and the VMware NSX network virtualization platform, support a software-defined data center for both enterprise and service provider customers. The Arista and VMware integrated networking solution combines award-winning network infrastructure with a complete network virtualization platform enabled to simplify management and provisioning, speed service delivery, reduce costs and create opportunities for competitive differentiation. The tools provided by Arista and VMware put control and visibility back in the hands of the network and systems administrators.

This is the third phase of an ongoing collaboration between the two companies:

- Phase 1 2010+: ESX and vSphere/VMware vCloud Integration

- Phase 2 2012+: VXLAN specification and interoperability across physical/virtual networks
- Phase 3 2014+: VMware NSX integration and Arista Networks support for VMware vCenter™ Operations Management Suite and VMware vCenter™ Log Insight™

“With multiple years of joint engineering and customer deployments, this announcement highlights our growing relationship with VMware. Arista is committed to working with VMware products and architectures to optimally combine the VMware network virtualization platform and Arista programmable physical networks for the best network-wide virtualization deployments.”

- Jayshree Ullal, President and CEO, Arista Networks

"VMware and Arista are challenging the status quo in networking today, driving innovative, agile and cost-effective solutions that are changing the operations and economics of data centers. Through our shared vision for the software-defined data center, we are empowering customers to integrate Arista EOS-based network infrastructure with VMware NSX™ to enable the same operational model to be used for both virtual and physical workloads, resulting in increased efficiency and agility for the data center operator.”

- Raghu Raghuram, Executive Vice President of Cloud Infrastructure and Management, VMware

“The excitement around SDN and network virtualization is that – for the first time – networking is becoming more software orientated, so we’re able to dynamically orchestrate service modification and activation in real-time. Network connectivity can now keep up when virtual machines and associated compute and storage change or are moved within distributed data centers. This means that servers, storage and now the network are in synch so that we can meet the specific needs of our customers in a timescale they demand. As a result of deploying a new network architecture based on Arista and VMware networking technologies, the time for Colt to add, change or modify services now takes minutes rather than days, and enables Colt to onboard customers faster and expand its service portfolio quicker.”

- Mirko Voltolini, VP Technology and Architecture at Colt

Software Driven Networking for today’s Data Center Requirements
Arista Networks and VMware recognize that today’s data centers require automation, self-service provisioning, and linear scaling of both performance and data center economics. Arista’s award-winning data center switching products combined with VMware NSX will be able to deliver next-generation network virtualization, custom programmability and simplified architectures, with a single point of management. VMware and Arista Networks help unlock the full potential of the software-defined data center, allowing IT organizations to:

- Automate delivery of next-generation network services
- Enable end-to-end network virtualization and deliver application workload mobility by preserving IP

addressing within and between data centers
- Simplified troubleshooting by offering complete physical and virtual network visibility
- Accelerate deployment of business critical applications through transparent network provisioning
- Seamless Integration without performance impact of non virtualized applications or servers

Additional Resources

- Attend Arista CTO Ken Duda's presentation at VMworld, "**Physical Networks in a Virtual World**," Session ID: NET1875
- Read VMware's **Network Virtualization Blog**
- Read **Jayshree Ullal's blog** on Software Driven Networking

About Arista Networks

Arista Networks was founded to deliver software-driven cloud networking solutions for large data center and computing environments. Arista's award-winning 10/40/100 GbE switches redefine scalability, robustness, and price-performance, with over 2,700 customers and more than two million cloud networking ports deployed worldwide. At the core of Arista's platform is EOS, an advanced network operating system. Arista Networks products are available worldwide through distribution partners, systems integrators and resellers. Additional information and resources can be found at: **https://www.arista.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 2013 revenues of $5.21 billion, VMware has more than 500,000 customers and 75,000 partners. The company is headquartered in Silicon Valley with offices throughout the world and can be found online at **www.vmware.com**.

ARISTA, EOS and Spline are among the registered and unregistered trademarks of Arista Networks, Inc. in jurisdictions around the world. Other company names or product names may be trademarks of their respective owners. VMware, VMware vCloud, vSphere, Log Insight, vCenter, Operations Manager and VMware NSX are registered trademarks or trademarks of VMware, Inc. in the United States and other jurisdictions. The use of the word "partner" or "partnership" does not imply a legal partnership relationship between VMware and any other company.

Contact Information:

Roger T. Fortier
VMware Global Influencer Relations
Office: 650-427-2410
Mobile: 408-348-1569

rfortier@vmware.com

Amanda Jaramillo
Arista Networks, Inc.
amanda@arista.com
Tel: (408) 547-5798