Q. What is EVO:RAIL?
A. VMware EVO:RAIL™ combines compute, networking, and storage resources into a hyper-converged infrastructure appliance (HCIA) to create a simple, easy-to-deploy, all-in-one solution offered by Qualified EVO:RAIL Partners (QEPs).

- **Simplicity Transformed** – EVO:RAIL enables power-on to VM creation in minutes; radically easy VM deployment; one-click, non-disruptive patch and upgrades; and simplified management.

- **Software-Defined Building Block** – EVO:RAIL is a scalable Software-Defined Data Center (SDDC) building block that delivers compute, networking, storage, and management to empower private- and hybrid-cloud, end-user computing, test and development, and branch-office environments.

- **Trusted Foundation** – Building on the proven technology of VMware vSphere®, vCenter Server™, and VMware Virtual SAN™, EVO:RAIL delivers the first hyper-converged infrastructure appliance 100 percent powered by VMware software.

- **Highly Resilient by Design** – Resilient appliance design starting with four independent hosts and a distributed Virtual SAN datastore ensures zero application downtime during planned maintenance or during disk, network, or host failures.

- **Infrastructure at the Speed of Innovation** – Meet accelerating business demands by simplifying infrastructure design with predictable sizing and scaling, by streamlining purchase and deployment, and by reducing CapEx and OpEx.

- **Freedom of Choice** – EVO:RAIL is delivered as a complete appliance solution with hardware, software, and support through leading OEM systems vendors; customers choose their preferred brand.

Q. Who benefits from this solution?
A. This solution is aimed at any organization with remote or branch offices, starting at 25 seats, with the opportunity to grow to 2,000 seats. EVO:RAIL with Horizon is ideally suited to mid-market and upper-SMB customers, or larger customers with many smaller locations and a distributed IT environment. Key verticals that might resonate with this solution include State, Local, and Federal government; Education; and Healthcare.

Q. What are some typical verticals and use cases for this solution?
A. The EVO:RAIL solution is well suited for

- School districts; colleges; state, local, and federal agencies; and healthcare providers with remote or branch offices
- Office locations with up to 2,000 users per site
- Any enterprise with remote or branch offices seeking to move to a centralized IT model to reduce costs
- Organizations exploring desktop virtualization but concerned about the high up-front costs associated with getting started
- Organizations seeking to improve application responsiveness and user experience for remote workers

Q. What are the benefits of EVO:RAIL with Horizon?
A. EVO:RAIL with Horizon enables organizations to cost-effectively and quickly transform physical desktops into secure virtual workspaces with a hyper-converged appliance that’s easier to procure, deploy, manage, and scale as demand grows. Powered by the VMware software-defined data center, only EVO:RAIL includes software for accelerated infrastructure deployment, enabling IT to get desktop infrastructure up and running in no time at all. Organizations can start small and cost-effectively grow their environment as needed without sacrificing performance. Remote workers can now enjoy desktops and applications delivered from this local appliance solution, with consistently great user experience that scales.
Q. What is the EVO:RAIL with Horizon offer for customers?

A. EVO:RAIL with Horizon, combined with the Horizon Add-On Packs, cost-effectively delivers the EVO:RAIL appliance with VMware Horizon 6 software providing the necessary compute, storage, networking, and software for customers to quickly and efficiently get started with desktop and application virtualization.

Q. How is this solution different from other desktop virtualization solutions?

A. Unlike traditional approaches to desktop virtualization, EVO:RAIL with Horizon solves several key barriers to entry for our customers.

1. **Start Small, Pay Less** – EVO:RAIL with Horizon lowers the CapEx hurdle to get started with VDI. Offering a small-footprint, low-cost bundle that includes all the necessary infrastructure to get started, this solution makes it extremely affordable for organizations that want to get their feet wet, without a significant up-front CapEx commitment.

2. **Radically Simplified Infrastructure** – Desktop virtualization can be inherently complex, requiring competency across multiple disciplines including server, storage, and networking to correctly design, install, provision, and scale capacity. EVO:RAIL offers advanced automation software that uses a simplified, wizard-based approach that seamlessly guides you through every step.

3. **Better Performance at the Edge** – Because the EVO:RAIL appliance is deployed locally at the enterprise branch office, applications are seamlessly delivered with better SLAs, to remote office workers, and without impact from WAN conditions or outage.

4. **Linear Scalability** – Now your customers can scale without compromise. EVO:RAIL with Horizon allows organizations to easily scale to over 2,000 users, without sacrificing performance along the way. Each EVO:RAIL appliance adds the right amount of compute, storage, and networking to ensure a consistently great user experience as seats are added.

5. **Single, All-VMware Stack** – While other solutions force customers to integrate multiple disparate solutions including compute, storage, hypervisor, and desktop broker, EVO:RAIL with Horizon provides an end-to-end solution that brings it all together with simplicity of ordering, and a unified platform for VDI, packaged apps, RDSH-hosted apps and desktops, and SaaS apps, with single-pane-of-glass manageability, built on the software-defined data center.

Q. Will other server OEMs be supporting this solution?

A. While our initial announcement leverages Dell, we expect to expand this offer over time to include many of our other EVO:RAIL OEM partners.

Q. Where can I learn more about EVO:RAIL?

A. For more information on EVO:RAIL with Horizon, contact your VMware or QEP account executive, or visit http://www.vmware.com/products/evorail.