



Veeam/nworks Acquisition Frequently Asked Questions

On June 23, 2008, Veeam Software announced its acquisition of privately held nworks. Please refer to the news release for essential details. Here are answers to some commonly asked questions.

- ***Who is nworks?***

nworks is a 14-year-old privately held company led by Greg Stephens and Hank Wright. The company's roots are in HP systems consulting, and today it is a leading provider of enterprise management connectors bridging the gap between VMware virtual infrastructure and enterprise systems management tools from Hewlett-Packard and Microsoft. Its worldwide customer base consists of Fortune 500 and Global 1000 companies. nworks is a VMware Technology Alliance Premier Partner, a Gold HP Business Partner, and a Microsoft Business Partner. nworks' products are the Smart Plug-In for VMware for HP Software Operations Manager and the Management Pack for VMware for Microsoft Systems Center Operations Manager. These connectors from nworks allow organizations to directly incorporate day-to-day VMware management into the enterprise management frameworks from HP and Microsoft

- ***How does this acquisition fit into Veeam's strategy?***

Veeam intends to become the best, most comprehensive provider of systems management tools to help IT professionals make the most of their virtualized infrastructure. Our customers have been asking to manage their physical and virtual infrastructures through one console – and many of them have significant investments in HP OpenView and Microsoft SCOM.

In addition, innovation is our key differentiator, and nworks, an early innovator, successfully bridged the gap between the systems management platforms customers have committed to and invested in, extending their reach to include VMware. Veeam has an experienced R&D organization that can take all these products further, faster. By combining Veeam's resources with nworks' proven enterprise management expertise, we are moving the industry closer to eliminating the management separation of the physical and virtual worlds that has been problematic for IT departments since the inception of virtual infrastructures.

- ***How will this impact nworks and Veeam customers?***

The Veeam team has been involved in many acquisitions in the past, and is dedicated to maintaining continuity and uninterrupted service for all our mutual customers. This is critical, and we will not jeopardize nworks' strong customer relationships in any way. The combined resources of both companies better equip us for supporting our customers and continuing to enhance our products.

- ***Will any products be discontinued?***

No. There is no overlap in the two companies' products. In fact, the combined product line offers great synergy and a more comprehensive solution for our customers. Veeam Monitor continues to be offered and enhanced as planned, as it is marketed primarily to customers who have not invested in an enterprise management solution. Earlier this month, nworks announced the sale of its Domino and BlackBerry Smart Plug-in (SPI) product lines to NiCE GmbH in Stuttgart, Germany, so the new combined entity is 100% focused on VMware management

- ***How will this impact the two companies' strategic partnerships?***

nworks has established very close and productive relationships with VMware, HP and Microsoft, and Veeam looks forward to continuing and expanding these relationships. Both companies' channel-centric sales models are complementary, and this union will offer even more value to our value-added resellers and distributors. The strong and experienced Veeam R&D team will strengthen and enable partner co-development projects around the nworks products, accelerating delivery of a comprehensive solution for our customers.

- ***Will the nworks team remain with Veeam?***

Yes. Both companies are efficient, entrepreneurial organizations in the rapidly expanding virtualization market. There is a place for every employee of both companies to be an important part of the combined entity's continued success. Our innovative corporate cultures are very similar, and we are excited about what we will accomplish together in the coming months and years.

- ***HP and VMware made an announcement on June 18 – how does that impact this newly combined company? (HP and VMware Collaborate to Help Customers Seamlessly Manage Virtual and Physical Systems)***

This announcement is a wide-ranging statement of intent and future direction that is part of an ongoing strategy between HP, VMware, and their partners (including nworks) in providing complete solutions for virtual infrastructures. nworks has been pleased to contribute to previous activities in this process, including a joint VMware and HP initiative started in 2007 (<http://www.vmware.com/pdf/OpsPackExecBrief.pdf>)

- ***About Veeam Software***

Veeam Software, a VMware Technology Alliance Partner best known for its [FastSCP](#) product, provides practical, innovative solutions for managing virtual server environments. Veeam Software is led by Ratmir Timashev and Andrei Baronov, the founders of Aelita Software. Today the company offers products including [Veeam Backup](#), the 2-in-1 backup and replication solution; [Veeam Reporter](#), an automated way to discover and document VMware virtual server environments; [Veeam Configurator](#), a simple way to configure and provision ESX servers; and [Veeam Monitor](#), for a bird's-eye view of key performance metrics across the entire VMware infrastructure. Learn more about Veeam Software by visiting www.veeam.com