

VMware, Promedia Technology Services, Inc. and NJEDge.Net Work Together to Accelerate Virtualization Deployment for New Jersey Educational Institutions

Statewide Licensing Agreement Provides Academic and Research Institutions Access to the Benefits of Virtualization

PALO ALTO, CA -- (Marketwire) -- 05/05/11 -- VMware, Inc. (NYSE: VMW), the global leader in virtualization and cloud infrastructure, and Promedia Technology Services, Inc. today announced the availability of a statewide licensing agreement with NJEDge.Net, a non-profit technology consortium of academic and research institutions in New Jersey, that will enable NJEDge members to purchase virtualization software and support services to easily access the benefits of virtualization at specialized rates. Promedia Technology Services and NJEDge set out to align this agreement with statewide initiatives around shared services and leveraging economies of scale in a time when fiscal responsibility is imperative.

The VMware Enterprise License Agreement includes access to VMware software products, Promedia Technology Services customized professional services package, an optional upgrade of existing software maintenance to Production Level (24x7) for participating members, and assurance that all new VMware products purchased will be paired with VMware Production Level support. NJEDge members will receive a discount on VMware products, which includes the initial group purchase. As the agreement is extended to new members, including K-12 schools, the cost savings across the state will be substantial.

In addition to driving cost savings associated with software licenses and support contracts, this agreement enables reduction of many of the costly operational inefficiencies and redundant procedures associated with traditional procurement models where each school must negotiate and manage its contracts independently. Through the establishment of a standardized process with predictable costs and streamlined administration of software licenses/support contracts, this agreement can save NJEDge members both time and money while allowing them to increase their responsiveness to the needs of the business and schools.

Participation in the NJEDge VMware Enterprise License Agreement requires institutional membership in NJEDge which is available to all educational and research facilities in the state of New Jersey.

Virtualization continues to rapidly transform the IT landscape and enable organizations to fundamentally change the way they compute.

About Promedia Technology Services, Inc.

Promedia Technology Services, Inc., founded in 1992 and located in Little Falls, NJ, is a technology solutions provider whose core business is ensuring its clients' productivity and efficiency through the appropriate use of network technologies. Promedia understands how these intricate systems can become costly, hard to manage, and hard to maintain. These challenges are answered by developing accurate ROI's for technology investments and delivering monitoring and managed service offerings to minimize the burden on the client. With 80 employees and a certified staff of 50 engineers, Promedia is authorized to handle the most complex network designs and installations. Promedia holds industry certifications and specializations from major manufacturers including Cisco, VMware, NetApp, Apple, Microsoft and many more.

