

## Media Release

### **VMware Signs Deal with iiNet**

***VMware's Zimbra brings innovative email and collaboration services to iiNet business and consumer customers***

**12 October 2010**

**SYDNEY, Aust.–VMware** (NYSE: VMW), the global leader in virtualization and cloud infrastructure, today announced that iiNet, Australia's third largest Internet service provider, has selected VMware's Zimbra Collaboration Suite to power its new cloud-based email platform with the purchase of over a million Zimbra mailboxes.

As part of Zimbra's first major service provider deal in Australia since being acquired by VMware earlier this year, all customers with iiNet mailboxes will be migrated to the Zimbra mail platform between October 2010 and January 2011.

According to iiNet Chief Technology Officer Greg Bader, the agreement will consolidate the few mail platforms currently being employed across the business; a result of the company's growth through acquisition.

"iiNet's goal has been to not only consolidate our various email systems, but to provide our customers with a solution that's both user-friendly and comes with all the extra bells and whistles," says Bader.

Zimbra's Collaboration Suite provides a feature-rich next generation collaboration system that's built with open source technology, enabling iiNet to consolidate its various email platforms into a unified offering that seamlessly integrates with iiNet's other systems and applications.

Bader said while the organisation had been approached by a number of other email providers, it selected the Zimbra service because of its ease-of-use, unique features and ability to support iiNet's current and upcoming product and service range.

"Zimbra's offering is ideal because, without our customers having to lift a finger, they're about to get a simple-to-use email service that's really ahead of the curve in terms of technology," adds Bader.

Zimbra's Collaboration Suite comes with the added support of VMware's web-based 'virtualisation' platform, ensuring greater protection against data loss.

iiNet has been an avid user of VMware technology through the virtualisation of its own infrastructure including VMware View for the virtualisation of iiNet's desktop within the call centre.

iiNet also selected Zimbra to power its hosted Business grade email solution which has been available to both iiNet and Westnet customers since May this year.

"We're delighted with the performance of the Zimbra corporate solution for our Business customers and look forward to rolling out Zimbra's Collaboration Suite to our residential customers,"

Previous to the agreement, Zimbra was already servicing 25 percent of iiNet's customers. iiNet realised that providing the feature-rich messaging and collaboration solution that includes email, tasking, calendaring, mobile and social media to all of its customers would help demonstrate its commitment to delivering differentiated services.

"Increasingly, customers are looking to their service providers for innovative, secure, easy-to-use email services, and the integration of technology from VMware and Zimbra enables iiNet to provide its customers with a powerful and differentiated collaboration experience" said Jim Morrisroe, Zimbra General Manager.

"Zimbra is providing consumer and corporate editions of its email and collaboration service, and both will offer iiNet's customers a feature-rich unified communication platform.," said Morrisroe.

"It's always exciting for us to work with our customers and partners to support their IT transformation, and ultimately help them realise the full benefits across the entire range of the VMware platform. This landmark deal expands our strong relationship with iiNet beyond the virtualization of its IT infrastructure to providing flexible enterprise-class email and collaboration solutions that will directly impact iiNet's customer," said Paul Harapin, Managing Director, VMware, Australia and New Zealand

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**About iiNet**

iiNet is Australia's second largest DSL Internet Service Provider (ISP) and the leading challenger in the telecommunications market. We employ more than 1800 inquisitive staff across four countries and support over 1.3 million broadband, telephony and Internet Protocol TV (IPTV) services nationwide.

We're a publicly listed company and we maintain our own super-fast broadband network. Our vision is to lead the market with products that harness the potential of the Internet and then differentiate with award-winning customer service.

To achieve this, we employ creative thinkers and true advocates of technology. Our people are a huge part of the iiNet success story, so we've developed a unique and stimulating work culture to ensure they remain engaged and inspired.

A lot has changed since our CEO founded iiNet in a suburban garage back in 1993 and the broadband landscape continues to evolve. What hasn't changed is our passion for the transformative benefits of the Internet and our commitment to helping Australians connect better.

**About VMware**

VMware delivers virtualization and cloud infrastructure solutions that enable IT organizations to energize businesses of all sizes. With the industry leading virtualization platform – VMware vSphere™ – customers rely on VMware to reduce capital and operating expenses, improve agility, ensure business continuity, strengthen security and go green. With 2009 revenues of \$2 billion, more than 190,000 customers and 25,000 partners, VMware is the leader in virtualization which consistently ranks as a top priority among CIOs. VMware is headquartered in Silicon Valley with offices throughout the world and can be found online at [www.vmware.com](http://www.vmware.com)

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