

Citrix Virtual Computer Acquisition

May 9, 2012

Q&A

Q. Why is Citrix acquiring Virtual Computer?

A. We are seeing great success with the Citrix XenClient product line and we want to accelerate our efforts in client based desktop virtualization. Our customers have told us we need to move faster and we are responding. The combination of the Citrix and the Virtual Computer teams and technology will lead to more rapid innovation in this market. This acquisition will enable Citrix to combine the best of XenClient and Virtual Computer technology, allowing enterprises to tightly manage their laptops and deliver virtual desktops to go for their mobile users.

Q. Why is this important to customers?

A. The acquisition adds a mature backend management system to the XenClient product line. This allows Citrix to combine its world class type -1 client hypervisor with the industry's most advanced technology for managing local virtual desktops. The combination of these two technologies provides more scalable centralized management capabilities and broader hardware support for the solution overall.

Q. When will this transaction close?

A. The merger is immediately effective as of May 8, 2012.

Q. What is Virtual Computer NxTop?

A. Virtual Computer NxTop is a mature central management technology for Xen-based client virtualization systems. Virtual Computer's technology makes it simple to centrally create, deploy, and update local virtual desktops. It can securely backup user changes from laptops and it provides rapid disaster recovery. It also contains advanced policy controls to protect and even remotely disable local virtual desktops. NxTop contains the NxTop engine which is a type 1 client hypervisor based on Xen technology.

Q. When will XenClient Enterprise be available?

A. XenClient Enterprise will be available before the end of Q2 2012.

Q. How will XenClient Enterprise be sold?

A. XenClient Enterprise will be sold as a standalone product and it will be included as part of XenDesktop Enterprise and Platinum as one of the FlexCast models. So, customers that are current on SA and have licenses for XenDesktop Enterprise and Platinum can allocate their licenses towards XenClient Enterprise.

Q. How does this affect existing Citrix customers using XenClient Express?

A. There will be no impact or changes for a customer using the stand alone XenClient Express. They can continue to use the product as is.

Q. How does this affect existing XenClient customers using XenClient XT?

A. There will be no impact or changes for a customer using XenClient XT. They can continue to use the product as is.

Q. How does this affect existing XenClient customers using the Synchronizer for XenClient?

A. For existing customers using XenClient with the Synchronizer for XenClient, Citrix will provide a path to move to XenClient Enterprise once the product is released. Existing customers can contact xenclient@citrix.com for assistance with this process. It is Citrix's intent to integrate technologies from the Synchronizer for XenClient into the XenClient Enterprise product over time.

Q. How does this affect existing Virtual Computer customers?

A. There is no impact or change for existing Virtual Computer customers at this time. Existing Virtual Computer customers can continue to use NxTop. Existing NxTop entitlements with active Software Maintenance as of the XenClient Enterprise release date will be upgraded to XenClient Enterprise with active Software Maintenance at no additional cost. Citrix will provide an upgrade path from NxTop to XenClient enterprise once the product is released.

Q. How will the Citrix and Virtual Computer products be integrated?

A. The new XenClient Enterprise will combine all the power of the XenClient hypervisor with a rich set of management functionality designed to help enterprise customers manage large fleets of corporate laptops across a distributed enterprise. We plan to take the best technologies from each solution and bring them together in the XenClient Enterprise product.

Q. How long will it take for the products to be integrated?

A. Integration of the two products will take time but customers will start to see elements of the products coming together in the first release of XenClient Enterprise scheduled for the second quarter of 2012.

Q. How does Virtual Computer NxTop differ from Citrix XenClient? How do I know which one is right for my needs?

A. You do not need to choose between these products. The new XenClient Enterprise will combine all the power of the XenClient hypervisor with a rich set of management functionality designed to help enterprise customers manage large fleets of corporate laptops across a distributed enterprise. We encourage customers to try Virtual Computer NxTop today to get a preview of the capabilities that will be incorporated into XenClient Enterprise.

Q. Will this integration expand the XenClient hardware compatibility list?

A. Yes, by combining the Citrix XenClient and Virtual Computer NxTop teams and technology, we will be able to deliver expanded hardware compatibility for Citrix XenClient product line.

Q. What customer problems does XenClient Enterprise address?

A. XenClient Enterprise addresses these challenges:

- **The number of enterprise laptop users is increasing dramatically** with users spending more and more time outside the office.
- **Laptops living off of the corporate network are varied and difficult to manage and secure** thereby straining IT systems originally designed for desktop systems.
- **Corporate data is not backed up and is left unsecured on laptops** which puts intellectual property at risk and leads to long recovery times
- **Users are demanding increased flexibility and freedom** which causes friction between IT and endusers
- **Hosted desktop virtualization can't benefit offline laptop users** that don't have consistent network connectivity

Q. What are the top benefits of XenClient Enterprise?

A. The top benefits of XenClient Enterprise are:

- **Radically simplify the laptop lifecycle** by using a single solution and single image to deploy, update, backup, recover, secure, and control enterprise laptops
- **Secure and backup corporate data** through an encrypted local virtual desktop with automated backup, self-service recovery, and remote kill

- **Deliver IT control and user freedom** by allowing a locked down corporate environment and a personal user desktop on the same laptop
- **Extend the benefits of XenDesktop to offline laptops** by allowing users the ability to work from anywhere while IT maintains centralized control

Q. What happens to existing Virtual Computer support agreements? Who do I contact going forward for support?

A. Today you will continue to contact Virtual Computer support. We plan to upgrade all Virtual Computer support agreements to Citrix support agreements, as we complete this transition we will provide further advisories to customers.

Q. Is there now an upgrade path from Virtual Computer NxTop to other Citrix products like Citrix XenClient or XenDesktop?

A. Yes, existing Virtual Computer customers will be upgraded to XenClient Enterprise, with User/Device licensing on a 1:1 basis.

Q. Will the free trials for Virtual Computer NxTop still be available?

A. Yes, Virtual Computer NxTop will continue to be available for evaluation from the Citrix and Virtual Computer websites.

Q. How can I obtain a trial or evaluation version of Virtual Computer NxTop so I can preview the capabilities coming soon in XenClient Enterprise?

A. You can visit www.citrix.com/xenclient/tryit