







VMware: Fearless Legal Innovators - At A Glance

<p>DIVERSE TEAM</p>	<p>16 COUNTRIES  25 CITIES</p>	<p>105 LAWYERS; 59 NON LAWYERS AVE. + 15 YEARS of LEGAL EXPERIENCE</p>	<p>MEN/WOMEN 50:50 23% URM (US)</p>
<p>DRIVING INNOVATION</p>	<p>RANKED #2 IN THE IEEE POWER RANKINGS- SOFTWARE PATENTS</p>	<p>480% INCREASE IN PATENT FILINGS (OVER LAST 5 YEARS)</p>	<p>XXX CUMULATIVE GRANTED PATENTS (US)</p>
<p>TRANSACTIONAL VELOCITY</p>	<p>4,900+ TRANSACTIONS ANNUALLY</p>	<p>50% REDUCTION IN CONTRACT CYCLE TIMES <3 MINUTES FOR REPORTS </p>	<p>74% REDUCTION IN ESCALATIONS 50% DECREASE IN TEMPLATES</p>
<p>ENABLING STRATEGIC PRIORITIES</p>	<p>1,100+ OSS REVIEWS FOR PRODUCT LAUNCHES </p>	<p>19 M&A TRANSACTIONS PART OF BIGGEST TECH DEAL IN HISTORY</p>	<p>THOUGHT LEADERSHIP ON CREATIVE CLOUD PARTNERSHIPS & PRIVACY </p>
<p>PROTECTING THE COMPANY</p>	<p>XX LITIGATION MATTERS</p>	<p>No Judgements Against the Company </p>	<p>100% COMPLETION OF BCG TRAININGS</p>
<p>CULTURE</p>	<p>MENTOR PROGRAM PARTICIPATION: 41%</p>	<p>83 ROTATION/HORIZONTAL ASSIGNMENTS</p>	<p>PRO BONO/SERVICE LEARNING 353 HOURS</p>
<p>OPERATIONAL EXCELLENCE</p>	<p>\$14M ANNUAL SAVINGS 2015 ACC VALUE CHAMPION</p>	<p> LPO-EXTENDED ARM OF TEAM (36)</p>	<p>18% REDUCTION IN LEGAL SPEND AS % OF REVENUE (OVER LAST 4 YEARS)</p>
<p>CREATING BUSINESS OPPORTUNITIES</p>	<p>350+ MEETINGS WITH OFFICIALS Thought Leadership to Federal Government</p>	<p>12 POLICY ADVOCACY RESULTS 5 CONGRESSIONAL WITNESSES</p>	<p>\$43M SLED CONTRACTS & OPPORTUNITIES</p>



Note: Unless otherwise stated, the data shown above represents metrics for the 12 month period beginning 07/01/15 and ending 06/30/16