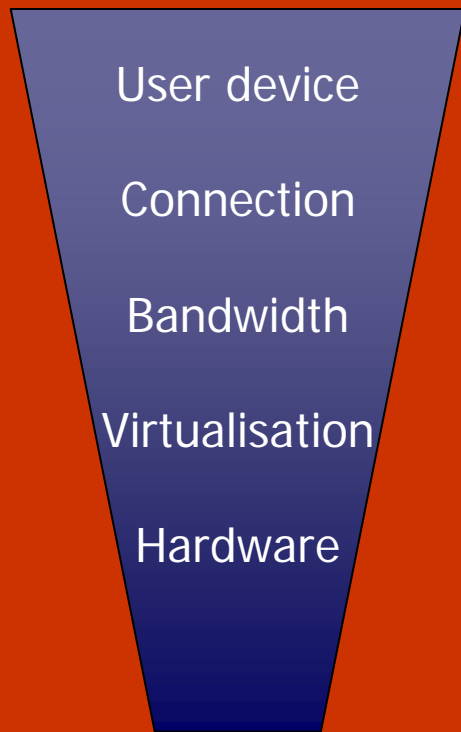


Virtual Desktop Infrastructure Solution Stack



Centralised desktops

WYSE
| | |

EXPAND
networks

riverbed

vmware

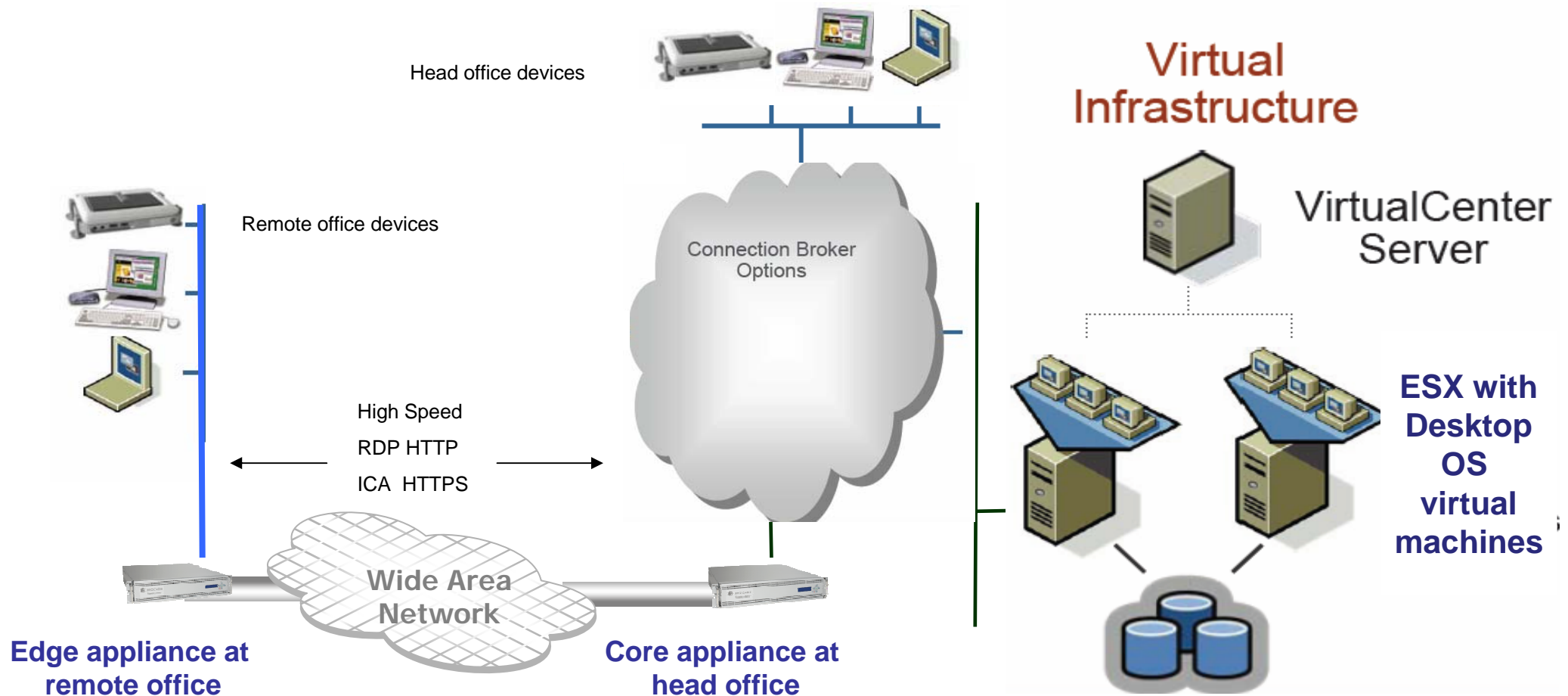
PROVISION
NETWORKS

CITRIX

LEOSTREAM

VDI

VDI: Enables server-hosted enterprise desktops. Unlike other solutions it delivers full desktop environments that are always available, accessible from anywhere, and centrally managed.



Leading connection brokers

- Dunes Bought by VMware
- Propero Bought by VMware
- Provision Networks Virtual Access Suite
- Leostream
- Citrix
- Zeus
- Ericom
- VMware VDM

Cost per user model (500 users)

Desktop costs

- Purchase price £516
- Maintenance £140
- Half day to install £105
 - £35 per hour
- Admin – 15 hours £525
- Power usage £240
- Total £1,526
- Per annum £381.50

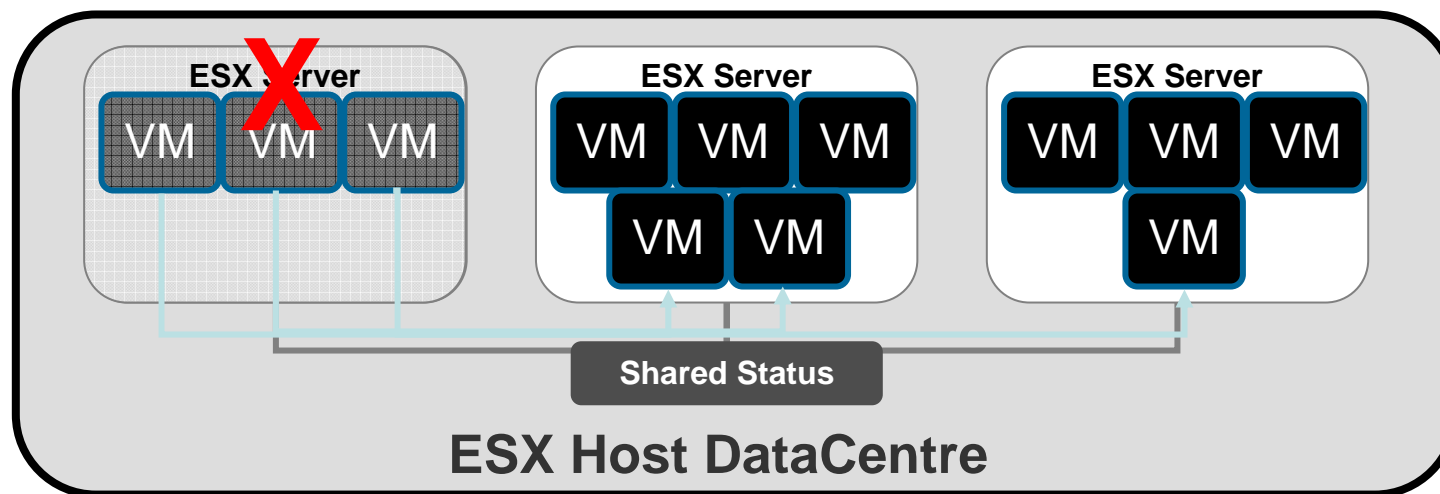
VDI Costs

- Thin client £240
- Maintenance £0
- One hour to install £35
 - £35 per hour
- Admin – hour £35
- Power usage £20
- VDI / 500 users £530
- Total £860
- Per annum £215

Distributed Availability Services

High availability for all your hosted desktops

- Losing a host in a DataCentre means fewer resources, not lost virtual machines
 - Impacted virtual machines are restarted on remaining hosts
 - Placement optimized by global scheduler
 - VirtualCenter handles all setup and configuration automatically
- Deliver HA to the desktop (for free)



Other features

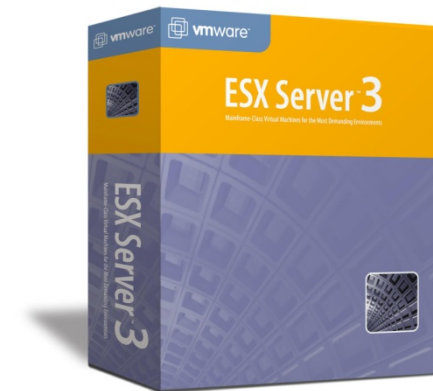
- 4 way SMP Virtual Machines
- iSCSI and NAS support with VMotion
- Hot add virtual disk
- Red Hat 4 support
- 16gb addressable ram for virtual machines
- Virtual machine snapshot

Laptops

- No real physical savings for laptop users
- Laptop can be replicated to virtual machine for higher availability
- If a user can work from any location
 - Not all users may require a laptop
 - People that just go from office to office
 - People that work from home can access via web
- When a laptop breaks or is lost a new one can be imaged.

Server – esx1.tecdem.local Starter Machine

- 2 way Processor Server
- 2.8Ghz Xeon Processors
- 4.0GB Memory
- Three gigabit Ethernet ports
- ESX Server
- Capacity for 7 virtual servers
- Solution price £11,600
- Cost per virtual machine = £1,658
- Capacity for 20 VDI virtual machines
- Cost per VDI virtual machine = £580 = £24 per user per month



VDI savings case study

Case study to host 1000 desktops running XP and NT inside and outside the firewall – 13 hosts required, 15 purchased to allow for initial growth and resilience.

ESX hosts 4 processor dual core X 15
 6TB SAN
 ESX and VirtualCenter
 Provision Networks Virtual Access Suite VDI Edition
 Design, build, install, migration & support services
 Racks X 2, KVM, tape, switches

Consolidation ratio

80:1

Cost per month per user amortised over 4 years

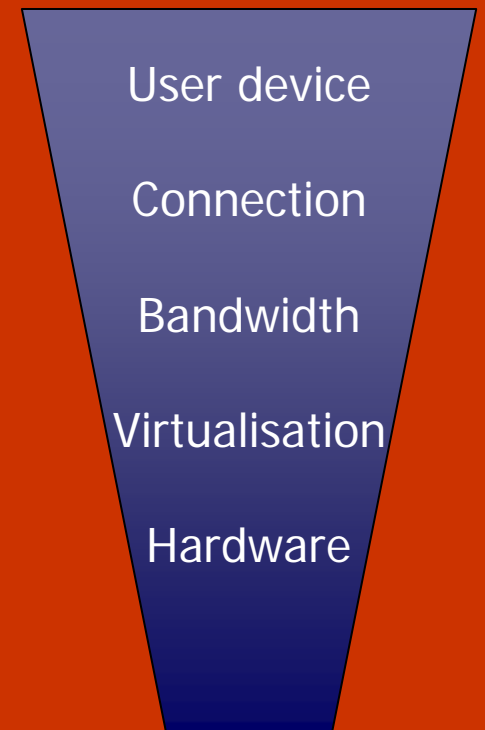
£12.21

Savings based on Gartner annual cost per desk top The savings are based on Gartner stating the cost of a desktop is £1,688.02 (\$3,241-\$5,386 annual) – lowest number used – compared with the cost of a virtual machine.

69%

Next steps

- Slides
- VDI PDF
- Connection broker information
- WAN optimisation PDF
- Capacity planning options
- Jumpstart – Proof of Concept bundle
- Evaluation options



Centralised desktops