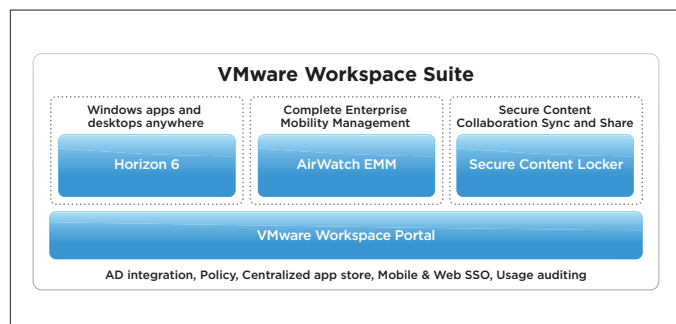


VMware Workspace Suite

Seamless user experience, comprehensive management – Deliver virtual workspaces from the mobility and virtualization market leader.

Virtual workspaces are not new to VMware. In just three short years, VMware has gone from introducing the concept to the industry to building, acquiring, and integrating industry-leading components to make seamless virtual workspaces a reality. While both integration and innovation will continue, VMware now offers the most comprehensive management solution while delivering a seamless user experience.

VMware Workspace™ Suite combines AirWatch® Enterprise Mobility Management, VMware Horizon® 6 virtual and physical app and desktop virtualization, and Secure Content Locker on top of the Workspace Portal identity and policy engine. Now packaged as a soft bundle with simple per-user pricing for on-premises deployment, it has never been easier to sell the complete vision with the strength of VMware and AirWatch.



Q. What is VMware Workspace Suite?

A. The suite is a “soft bundle” that includes the existing Horizon 6 Enterprise product + the AirWatch Yellow management suite sold for one simple, per-user discounted price with a single bundle SKU and a single SKU for Support and Subscriptions (SnS).

Q. What is in VMware Workspace Suite?

- A. There are four major components:
- AirWatch Management Suite for mobile device and application management
 - Horizon 6 for virtual and physical Windows app and desktop management
 - Secure Content Locker for Enterprise File Sync and Share
 - VMware Workspace Portal that integrates across the stack for an enterprise app store, launcher and SSO and identity engine

Q. How is Workspace Suite Licensed?

A. The VMware Workspace Suite is a per named user perpetual license for the on-premises versions of the underlying products.

Q. If we own AirWatch or Horizon today, can we upgrade to Workspace Suite?

A. There is no upgrade to Workspace Suite at this time. Customers with existing licenses of either product may simply purchase AirWatch or Horizon 6 products a-la-carte to take advantage of integrated functionality. Existing customers may also purchase new VMware Workspace Suite licenses for expansion of their existing environments.

Q. What is the device limitation for Workspace Suite?

A. Each user under the named user license model may enroll up to three devices for use with the AirWatch management suite. This license follows the user, not the device. The restriction only affects the AirWatch management product. Named users may access apps or data through the Workspace portal from any number of additional non-enrolled devices with no restrictions.

Q. What versions of Horizon 6 and AirWatch are included in VMware Workspace Suite?

A. VMware Workspace Suite licenses are versionless. Customers will be entitled to the underlying Horizon 6 and AirWatch product versions as available and entitled at time of purchase or through the length of the service and support agreement for updates.

Q. Will the Suite be licensed on a Concurrent basis?

A. There are no plans to offer Workspace Suite on a concurrent basis. Concurrency is generally not applicable to data or mobile management products as the software is essentially in use “all the time.” Use cases that leverage low rates of concurrency such as student populations or who leverage a small number of mobile devices shared among many users should take advantage of mixed licensing models that permit both concurrency for Horizon 6 and per-device licensing for AirWatch.

Q. Will there be a VMware Workspace Suite offering available as a hosted service?

A. There are no plans to offer Workspace Suite as a hosted service for the second half of 2014. We are certainly evaluating options for hosted service offerings for 2015.

