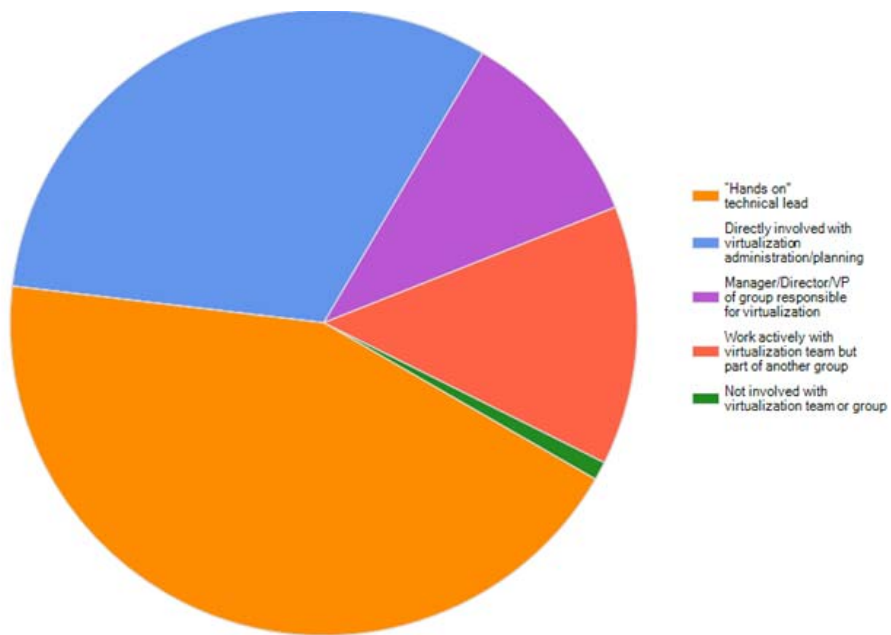




2010 Server Virtualization Survey Results

May 2010

1. What is your current role with regards to server virtualization?



"Hands on" technical lead	51.7 %
Directly involved with virtualization administration/planning	37.5 %
Manager/Director/VP of group responsible for virtualization	12.5 %
Work actively with virtualization team but part of another group	15.9 %
Not involved with virtualization team or group.....	1.1 %

2. What is the size of your company/organization/division?

1 to 100 employees	21.6 %
101 to 1,000 employees.....	39.2 %
1,001 to 10,000 employees	27.3 %
Greater than 10,000 employees.....	11.9 %

3. How many ESX hosts do you have?

1 to 5	39.2 %
6 to 10	22.2 %
11 to 49	26.1 %
50+	12.5 %

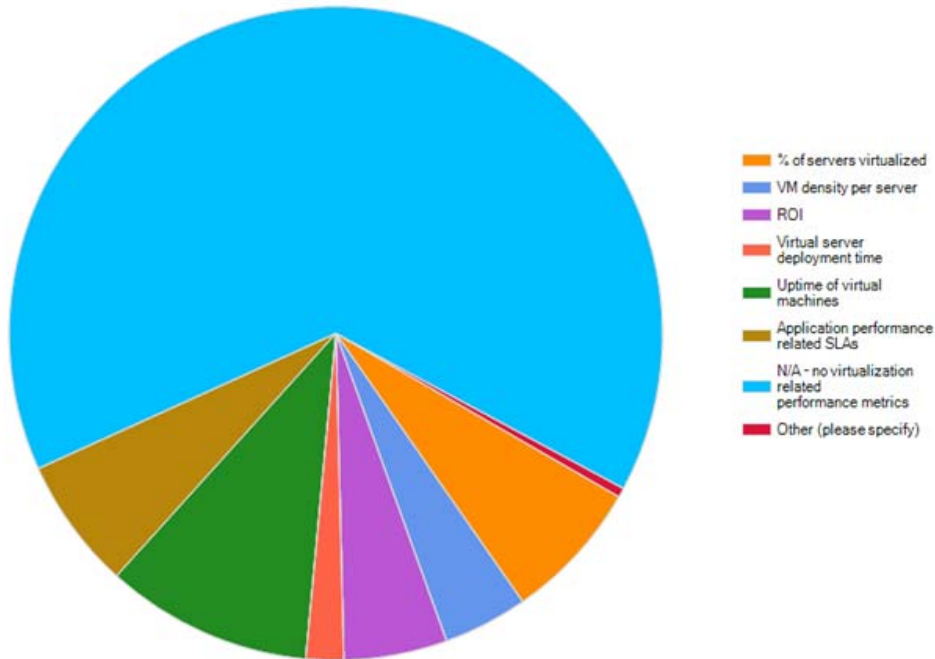
4. How many virtual machines (including virtual desktops) do you have?

1 to 100	60.8 %
101 to 500	25.6 %
501 to 999	6.8 %
1,000+	6.8 %

5. What percentage of your servers are virtualized

0 to 10%	12.5 %
11 to 20%	11.9 %
21 to 30%	9.7 %
31 to 50%	25.6 %
Over 50%	40.3 %

6. Is your personal performance review, bonus or any MBO tied to any of the metrics listed below? (Please select more than one if appropriate)



% of servers virtualized	8.5 %
VM density per server	5.1 %
ROI	6.3 %
Virtual server deployment time	2.3 %
Uptime of virtual machines	12.5 %
Application performance related SLAs	8.0 %
N/A – no virtualization related performance metrics	79.0 %
Other	0.6 %

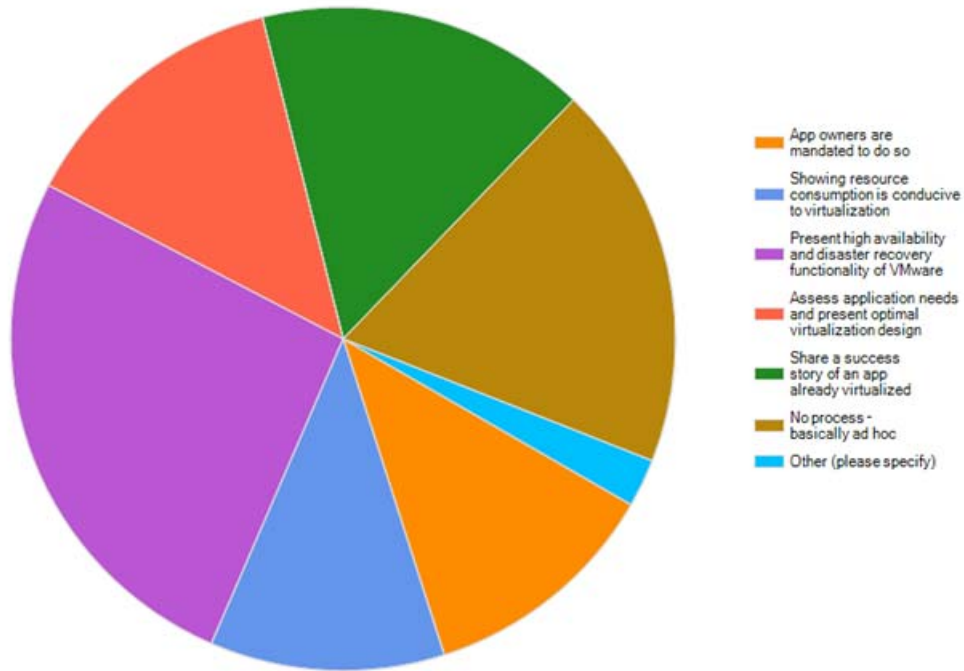
7. Think about the more business critical applications you have virtualized (or are planning to virtualize): How would you describe the process of convincing line of business (LOB) app owners to let you virtualize their applications?

Not Challenging	25.0 %
Somewhat Challenging	47.2 %
Challenging	20.5 %
Very Challenging	7.4 %

8. Do you agree or disagree with this statement: “App owners are responsible for slowing down our rate of server virtualization”

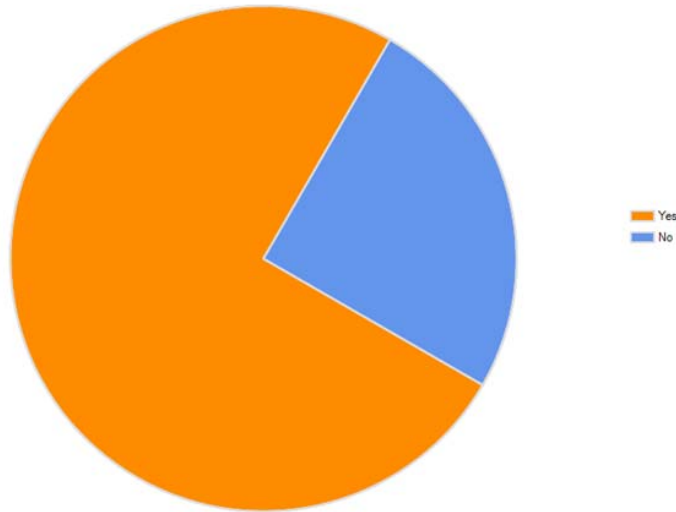
Agree	48.3 %
Disagree	51.7 %

9. What processes do you have in place to sell app owners on virtualizing their applications? (select as many as apply)



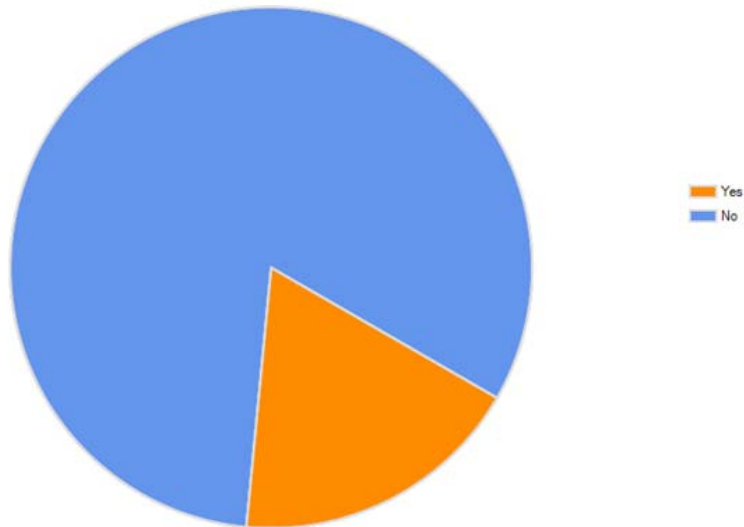
App owners are mandated to do so	19.9 %
Showing resource consumption is conducive to virtualization	19.3 %
Present high availability & disaster recovery functionality of VMware	44.3 %
Assess application needs and present optimal virtualization design.....	22.7 %
Share a success story of an app already virtualized	27.3 %
No process – basically ad hoc	31.8 %
Other.....	4.0 %

10. Would you budget for management tools that accelerate virtualization of your line of business applications?



Yes **75.0 %**
No **25.0 %**

11. Do you believe you have the tools in-house to confidently ensure the performance of virtualized mission-critical business apps?



Yes **18.2 %**
No **81.8 %**