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March 29, 2011

Randy Lee  
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PARTNER ID NO: Dell Products LP

To Whom it May Concern,

This letter is to confirm that as of the date of this letter Dell Products LP, a company organized and existing under the laws of the United States ("Dell"), has a currently valid Distributor partner agreement with VMware, Inc., a Delaware corporation ("Agreement"). Pursuant to the Agreement, Dell has corresponding rights to distribute and market VMware products. VMware products are distributed subject to the terms and conditions of their corresponding End User Agreements including but not limited to the VMware product performance warranties and services warranties for purchased Support and Subscription Services.

Sincerely,

A handwritten signature in blue ink, appearing to read "Joel Benavides", with a stylized flourish extending to the right.

Joel Benavides  
Sr, Contracts Manager  
VMware, Inc.