

# VMware® Ready Desktop Solutions Overview

Validated, end-to-end, industry-specific  
solutions for implementing  
Virtual Desktop Infrastructure (VDI)

OVERVIEW

## The Efficient Way to Modernize Your Desktops



How do you know it's time to implement a better desktop computing model? One clue: people start asking simple questions for which there are no simple answers. The CEO wants to know why employees can't access work files from their smartphones. The CFO wants to know why desktop support costs are through the roof. The COO wants to know why there was a security breach at a branch office yesterday.

These and other desktop issues can be solved with Virtual Desktop Infrastructure, or VDI. But one big question remains: what's the correct way to identify and implement the right VDI solution?

VMware® now offers a compelling answer. It's called the Validated Solution Architecture (VSA) offered under the VMware Ready Desktop Solutions Program.

VMware Ready Desktop Solutions provide a complete, end-to-end VDI solution based on VMware View and certified and validated products from VMware and its ecosystem of partners. Since the solution is industry-specific and the products are pre-specified, pre-tested, and proven to work together, we've taken a lot of hard work—and guesswork—out of VDI implementation. So your company is up and running on VDI faster, your employees are more productive, your data is more secure, and you achieve your ROI goals sooner.

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**“Simply put, VMware Ready Desktop Solutions are the fast, easy way to extract maximum value from desktop virtualization.”**

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## Enabling Technology for a True Transformation

The desktop computing environment is in the midst of a metamorphosis. The reason: the traditional desktop model—giving end users access to one predetermined image via one device—is seriously flawed. It’s too inflexible, too difficult to secure, too overwhelming to manage, and far too expensive. And it creates a difficult dilemma: how do you reconcile the user’s need for flexibility and familiarity with IT’s need for control, compliance, and cost containment?

Specifically, today’s desktop model presents an array of challenges to the IT department:

- **Constant hardware and software refreshes**—Desktop upgrades and refreshes are expensive and labor-intensive—and often managed inefficiently
- **Security and compliance**—Managing compliance one desktop at a time is expensive, time-consuming, and prone to security breaches
- **Supporting remote users**—People working from remote locations need flexible and secure access to applications and data—from a wide range of devices
- **Enabling mobile users**—People who work offline need a full PC experience regardless of how or which device they connect to the network
- **Opening branch and offshore offices**—Companies want to expand their business presence into more locations without adding to IT management costs
- **Mergers and acquisitions**—Large-scale integrations of new desktops and applications often take too long and cost too much
- **Time to value**—IT management is under pressure to accelerate the deployment of solutions to see financial results sooner
- **Employee satisfaction**—IT needs to help end users improve their work/life balance by delivering anytime/anywhere access to needed files and network resources

Virtual Desktop Infrastructure (VDI) has emerged as the answer to these challenges. VDI is the practice of hosting a desktop operating system within a virtual machine (VM) running on a centralized server. Simply put, it brings the desktop to the user—anytime, anywhere, from any device—and it allows IT to manage everything centrally. So you can quickly respond to changing business needs; you can deploy applications and desktops faster and with fewer help desk calls; you can even improve business continuity. Costs go down and service levels go up.




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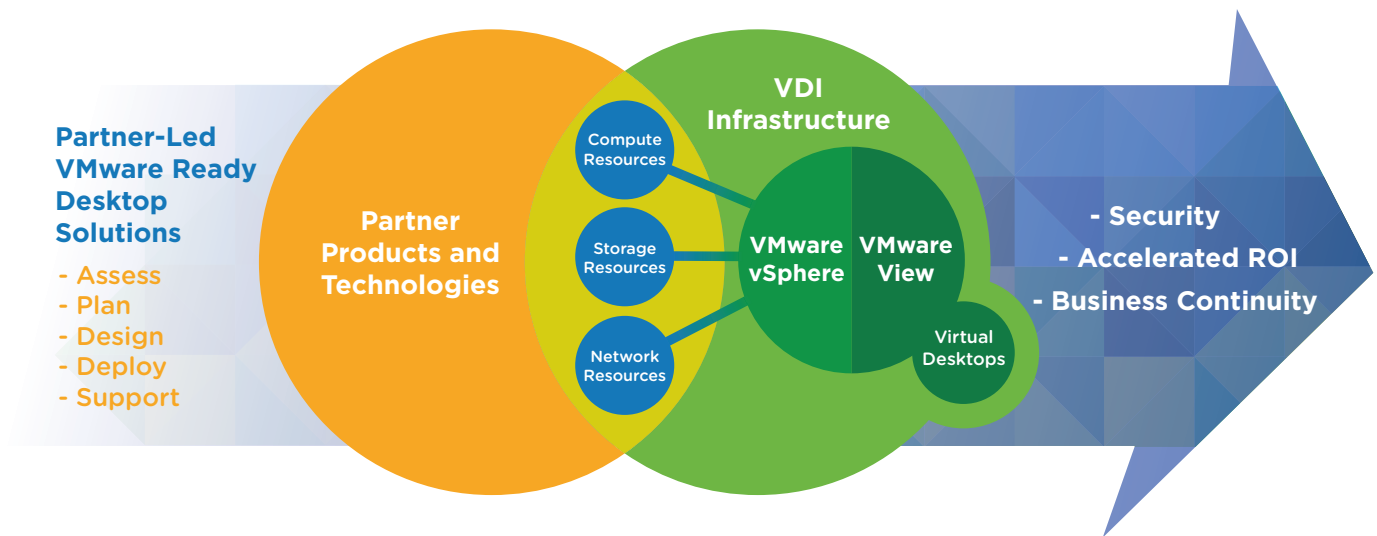
**“With VMware View, I can honestly say that there are months that go by where I don’t have to think about the infrastructure because it just works.”**

**— Chris House, Senior Network Analyst, MetroHealth**

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But identifying and implementing the correct solution for your organization remains challenging. What’s the best solution architecture? Who are the right deployment partners? Which performance metrics should be tracked? How do you ensure adequate testing is done to confirm that the entire stack will meet the identified performance metrics and scale requirements?

There are significant risks in deploying a solution that is not properly tested. Desktop environments also have to be protected from security threats, must conform to strict compliance standards, and must offer protection against data loss. The organization has to make sure that the legacy applications work not only with the VDI product, but also with the entire solution stack.



## VMware Ready Desktop Solutions: Complete, Proven and Efficient

VMware Ready Desktop Solutions combine VMware View™, the industry’s best VDI solution, with VMware vSphere™, the industry’s most complete and robust virtualization platform, along with best-in-class products and implementation services from our ecosystem of partners, to produce a Validated Solution Architecture (VSA).

VMware View makes it possible to deliver rich, personalized virtual desktops as a managed service from a virtualization platform. It gives desktop administrators the ability to virtualize the operating system, applications, and user data and deliver modern desktops to end-users; manage these components centrally for increased control and cost savings; and improve business agility while providing a flexible, high-performance desktop experience for end users.

VMware vSphere virtualizes server, storage, and network resources, aggregates them and allocates them precisely on demand to applications based on business priority, and provides built-in service level controls to all applications running on the vSphere platform, regardless of application type or operating system. It has been proven in over 170,000 deployments in companies of all sizes throughout the world.

VMware recognizes the unique needs of every customer and every industry, so the solution architecture is validated to work with partner products and implementation services to provide the best performance, management and flexibility in a cost-optimized model.

With a VMware Ready Desktop Solutions VSA, you can eliminate the delays that are associated with choosing and deploying a virtual desktop solution. VMware and its partners validate the entire solution stack, including the hardware OEMs for compute, storage and network resources, and the delivery partner who can deploy the end-to-end solution stack with a guaranteed SLA for support.

### Solution Delivery

With VMware Ready Desktop Solutions, the Validated Solution Architecture is deployed by VMware’s certified partners. The partners have extensive experience deploying solutions to Fortune 1000 clients and have excellent domain knowledge in identifying the correct deployment methodology for your industry and organization. Partners are proficient in the end-to-end solution and provide assessment, design and deployment services to your organization. They engage with you through the deployment journey to make your virtual desktop deployment a successful one. In addition to solution deployment, partners are also proficient in the support processes, and provide post-deployment support to your organization per the engagement model terms.

## Broad Spectrum of Business Benefits



VMware Ready Desktop Solutions address the needs of both the IT group and end users. It is a comprehensive solution that offers the following advantages:

**Faster time-to-value**—VMware Ready Desktop Solutions Validated Solutions Architecture is built to work with your legacy applications and is certified by VMware. The solution is implemented by VMware's best-in-class, industry-leading partners, who have proven expertise in deploying Validated Solutions for Fortune 1000 companies. Our partners have experience deploying the entire solution stack and provide a single point of contact for the entire deployment.

**Higher employee satisfaction**—With VMware's Validated Solutions Architecture, your organization can bank on providing a superior VDI experience. Your employees can use any device (thin clients, laptops, desktops, tablets, smartphones), running any operating system (Windows, Mac OS, Linux, etc.) to access their desktops, which are hosted and managed in the corporate data center. Users can access rich data, video and audio seamlessly over the best WAN protocol, PCoIP. Their experience will be on par with, if not better than, the experience they have with their current desktop/laptop—but the environment will be far more secure.

**Streamlined compliance**—VMware Ready Desktop Solutions provide single-console management of all VMware View VMs in the organization, so your IT department can maintain a standard across the organization. You can run reports and ascertain compliance for any industry (healthcare, government, education, etc.). VMware Validated Solutions Architecture also uses best-in-class partner solutions such as Teradici, which includes intrinsic security features like encryption of all transmissions and authentication and restriction of USB devices. So with the VSA solution stack, your organization has the tools required to stay in complete compliance.

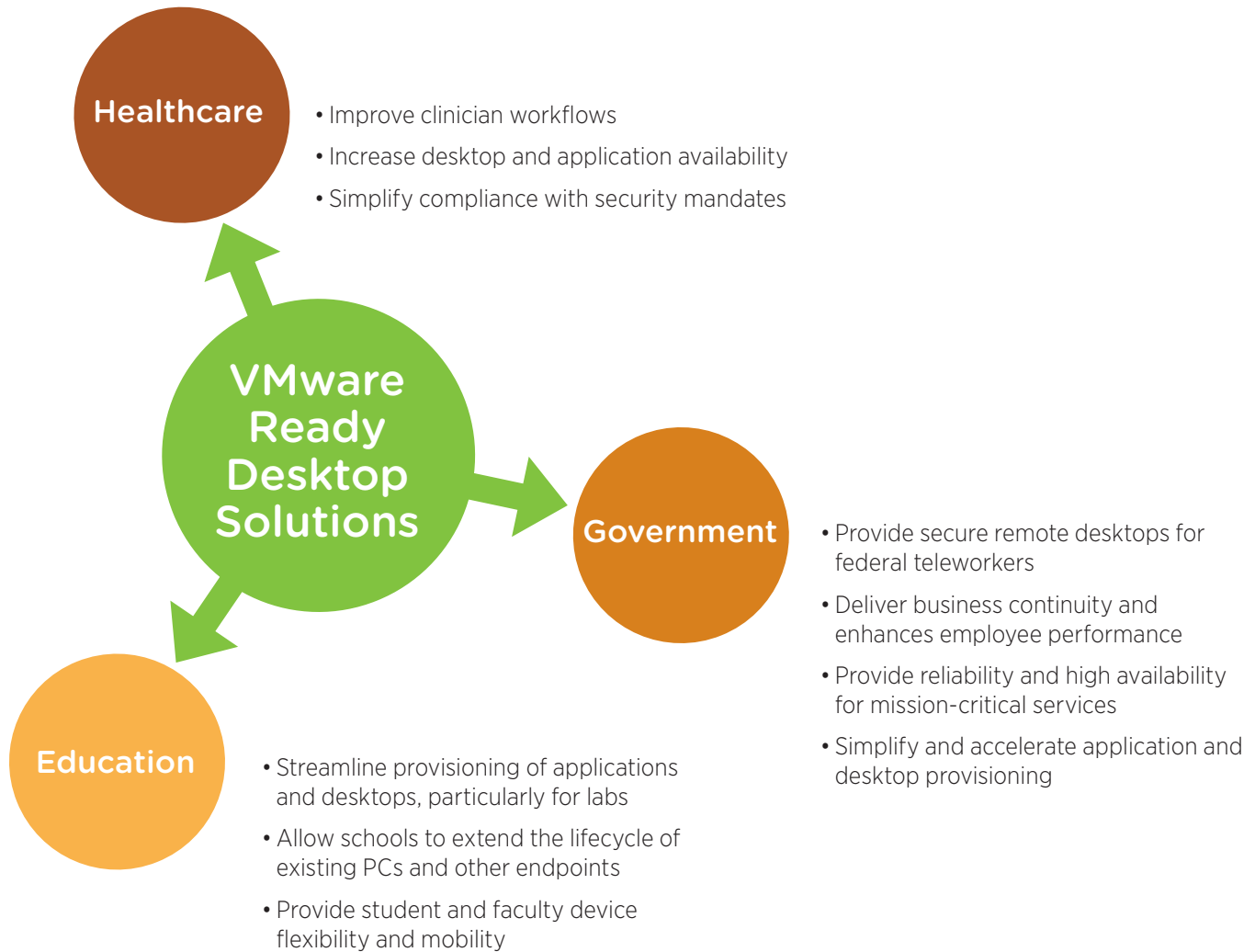
**Stronger security**—VMware's Validated Solutions Architecture attaches the highest priority to security, and the solution stack is certified to meet stringent security considerations. With vShield, the entire desktop environment is protected from malicious virus or Trojan attacks. The desktops are all hosted in the corporate data center, protecting them from accidental exposure by employees. Simply put, VMware Ready Desktop Solutions provide the most secure VDI solution available in the market for any industry.

**Business continuity**—With VMware's VSA, the desktops and the data are hosted in the corporate data center, which can be backed-up and archived according to your organizational policies. And VMware's VSA is built to support any standard business continuity practices employed by your organization. The entire View VDI desktop environment can be restored from a previous backup, providing end-user availability of desktops and protection from outages due to hardware failures.

**Risk mitigation**—The Validated Solutions Architecture is deployed by proven partners, who specialize in rapid and efficient deployment of the environment, addressing some of the biggest problems faced by the enterprise: data loss and IP loss. VMware Ready Desktop Solutions typically call for hosting the desktop and the data in the corporate data center, so your critical data never leaves the corporate campus. And with VMware Validated Solutions Architecture, access devices are password protected and the transmission to/from the data center is encrypted. The devices are locked-down and IT staff has the ability to monitor and prevent data downloads to external devices.

## Advantages for Specific Vertical Markets

Above and beyond the benefits listed above, VMware Ready Desktop Solutions deliver the following additional advantages:



## VMware Ready Desktop Solutions Service Offerings

Planning, design and deployment services for VMware Ready Desktop Solutions are provided by our partner ecosystem. For more information, please visit [www.vmware.com/go/vrds](http://www.vmware.com/go/vrds).

## Contact Us for an Assessment

VMware Ready Desktop Solutions present a unique opportunity to transform desktop modernization from a source of heartburn into a source of savings, productivity, and competitive advantage.

Contact VMware today by visiting [www.vmware.com/go/vrds](http://www.vmware.com/go/vrds) to request an assessment. Our partners will help you determine the opportunity for your organization—and chart your course to anytime/anywhere desktop access.

For more information or to purchase VMware products, call 1-877-4VMWARE (outside of North America dial +1-650-427-5000), or visit [www.vmware.com/products](http://www.vmware.com/products), or search online for an authorized reseller. For detailed product specifications and system requirements, please refer to the VMware View documentation.



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