




VMWARE INC. ACCOUNT SUMMARY

533rd GLOBAL TOP COMPANY - FORBES 2000

364th	Top Market Value Company
628th	Top Profit Company
954th	Top Sales Company
1056th	Top Assets Company

Source: Forbes Global 2000 Companies in 2023

May 03rd, 2023
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www.xiqinc.com

SUMMARY

VMware is a leading provider of multi-cloud services for all apps, enabling digital innovation with enterprise control.

At the heart of everything we do lies the responsibility and the opportunity to build a sustainable, equitable and more secure future for all.

Since our founding in 1998, our employees and partners have been behind the tech innovations transforming entire industries. Today, we continue to cultivate a culture of innovation where curiosity meets execution.

Ranking



533rd Most Innovative

Share Price (VMW)
Market Cap
Fiscal Year

\$123.88
\$53.18B
Feb 1

Annual Stock Chart



Proponent

Raghu Raghuram
Chief Executive Officer
Cupertino, California, United States

VMware Inc.

www.vmware.com

3401 Hillview Avenue Palo Alto, CA 94304 United States

Phone: 650-427-1000

S.W.O.T

Strengths

- **Strong partnerships:** VMware has various partnerships with major tech players such as Microsoft, IBM, and AWS, which strengthens their position in the industry.
- **Diversity and inclusion focus:** VMware's focus on diversity, equity, and inclusion helps to create a positive and inclusive work environment
- **Experience and age:** Being a 25-year-old company, VMware has significant experience in the industry that they can leverage
- **Hybrid cloud expertise:** VMware's expertise in hybrid cloud allows them to offer innovative solutions for the modern workforce

Weaknesses

- **Vulnerabilities** The recent ransomware attacks on VMware highlights potential vulnerabilities in the company's security measures
- **Competition in the cloud race** Broadcom's acquisition of VMware may not be enough to make them a contender in the competitive cloud race
- **Broadcom acquisition** The ongoing uncertainty surrounding the Broadcom acquisition may be affecting business growth and creating instability
- **Reduced demand for its data center virtualization products** VMware faces reduced demand for data center virtualization products.

Opportunities

- **Advancements in technology** As technology continues to advance, VMware has the opportunity to stay at the forefront and develop innovative solutions.
- **SD-WAN and OT offering** VMware's offering of SD-WAN to operational tech (OT) with a new software client creates potential for growth in this market
- **Increased demand for cloud-based disaster recovery and backup solutions** Oracle webcast shows how to protect and migrate asset-heavy disaster recovery solution using Oracle Cloud VMware Solution.
- **Increase in demand for cloud services** As the demand for cloud services increases, there is potential for growth and expansion for VMware's solutions

Threats

- **Increased competition from emerging cloud providers** VMware faces increased competition from emerging cloud providers.
- **Interoperability concerns** Antitrust regulators are focusing on interoperability concerns related to the Broadcom acquisition of VMware, potentially creating roadblocks for the deal
- **Global economic conditions** Poor economic conditions or a recession could lead to a decrease in demand for VMware's products and services.
- **Increasingly complex regulatory environment** The CMA investigates Broadcom's \$61bn acquisition of VMware and Broadcom faces EU antitrust probe into VMware deal.

PAIN POINTS



- **Competition and Merger:** The acquisition of VMware by Broadcom is facing scrutiny and in-depth competition investigations by regulators in the UK and the EU, which could affect the company's future growth and competitiveness.
- **Partner Programs and Collaboration:** VMware is constantly enhancing its partner program and deepening its collaboration with other companies such as HPE GreenLake, Samsung, and Presidio to capture more opportunities in the multi-cloud market.
- **Cloud Deployment and Management:** VMware is focusing on advancing automation capabilities and accelerating IT modernization through its Anywhere Workspace Innovations, multi-cloud adoption program, and cloud smart approach to help organizations manage their cloud deployments more efficiently.
- **Endpoint Management and App Delivery:** VMware is driving the unified endpoint management and app delivery for the hybrid workforce, which is becoming increasingly important in the era of remote work.
- **Regulatory Compliance and Antitrust:** VMware's acquisition by Broadcom is facing antitrust concerns, and the company is also receiving recognition and awards for its secure access and zero trust security excellence.

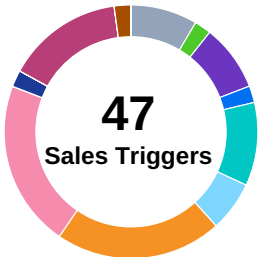
PAIN POINTS



- **Financial Performance and Growth:** VMwares financial performance and growth are affected by various factors, such as the uncertainty of the Broadcom acquisition, slowing growth, and challenging quarters.
- **SD-WAN and Telco Cloud:** VMware is expanding its SD-WAN and telco cloud platform to improve the network and operational efficiency of communication service providers and enterprise customers.
- **Career Certifications and R&D Innovation:** VMware is introducing new career certifications and specialist badges and promoting R&D innovation in areas such as sovereign cloud, blockchain, and machine identity management.
- **Vulnerability Patches and Cybersecurity Predictions:** VMware is releasing vulnerability patches for its products and making cybersecurity predictions for the coming year to address the growing concerns of cyber threats and cloud chaos.
- **Virtual Client Computing and End User Experience Management:** VMware is named a leader in virtual client computing and end user experience management in IDC MarketScape Vendor Assessments, which reflects its strong position in the market and its commitment to improving user experience.

TRIGGERS

PULSE - 30 DAYS



LEGEND

- | | | |
|---------------------|-------------|---------------|
| COVID-19 | Earnings | Partnerships |
| Awards | Events | Products |
| CxO Moves | Finance | Real Estate |
| CxO News | HR | Regulation |
| Cyber Security | Legal | Restructuring |
| Deals | M&A | Strategy |
| Divestiture | Outsourcing | Technology |
| Customer Experience | | |

CXO NEWS

MAY 01, 2023 | cxotalk.com

VMware COO: Lessons on Driving Transformation at Scale

SummaryDiscover valuable insights on managing large-scale transformation in this CXOTalk episode featuring Mike Hayes, Chief Operating Officer of VMware. In this ... [Read More](#)

dp

DEALS

APR 26, 2023 | msn.com

VMware Falls Amid UK Block of Activision/Microsoft Deal

VMware Inc. (NYSE:VMW), which agreed to a \$61 billion sale to Broadcom (NASDAQ:AVGO) last year, dropped 2.5% in premarket trading after the UK's antitrust authori... [Read More](#)



M&A

APR 24, 2023 | theregister.com

UK CMA Gives Broadcom/VMware Probe Tight Deadlines

The UK Competition and Markets Authority (CMA) has detailed its concerns about Broadcom's acquisition of VMware, plus a roadmap that would leave around two months... [Read More](#)



TRIGGERS

M&A

APR 19, 2023 | [msn.com](#)

VMware Potential Deal Price Break Raised to \$115 From \$100 at UBS

VMware's (NYSE:VMW) stock could fall to \$115 a share if its planned \$61 billion sale to Broadcom (NASDAQ:AVGO) were to be scuttled due to regulatory issues, up fr... [Read More](#)



APR 10, 2023 | [seekingalpha.com](#)

Broadcom's Growth Potential: Diversification, 5G, Cloud Migration, and VMware Acquisition

As a standalone company, Broadcom Inc. (NASDAQ:AVGO)'s diversification and market opportunities have allowed AVGO to return strong financial performance over the ... [Read More](#)



LEGAL

MAY 02, 2023 | [finance.yahoo.com](#)

VMware Hit With \$84.5 Million Verdict in US Retrial Over Software Patents

By Blake Brittain(Reuters) - VMware Inc must pay \$84.5 million for infringing two patents belonging to rival software company Densify, a Delaware federal jury sai... [Read More](#)



PRODUCTS

APR 25, 2023 | [thefastmode.com](#)

VMware Unveils New Suite of Security Solutions to Better Protect Multi-cloud

Image Credit: Plick/Bigstockphoto.com VMware announced new capabilities that deliver strong lateral security across multi-cloud environments so customers can bette... [Read More](#)



APR 24, 2023 | [finance.yahoo.com](#)

VMware Unveils New Security Capabilities to Help See and Stop More Threats

VMware, Inc., (NYSE:VMW) today announced new capabilities that deliver strong lateral security across multi-cloud environments so customers can better see and stop more threats. VMware Contexta, a threat intelligence cloud powering VMware's suite of security

APR 18, 2023 | [siliconangle.com](#)

VMware Evolves Integrated Ecosystem Approach and Partner Network

As VMware Inc.'s business strategy shifts to a subscription-based, software-as-a-service model with annual recurring revenue as its income stream, the organizatio... [Read More](#)



TRIGGERS

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PARTNERSHIPS

APR 28, 2023 | datacenterdynamics.com

Dell Teams Up With AT&T and VMware to Develop 5G MEC for Enterprises

The new product which is called the AT&T MEC with Dell APEX solution, was announced yesterday (April 27) in a blog post by Dell. Dell, AT&T, and VMware have teamed... [Read More](#)



APR 27, 2023 | thefastmode.com

Wallaroo.AI, VMware to Provide Unified Edge ML/AI Deployment for Telco

Image Credit: Wallaroo.AI Wallaroo.AI, the leader in operationalizing machine learning to ROI in the cloud, in decentralized networks, and at the edge, and VMware a... [Read More](#)



APR 24, 2023 | prnewswire.com

Lookout Extends Partnership With VMware to Deliver Endpoint-to-Cloud Security With Optimized Network Connectivity

, April 24, 2023 /PRNewswire/ -- Lookout, Inc., the endpoint-to-cloud security company, today announced the integration of the Lookout Cloud Security Platform wi... [Read More](#)

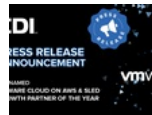


AWARDS

APR 10, 2023 | cdillc.com

CDI Named VMware Cloud on AWS Partner of the Year and VMware State and Local Government and Education Growth Partner of the Year

CDI Named VMware Cloud on AWS Partner of the Year and VMware State and Local Government and Education Growth Partner of the Year IT systems integrator continues hi... [Read More](#)



APR 10, 2023 | technews.tmcnet.com

AHEAD Named Winner of 2023 VMware Partner Collaboration Award With AWS for the Americas Region

[April 10, 2023] AHEAD Named Winner of 2023 VMware Partner Collaboration Award with AWS for the Americas Region AHEAD announced today that it has been awarded the ... [Read More](#)



APR 10, 2023 | theglobeandmail.com

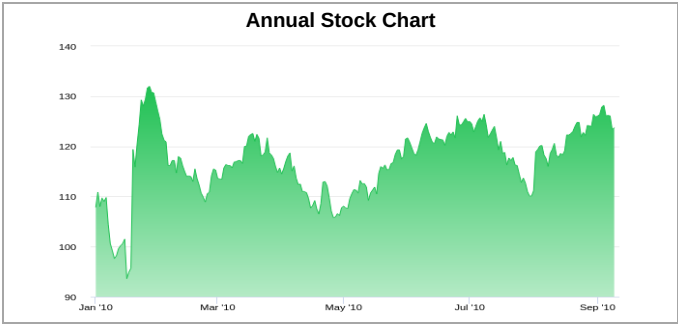
VMware Inc (VMW-N) Quote - Press Release

VMware, Inc. (NYSE:VMW), a leading innovator in enterprise software, today announced the worldwide and regional winners of the 2023 VMware Partner Achievement Awa... [Read More](#)



FINANCIAL OVERVIEW

KEY METRICS & REPORTS



[SEC FILINGS](#)

Net Income
\$1.31B

Qty.Rev
Growth
5.20%

Share Price
\$123.88

Revenue
\$13.35B

Employees
38.3K

EBITDA
(TTM)
\$2.71B

Gross Profit
\$10.89B

Market Cap
\$53.18B

Operating
Margin
15.86%

EPS
(TTM)
3.10

NEWS

[APR 19, 2023](#) | [msn.com](#)





VMWare Potential Deal Price Break Raised to \$115 From \$100 at UBS

VMware's (NYSE:VMW) stock could fall to \$115 a share if its planned \$61 billion sale to Broadcom (NASDAQ:AVGO) were to be scuttled due ... [Read More](#)



COMPETITORS

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COMPANIES		 Red Hat		
Name	VMware Inc.	Red Hat, Inc.	Fortinet Inc.	Zscaler
WEBSITE	www.vmware.com	www.redhat.com	www.fortinet.com	www.zscaler.com
FOUNDED	1998	1993	2000	2007
INDUSTRY	Computer Software	Computer Software	Computer & Network Security	Computer & Network Security
CEO	Raghu Raghuram	Matt Hicks	Ken Xie	Jay Chaudhry
EMPLOYEES	38.3K	20.0K	12.6K	5.0K
REVENUE	\$13.35B	\$4.2B	\$4.42B	\$1.35B
MARKET CAP	\$53.18B	N/A	\$52.53B	\$15.38B
GROSS PROFIT	\$10.89B	N/A	\$3.33B	\$850.11M
OPERATING MARGIN	15.86%	N/A	21.84%	-22.46%

RAGHU RAGHURAM

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NEWS

MAY 01, 2023 | [marketwatch.com](#)

VMware's 2023 DEI Report: How We're Building on the Momentum

The MarketWatch News Department was not involved in the creation of this content. May 01, 2023 (3BL Media via COMTEX) -- VMware celebrated the 25th anniversary of its founding in February this year... [Read More](#)

APR 06, 2023 | [sfexaminer.com](#)

Leslie Jones Eyes Full-time Hosting Gig at the Daily Show

Leslie Jones would love to make hosting 'The Daily Show' a permanent job. The 55-year-old comic and presenter guest-hosted three episodes... [Read More](#)



APR 04, 2023 | [sfexaminer.com](#)

Twitter's Logo Changed to a Dog. Dogecoin Rallies.

With lots of chatter out there about Twitter going to the dogs, the social network just made a notable, if quirky, canine change. Twitter... [Read More](#)



TWEETS



Raghu Raghuram
Chief Executive Officer
[@raghuraghuram](#)



Today we celebrated all our #VMware Admins for all that they do to help make the company successful and a great place to work! Thank you for all that ...



01:38 AM - Apr 27, 2023



Raghu Raghuram
Chief Executive Officer
[@raghuraghuram](#)



This week, we announced the VMware Cross-Cloud managed services offering at #vmwPLS2023. These solutions make it easier for our partners to give custo ...



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VIDEOS



VMware Explore 2022 - VMware CEO Raghu Raghuram

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Raghu Raghuram, VMware | VMware Explore 2022

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VMware Aria Announcement

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C-SUITE INSIGHTS

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Motivator

Kit Colbert
Senior Vice President
and Chief Technology
Officer
VMware Inc.
San Francisco,
California, United
States

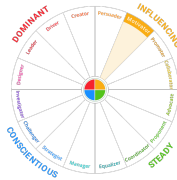
EXPERIENCE

Chief Technology Officer
VMware | Sep 2021 - Present

EDUCATION

Brown University
ScB, Computer Science 1999 – 2003

INSIGHTS



Kit grasps new concepts easily, relies on instinct, is innovative and sociable.

QUALITIES

- Friendly
- Passionate
- Adaptable
- Approachable
- Versatile

SELLING

Kit works quickly and with a high level of energy. Keep your pitch exciting by describing how your solution is progressive, innovative on trend, and socially relevant.

Tips

- Exchange ideas and initiate cooperative efforts.
- Be engaging and descriptive in your conversations.
- Be jovial and relaxed.
- Present exciting and unique concepts.
- Engage with levity and share personal experiences.

COMMUNICATION

Kit is friendly, enthusiastic, and a dynamic communicator who loves to share first-hand views. Try to match Kit's outgoing nature in a friendly manner without dwelling on specifics.

Tips

- Be modest and humorous
- Keep discussions upbeat and positive
- Support Kit's innovation
- Speak in an animated manner
- Discuss theoretical topic

KIT COLBERT

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NEWS

APR 28, 2023 | [msn.com](#)

Corporate Technology Under New Scrutiny Amid Recession Fears

Companies are trimming and streamlining their information technology spending amid worries about a possible recession later this year.... [Read More](#)



JAN 19, 2023 | [siliconangle.com](#)

Supercloud Analysis Points to the Dawn of the Multicloud Services Era

VMware Inc. recently took the multicloud concepts embedded in its Cross-Cloud services offering and distilled them into a whitepaper. T... [Read More](#)





JAN 11, 2023 | [marketscreener.com](#)


VMware : Announces VMware Explore 2023 Dates and Locations


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TWEETS


**Kit Colbert**
Senior Vice President and Chief Technology Officer
[@kitcolbert](#)
VMware Explorers met live in Korea. Fresh from the mainstage, ride the excitement with @VMware CTO @kitcolbert as he celebrates customers and partners ...



 01:23 AM - Apr 27, 2023

**Kit Colbert**
Senior Vice President and Chief Technology Officer
[@kitcolbert](#)
Awesome to the performance of ESXi on ML workloads - rivaling bare metal! [twitter.com/cswolf/status/...](#)



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VIDEOS



VMware Explore 2022 Recap with Kit Colbert

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VMware Explore 2022 Dives Into The Potential Of Mu...

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An Innovation 'Ecosystem' With Kit Colbert, CTO, V...

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Motivator

Sanjay Uppal
Senior Vice President
and General Manager,
Service Provider &
Edge Business
VMware Inc.
Los Altos, California,
United States

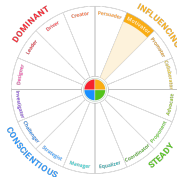
EXPERIENCE

**SVP & GM, Service Provider and Edge Business
Unit (SEBU)**
VMware | Apr 2021 - Present

EDUCATION

Stanford University
MS Management Science & Engg, Technology
Management 1990 – 1992

INSIGHTS



Sanjay is adaptable, receptive to new ideas, and tends to resist mundane cycles of activity.

QUALITIES

- Adaptable
- Friendly
- Approachable
- Passionate
- Innovative

SELLING

Sanjay responds well to intriguing big-picture concepts so don't hesitate to use impactful expressive language in your sales proposal to capture Sanjay's interest

Tips

- Be jovial and relaxed.
- Exchange ideas and initiate cooperative efforts.
- Be engaging and descriptive in your conversations.
- Be friendly and enthusiastic.
- Present exciting and unique concepts.

COMMUNICATION

Sanjay is personable, enthusiastic, and likes to communicate with in-depth animated anecdotes. Sanjay appreciates a captive audience so initiate discussions with Sanjay often to keep a positive relationship.

Tips

- Keep discussions upbeat and positive
- Be modest and humorous
- Discuss theoretical topic
- Support Sanjay's innovation
- Support Sanjay's good ideas

SANJAY UPPAL

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NEWS

MAR 24, 2023 | finance.yahoo.com

VMware Recognized as a 2023 Gartner® Peer Insights™ Customers' Choice for VMware SD-WAN

VMware Positioned as a Customers' Choice for SD-WAN Based on Overall Experience and User Interest and Adoption; 96% of Users Recommend VMwarePALO ALTO, Calif., March 24, 2023--(BUSINESS WIRE)--V... [Read More](#)

MAR 07, 2023 | tmcnet.com

Communications Service Providers Unlock Possibilities of 5G With VMware Telco Cloud Platform

ShareBut how does one really thrive in a 5G world, especially with the possibility of cutting the bottom line or slowing down the mode... [Read More](#)


MAR 01, 2023 | helpnetsecurity.com

VMware Extends SD-WAN to OT With New Software Client Offering

VMware has delivered new and enhanced remote worker/device connectivity and intelligent wireless capabilities to its SD-WAN and SASE cu... [Read More](#)



TWEETS




Sanjay Uppal
Senior Vice President and General Manager,
Service Provider & Edge Business
[@inetnut](#)

We recently shared an exciting demo at @hannover_messe 2023 co-developed with @Kyndryl and @BucknellU!Get a glimpse at the technology that leverages #

...

05:01 PM - Apr 26, 2023



Sanjay Uppal
Senior Vice President and General Manager,
Service Provider & Edge Business
[@inetnut](#)

Join #telecom industry leaders at next week's @FutureNetW conference to learn how to address key challenges around digital transformation and automati ...

04:01 PM - Apr 25, 2023

VIDEOS



Sanjay Uppal of VMware | eSPEAKS with Chris Preime...

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Bill Long, Equinix and Sanjay Uppal, VMware | VMwo...

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Sanjay Uppal and Craig Connors, VMware | VMworld 2...

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Sumit Dhawan
President
VMware Inc.
Palo Alto, California,
United States

EXPERIENCE

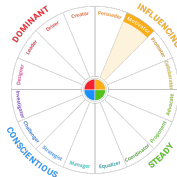
President

VMware | Jun 2021 - Present

EDUCATION

Stanford University Graduate School of Business
Stanford Executive Program, 2015 – 2015

INSIGHTS



Sumit is quick to interact with new people, particularly when talking about a shared passion for innovation.

QUALITIES

- Versatile
- Passionate
- Enthusiastic
- Friendly
- Easygoing

SELLING

Display excitement for your product to obtain Sumit's support. Emphasize the high-level perspective and don't get bogged down in specifics or Sumit will become disinterested.

Tips

- Present exciting and unique concepts.
- Engage with levity and share personal experiences.
- Be engaging and descriptive in your conversations.
- Exchange ideas and initiate cooperative efforts.
- Stay positive and concentrate on potential opportunities.

COMMUNICATION

Sumit is upbeat and charming. Sumit is typically more concerned with the high-level perspective than minor details.

Tips

- Speak in an animated manner
- Support Sumit's innovation
- Use graphics to illustrate ideas
- Be modest and humorous
- Listen and respond to Sumit's personal anecdotes

SUMIT DHAWAN

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NEWS

APR 26, 2023 | techwireasia.com

VMware Enhances Security Capabilities to Deal With Threats

While VMware is not the biggest name when it comes to cybersecurity, the company continues to enhance its security capabilities. Since ... [Read More](#)



APR 25, 2023 | helpnetsecurity.com

VMware Announces New Security Capabilities to Help Protect Hybrid Workforce

VMware has unveiled new capabilities that deliver lateral security across multi-cloud environments so customers can better see and stop... [Read More](#)




APR 24, 2023 | siliconangle.com

VMware Debuts New Cybersecurity Tools at RSA 2023

VMware Inc. today introduced an array of new cybersecurity features that will make it easier for companies to block hacking attempts.M... [Read More](#)




TWEETS



Sumit Dhawan
President
[@sumit_dhawan](#)

It was great to do the keynote at #RSAC
twitter.com/zkerravala/sta...

08:26 PM - Apr 25, 2023



Sumit Dhawan
President
[@sumit_dhawan](#)

Wonderful time last week at Partner Leadership Summit connecting with leaders from across our partner ecosystem. We shared our focus on the @VMware Cr ...

04:29 PM - Apr 25, 2023

VIDEOS



Yves meets: Sumit Dhawan - President @ VMware - VM...
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Sumit Dhawan, VMware | AWS re:Invent 2021
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Sumit Dhawan, VMware | VMworld 2021
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Prepared By



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