

AGAR Supply



“AGAR prides itself on using the best technology available to service our customers as well as separate us from our competitors. VMware View has enabled us to improve user productivity by increasing the availability of our desktops. In addition, it has enhanced network security, simplified management and lowered costs. We are thrilled with the product and highly recommend VMware View to businesses of all sizes.”

— Steve Weber,
Network Administrator,
AGAR Supply Co, Inc.

KEY HIGHLIGHTS

Challenge

Increase user access to desktop environment while reducing associated costs.

Solution

VMware View allows companies provide users with “anywhere, anytime” desktop access, while reducing costs through centralized management.

VMware at Work

VMware View 4, featuring

- View Composer
- View Manager
- vSphere for Desktops
(includes ESX Server and vCenter Server)

Deployment environment

- Hardware: HP BL460 servers and HP EVA 4400 SAN
- Guest operating systems: Windows XP Professional
- Virtualized production applications: SAP, Microsoft Exchange 2007, Blackberry Enterprise Server

Based in Taunton, Massachusetts, AGAR Supply is New England’s largest independent food distributor and the thirteenth largest in the United States, offering a wide range of products for the food service industry. With customers spread throughout the country, AGAR relies on an outside sales force to service its customer base. These AGAR employees require “anywhere, anytime” access to business applications and data to process customer orders and complete sales.

“That’s pretty much the way business works these days: people need to be able to work outside of the office as well as in the office,” says Steve Weber, network administrator at AGAR Supply. “That’s one of the main reasons we started looking at desktop virtualization.”

The company selected VMware View—which allows desktops to be delivered as a managed service—precisely because it would allow users to access their desktops regardless of location, while at the same time simplifying overall IT administration.

Since the company had already had great success using VMware vSphere to virtualize its datacenter, they felt comfortable extending this technology to their desktop environment as well. “The integration between vSphere Virtual Center and VMware View Manager is incredibly tight,” says Weber. “I think the key word here is ‘seamless.’”

Weber and his team worked closely with ACS Services, Inc. to design, test, and deploy VMware View. “ACS was fantastic,” says Weber. “They provided one-stop shopping, they knew the product extremely well, and they delivered exactly what they promised—you can’t ask for anything more. We now have over 250 users leveraging VMware View desktops and we are extremely happy with the results.”

Results

- **Increase employee access to critical applications.** “Our employees can jump on their PC at home and access their desktop through a web portal,” says Weber. “No matter where they are, they can get on their desktop with no issue. Everybody likes the ease of access, and it makes our employees more efficient and productive.”
- **Ensure security of company data.** “Thanks to VMware View, we don’t have to panic if someone’s laptop is stolen or something like that,” says Weber. “The equipment we give our employees has nothing more than a shortcut on their desktop with a login to get to their virtual desktop. So if the laptop is lost or stolen, there’s no loss of data, no company secrets compromised, no nothing.”
- **CapEx and OpEx Savings:** “We’ve saved over \$135,000 annually by centralizing desktop management, administration and resources,” says Weber. “Additionally, by converting to blade servers and thin clients, we have reduced our data energy consumption by nearly 20 percent.”

