



VMware and Dell Deliver Simple, Affordable Desktops and Apps as a Cloud Service

The Evolution of the Enterprise Workspace

The enterprise workspace is undergoing a revolutionary change brought about by the consumerization of IT, BYOD and mobility. Desktop PCs are increasingly being replaced by laptops, tablets and smartphones as organizations move to more flexible working models. But end users expect the same power and performance they experience on a PC on all of their devices. This shift presents a multitude of infrastructure, performance and security challenges and puts a significant strain on IT budgets. Organizations of all sizes are being forced to reevaluate their desktop management strategy to keep pace with growing employee and business demands for anytime/anywhere access to desktops and applications.

VMware and Dell have partnered to meet this challenge and transform customer workspaces by delivering simple and affordable cloud-hosted virtual desktops. Dell Desktop Virtualization Solutions (DVS) Simplified DaaS delivers secure, full-featured Windows desktops and applications to any device via the cloud. By hosting and deploying desktops from the cloud, Dell makes it easy for organizations of all sizes to quickly deploy virtual desktops and apps on-demand to address a variety of needs, including support for mobile, remote, contract and seasonal workers.

Desktops and Apps as a Cloud Service

More and more businesses are turning to cloud computing for affordable, easy-to-use solutions to changing desktop management challenges. The cloud's flexibility, scalability and economy makes it a natural choice for organizations looking to simplify IT management and reduce budgets.

Dell DVS Simplified DaaS leverages the multi-tenant VMware Horizon™ DaaS® Platform, the industry's only platform built from the ground up to deliver desktops and applications as a cloud service, to drastically simplify desktop virtualization. The VMware Platform offers a single, unified console to deliver desktops and apps from the cloud, making it easy for service providers to provision, deploy, manage and scale virtual workspaces as needed.

By combining the power of VMware's DaaS technology with Dell's state-of-the-art data centers and world-class service capabilities, Dell can stream Windows desktops and applications from the cloud to any device, including PCs, mobile devices and Dell Wyse thin clients. This enables business to realize the full potential of desktop virtualization—including ease of deployment, improved management and security, and superior end user performance—without the cost and complexity of building on-site infrastructure.

“By combining Deskton’s [now VMware] DaaS technology with Dell’s investments in global data centers, cloud computing and our world-class Dell Services, we are further enabling our customers to drive real business results and thrive in the Virtual Era.”

Steve Lalla, Vice President End User Computing Solutions, Dell

“The flexibility, scalability and economies of the cloud make it easy to support the evolution of the workspace.”

John Moody,
Executive Director, Dell Services

“Deskton’s (now VMware) app delivery offering provides one more alternative to stream Windows-based applications to any device, giving end users direct access to apps on any device they choose. We are excited about offering this new capability to our customers.”

John Moody,
Executive Director, Dell Services

Benefits of DVS Simplified DaaS

With Dell DVS Simplified DaaS, end user organizations manage virtual desktops that reside in the cloud from a self-service portal while Dell manages the data center and security. There are several benefits to this model:

- **Simplified Management** – Organizations can easily provision, activate and manage their virtual desktops from an easy-to-use central Web portal.
- **Rapid Scaling of Desktops** – VMware’s multi-tenant platform enables rapid scaling of virtual desktops, from a few seats to thousands of seats, in just minutes.
- **Support for Any Device** – End users can access full-featured Windows desktops and apps from any mobile device, laptop, PC or Dell Wyse thin client.
- **Security** – Dell’s VPN technology ensures virtual desktops and files are securely transferred across the network.
- **No Costs** – Because desktops are hosted in the cloud, there’s no need for on-site infrastructure. In addition, Dell’s monthly subscription-based service means costs are predictable.

More Agile Businesses and End Users

Workspace management has become increasingly complex over the past several years. Businesses need to give employees the ability to do their jobs anywhere, on multiple endpoint devices, in order to increase productivity and remain competitive. This requires extraordinary flexibility and agility from IT. Dell Simplified DaaS is an affordable solution, designed for organizations of all sizes—from small and mid-sized businesses to large enterprises—to deliver a turnkey virtual desktop solution with rapid onboarding, scalability, self-service and self-management.

The cloud-hosted model enables employees to work from anywhere while offering IT professionals seamless deployment and management of virtual desktops. Organizations can quickly deploy full-featured Windows desktops and apps to employees in the field, on the road or at remote locations without investing in costly and complex hardware and software. The combined power of the VMware Horizon DaaS Platform and Dell’s global data center and service capabilities delivers the reality on the virtual desktop vision: flexible, simple and affordable workspaces that help organizations thrive in changing business environments.

