



Frequently Asked Questions

1. Why is VMware making ESXi free?

VMware is making its standalone ESXi hypervisor available at no cost in order to help companies of all sizes experience the benefits of virtualization. As proven by experience with VMware Server, VMware Player, and VMware Converter, this will enable VMware and our partners to expand the install base of virtualized servers, and focus on upgrading a broad set of new customers to the 20+ products that run on top of the hypervisor. VMware is a virtual infrastructure vendor and the hypervisor is an enabling technology to virtual infrastructure, just as the BIOS is a component of the PC, or the engine is a component of the car. VMware customers purchase virtual infrastructure because of the automation, availability and flexibility it delivers to the datacenter.

2. Why is VMware doing this now?

VMware has always believed that virtualization needs to be ubiquitous. We want to accelerate the day that x86 servers, desktops and datacenters are fully virtualized. With the explosive growth of multi-core capacity, improvements in virtualization-aware hardware, and performance improvements in our virtualization software, we believe that no technical hurdles remain for 100% virtualization. ESXi is mature enough and easy enough to use that it can be the entry point into virtualization for those companies just taking their first steps with the technology.

Making ESXi free is an extension of the steps we have taken over the years in making VMware Server and Player free. We are able to eliminate the price on ESXi now because we have migrated our business to the set of solutions that deliver value on top of the hypervisor. Customers buy VMware Infrastructure 3 because of the automation, availability and flexibility it delivers to the datacenter; they buy VDI for their desktops because of the security and manageability benefits.

3. How is ESXi different from other competitive Hypervisors?

ESXi has a number of technological advantages over other hypervisors including enhanced performance, higher scalability, reliability and security. Also, its architecture enables advanced features that are not possible with other hypervisors due to architecture limitations.

4. Will VMware make ESX free as well?

There are no current plans to make VMware ESX free.

5. When will ESXi be freely available for download?

VMware ESXi will be available for download on the week of July 28, 2008

6. What impact will this have on VMware?

We expect this move to positively impact our business in the long run. Each person downloading ESXi will not only get the immediate benefit of being able to partition their servers but also be exposed to the possibilities that virtualization brings to their infrastructure. As such, they will be ready to buy more solutions down the road to expand their use of virtualization. It is important to keep in mind that we have more than 20 products in our virtualization portfolio.

For more information on Virtualization Performance, you can reach us at:

Website: www.virtualizationperformance.com
Sales: (866) 496-4560
Tel: (813) 805-8750
Fax: (813) 436-5301





7. Are there any specific types of customers that will be interested ESXi product?

Customers of all sizes will be able to benefit from ESXi. Because ESXi is a third-generation hypervisor that's been proven in production environments, enterprise customers can count on its reliability. We are excited to make this enterprise-class hypervisor more available to SMBs.

8. Is VMware reducing the price of the VMware Infrastructure products as well?

No. VI3 prices remain unchanged.

Product Questions

1. What is the difference between ESXi and VI3

VMware ESXi is a high performance, operating-system independent hypervisor that runs directly on server hardware and is proven to support even the most resource intensive applications. Alone, ESXi provides single server partitioning and is managed one-to-one.

VMware Infrastructure is the market-leading virtual infrastructure suite for IT organizations looking for large scale, production consolidation and running a dynamic infrastructure. It includes products like VMotion, HA, DRS, and the VirtualCenter Agent for centralized management of an ESXi host with VirtualCenter.

2. What is the difference between ESXi and VMware Server?

VMware ESXi is an enterprise-class hypervisor that offers a bare-metal architecture for near-native performance, features like memory de-duplication to increase consolidation ratios and a cluster file system for managing VM files on shared storage. VMware ESXi and VMware ESX are the critical foundations for a dynamic and flexible virtual infrastructure.

VMware Server installs as an application on Windows and Linux, relying on an operating system for resource management. This limits the performance and scalability. VMware Server is popular for test and development activities.

3. What is the difference between ESXi and ESX?

ESX and ESXi share the same code base and offer the same core functionality. However ESXi represents a new architecture that reduces the disk footprint to 32MB. Specifically, ESX incorporates a Linux-based Service Console as an administrative environment. ESXi removes this console to simplify deployment, management, and security hardening while relying on remote tools and open APIs for management.

4. Are there any restrictions in deploying the free version of VMware ESXi?

The free licenses for VMware ESXi are only valid with ESXi 3.5 Update 2 and later. It is not available for use with previous builds of ESXi.

As with previous versions of ESXi, the VirtualCenter agent is not included. Management with VirtualCenter requires a VirtualCenter Agent, available with any one of the VMware Infrastructure suites (Foundation, Standard, or Enterprise).



5. Does a customer need to buy anything else to run or manage ESXi?

ESXi partitions a single server into multiple virtual machines. It can be managed with the VI Client, a Graphical User Interface (GUI) that is included with the product and allows for the creation and management of virtual machines. The VI Client installs on a standard laptop or desktop and connects remotely to the ESXi server.

Customers looking to manage multiple virtualized servers will typically purchase VI Foundation, VI Standard, or VI Enterprise and manage their systems with VirtualCenter.

6. What happens to VMware Server? Does it end-of-life?

No, VMware Server continues to have a broad user base and will continue to appeal to users with unique hardware configurations or that want to run virtual machines in an application, primarily for development and testing.

7. Is ESXi an inferior product to ESX?

No, ESXi and ESX share a common code base, but ESXi offers the same functionality in a small, 32MB footprint that is easy to configure and deploy while providing a small attack surface area.

VI customers will continue to have a choice between deploying ESX or ESXi based on their environment. Those customers running third-party Linux agents or who do a lot of custom scripting will likely to continue deploy ESX as the industry continues to adopt ESXi.

8. What happens to ESX? Does it end-of-life?

No. ESXi does represent the next generation architecture, ESX will continue to co-exist and be released in parallel with ESXi. ESX and ESXi perform equally in running virtual machines. We understand that ESXi does represent a different management model for some long-time customers, so we will work with them to transition to this new hypervisor architecture.

9. Does a free ESXi come with support? Can a customer get updates and patches for free?

Support is optional for ESXi and comes in a number of options: Gold or Platinum support for unlimited support tied to a specific ESXi license or per incident support packs that are available for purchase with any ESXi license. Since customers can always download the latest ESXi software for free, updates and patches will also be available for free.