VMware Partners
Empower Today’s
Anywhere Workforce

Get Started
Anywhere Workspace

As organizations embrace a distributed workforce model, they are looking to partners to provide domain expertise and deliver the innovative technology solutions required to strengthen security, streamline operations and provide a best-in-class employee experience.

With VMware Anywhere Workspace solutions, partners enable employees to work from anywhere with secure, frictionless experiences that empower today’s distributed workforce.
About the partner
Accent Micro Technologies Inc. (AMTI) is a Philippine information and communications technology (ICT) company delivering business solutions and services. Established in 1996, AMTI began as a hardware reseller. To date, it has served more than 3,000 clients in the Philippines.

amti.com.ph

Master Services Competencies
- Data Center Virtualization
- Digital Workspace

Products
- VMware Workspace Security Advanced
- VMware Workspace ONE
- VMware Carbon Black Cloud

Related content
AMTI Breaks Business Records With VMware, Despite COVID-19 Lockdowns

Business challenges
AMTI focuses on consistently delivering world-class solutions, products and services to its 3,000 customers in the Philippines. The systems integration company sought a competitive advantage in an increasingly crowded industry and wanted to attract top talent by piloting a remote working option.

When the Philippines went into a nationwide lockdown in response to COVID-19, most AMTI employees worked in the office. The company needed to provide laptops and mobile devices to its employees so they could work from home. This circumstance meant that there were hundreds of devices that the company needed to onboard and provision.

Solutions and impacts
AMTI had already begun a remote work framework with VMware Workspace Security™ Advanced, bringing together VMware Workspace ONE® and VMware Carbon Black Cloud™. Hence, it could quickly and remotely roll out the solutions company-wide to manage and better secure existing and new devices. Based on the company’s success using VMware Anywhere Workspace solutions, it is increasingly implementing Workspace ONE for customers to enable remote work and increase efficiencies. As part of its own workspace transformation, AMTI realized many benefits, including:

- A 50 percent increase in IT efficiency in provisioning new and existing users
- A boost in revenue due to seamless operation while competition struggled
- Immediate access to laptops for new hires

“With COVID-19, there has been a lot of interest in remote work solutions for business continuity. And since we have gone through it and can show that there is a good ROI, we are confident recommending the same VMware solutions to our customers.”

Josefino Paloma, Executive Vice President, Sales and Marketing, AMTI
About the partner
Founded in 1995 and headquartered in New York City, Computer Design & Integration LLC (CDI) is one of the nation’s top 500 IT solution providers. It offers customers of all sizes the most up-to-date hybrid IT technology solutions to solve today’s most complex business challenges.

www.cdillc.com

Master Services Competencies
- Cloud Management and Automation
- Data Center Virtualization
- Digital Workspace
- Network and Security
- VMware Cloud Foundation™
- VMware Cloud™ on AWS
- Cloud Native Apps

Products
- VMware Workspace ONE
- VMware Horizon®
- VMware App Volumes™
- VMware Dynamic Environment Manager

Related content
Computer Design & Integration LLC (CDI LLC), Technical Expert Honored for Contributions to the VMware End-User Computing (EUC) Community

Business challenges
With more people than ever working from home, the ability to access enterprise applications and data from anywhere, at any time, is critical to ensure distributed workforces can collaborate. For IT teams, this means providing access to end-user computing (EUC) devices that can access virtual desktop infrastructure (VDI) located either on an enterprise’s premises or in the public cloud.

With deep EUC expertise, CDI partners with VMware to help ensure customers have the tools and infrastructure they need to adapt to changing business challenges and work more securely.

Solutions and impacts
For more than two decades, CDI has helped its customers solve tough challenges so they can grow and innovate. CDI offers deep expertise in the technologies needed to empower remote workforces, including VMware end-user computing products such as Workspace ONE, VMware Horizon®, VMware App Volumes™, and VMware Dynamic Environment Manager®, coupled with seven VMware Master Services Competencies. With these capabilities, CDI and VMware:

- Provide highly secure, mobile access to content and applications from anywhere on any device
- Deliver remote app performance that rivals on-premises performance

“End-user computing has always been at the forefront of enterprise productivity. With more organizations adopting remote work, the move to proven, highly reliable EUC environments is even more critical. Part of EUC, VMware virtual desktop technologies provide people with remote access to the high-performance, secure enterprise apps they need to stay productive from anywhere.”

Yury Magalif, Managed Services and Cloud Computing, CDI
About the partner

comdivision designs, implements and operates its customers’ IT infrastructure, including providing secure, remote work environments based on the latest cloud, VDI, security and access technologies. The 25-year-old professional services company has the energy and agility of a start-up, while serving some of the world’s largest businesses on their path to a digitized future.

www.comdivision.com

Master Services Competencies

- Cloud Management and Automation
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- Network Virtualization
- VMware Cloud Foundation
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- Cloud Native Apps

Products

VMware Workspace ONE

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VMware Partner comdivision Helps Customers Successfully Work From Anywhere
VEKA Takes Control of Device Management & Security with VMware
VEKA Drives Productivity Gains by Enabling Global Users to Fully Embrace Mobility

Business challenges

For manufacturers, the commitment to continuous innovation is essential to keep operating costs in check and products moving through production. Any disruption to business or cost increases can jeopardize their success, as customers turn to competitors to obtain the products they need. This is the business environment facing VEKA, which continually adapts to maintain its leading position as a manufacturer of UPVC window profiles used in the engineering and construction industry. With its goal to better support its more dispersed workforce and future-proof operations, VEKA wanted to gain more control over device management while ensuring staff has uninterrupted access to vital productivity tools.

Solutions and impacts

Working with comdivision, VEKA turned to VMware Workspace ONE as the foundation for its more secure, cloud-based virtual desktop infrastructure. Managing everything from iPads to warehouse scanning devices, the VMware-based environment enables VEKA to streamline device and application management for about 1,000 devices worldwide and safeguard its intellectual property.

- Launched scalable, cost-effective VDI to better serve needs of increasingly dispersed workforce
- Protected valuable intellectual property as teams collaborate worldwide
- Enabled centralized global device management flexible enough to allow local preferences
- Reinforced comdivision’s role as a long-term partner to enable VEKA to evolve VDI with its business strategy

“VMware Workspace ONE means we’re faster and more effective in the way we deal with device management issues.”

Kai Schmidthals, Mobile Device Manager, VEKA

About the customer

VEKA is a global leader in UPVC window profiles for commercial and residential customers. With 6,000 employees and factories in more than 40 countries, the company enjoys a global reputation for product innovation and environmental responsibility, as well as technical superiority and customer service.

www.veka.de
Business challenges

A transformation journey to enable employees to flexibly work from home was already in place when the global pandemic created challenging yet exciting opportunities at Dell Technologies. The IT team needed to ensure more remote workers, including call center employees, had the equipment to work from anywhere.

In addition to enhanced management of desktops and notebooks, the IT team knew that the additional concurrent users would put even more demands on the network. In response, the team accelerated an SD-WAN rollout and increased VPN capacity. Ultimately, the company needed to ensure Dell teams and critical supply partners could deliver uninterrupted customer services.

Solutions and impacts

Over one weekend, the IT team transitioned 130,000 people to work from home. The IT team performed in top form, receiving positive feedback from Dell leadership as it enabled business continuity and supported its customers.

Today, Dell’s technology strategy is evolving. For example, more secure collaboration and connectivity with secure access service edge (SASE) emerged to provide the most secure experience. Now, with the tools to work from anywhere, Dell is:

• Sustaining a quality work experience for employees
• Enabling employee collaboration, not just work
• Making IT a positive differentiator for the business

“We've seen great returns so far and there's an exciting road in front of us. VMware is doing some incredible innovation on work from anywhere and understands along with Dell the strategy and tools required.”

Pat Quigley, Vice President of IT, Team Member Services, Dell Technologies
About the partner
Work from anywhere. Business as usual.
Dizzion is a leading provider of high-performance managed desktop as a service (DaaS)—virtual desktops delivered from the cloud—to the global workforce. Founded in 2011, Dizzion's turnkey cloud desktops ensure maximum end-user success regardless of work location, device, in-house IT capabilities, compliance, or workload performance requirement. Dizzion is the only DaaS provider in the world offering AnyCloud choice of infrastructure and features C3, its proprietary portal that delivers orchestration, automation, real-time insights and analytics.

www.dizzion.com

Master Services Competencies
Cloud Management and Automation
Data Center Virtualization
Digital Workspace

Products
VMware Horizon
VMware SD-WAN

Related content
VMware Partner Dizzion Keeps Customers Business as Usual, Despite Prolonged Work from Home Scenarios
Dizzion Desktop as a Service brings advanced VMware Horizon capabilities to IBM Cloud

Business challenges
Welcome to the era of hybrid work. The pandemic forced organizations of all kinds to accept and enable remote work for the majority of—if not all—end users. Responding rapidly to government mandates, technical teams encountered a wide range of challenges such as security, compliance and performance issues as they established a short-term patch. Now, most organizations are looking to implement a long-term hybrid work environment, where end users will spend a few days a week in the office and a few days working remotely. End users are vocal about wanting to maintain the newfound freedoms while also maintaining the benefits of office life. Long-term solutions must be financially as well as operationally efficient as hybrid work creates the threat of duplicate spend/unecessary redundancies. Hybrid work is also unpredictable and decentralized, presenting serious risks and control issues. The need is to implement one solution that keeps things business as usual from the office, home, the car, vacation—anywhere.

Solutions and impacts
Built exclusively on VMware Horizon Enterprise technology, Dizzion’s end-user cloud platform is the ideal answer to today’s hybrid-work challenge. The premium offering is built to perform, protect and promote maximum end-user success and satisfaction, anywhere they choose to work. With global availability and AnyCloud delivery options, Dizzion DaaS scales and responds quickly to unpredictable change. Dizzion cloud desktops power everyday applications to heavy, media-intense workloads such as videoconferencing, contact center as a service (CCaaS)/unified communications as a service (UCaaS), engineering and creative software, among others. With managed desktop compliance, regulated data is secure for efficient, effective PCI DSS, HIPAA, GDPR and SOX compliance. Dizzion even solves for personal device use with zLink BYOD, even in regulated use cases.

• Quickly consolidate/migrate all virtual desktops to a single Dizzion end-user computing platform for consistent performance, protection and productivity regardless of work location
• Optimize network performance with VMware SD-WAN™
• Get more choices, such as AnyCloud infrastructure (AWS, Microsoft Azure, IBM Cloud, etc.), global delivery, multiple cloud management and desktop maintenance plans, and performance add-ons

“Dizzion and VMware deliver the ideal hybrid-work solution with managed cloud desktops that deliver consistent performance, protection and productivity regardless of where end users log in.”

Robert Green, President and Chief Technology Officer, Dizzion
About the partner
Triangle Computer Services provides integrated solutions in virtualization, cloud computing, and server consolidation. A VMware partner since 2002, Triangle Computer Services is the longest-serving partner in Ireland and counts many leading corporations among its customers.

www.triangle.ie

Master Services Competencies
- Data Center Virtualization
- Digital Workspace
- VMware Cloud™ on AWS

Products
VMware Workspace ONE
VMware Horizon

Related content
Triangle Computer Services’ Miriam Byrne: Adapting for Today, Accelerating for Tomorrow
Triangle achieves VMware master services competency in VMware Cloud on AWS

Business challenges
When the pandemic forced many organizations to close their physical doors and shift to remote work-from-home arrangements, many Triangle Computer Services customers needed to enable their employees to access their digital workspaces quickly and securely. Educating clients about the need to provide highly secure access to every app on any platform, from on-premises to hybrid and cloud, and on any device, including mobile, was challenging and essential. Otherwise, security and the bottom line could take a hit.

Solutions and impacts
Triangle Computer Services educates customers by introducing new technologies and frameworks, safely and more securely, to deliver measurable benefits and create new capabilities. Triangle experts have deep experience designing and integrating complex IT projects across public and private cloud infrastructures. The company provides trusted solutions, including VMware Horizon and VMware Workspace ONE, to:

- Enable more secure digital business continuity for remote workforces
- Keep uninterrupted revenue-generating everyday business operations going
- Accelerate customers’ strategic initiatives aligned to aggressive growth

“We provide companies with the foundation for a highly secure digital workspace using Workspace ONE to support their vital everyday activities.”

Miriam Byrne, Services Director, Triangle Computer Services
About the partner

Founded in 1990, World Wide Technology (WWT) is dedicated to digital transformation. It enables enterprise, public sector, and service provider clients worldwide to transform their organizations, industries and communities through technology.

www.wwt.com

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- VMware Cloud™ on AWS
- Cloud Native Apps

Products

- VMware Horizon
- VMware SD-WAN

Related content

- Make A New World Happen with WWT and VMware
- WWT Helps Clients Embrace Change from the Data Center to the Cloud and Beyond

Business challenges

In the pursuit of greater efficiency and security, many businesses are transforming the way employees use technology, especially as remote work becomes the new normal. WWT supports these organizations by delivering a robust, secure foundation for remote work (a priority even before the pandemic) so that employees could work from home, in the office, or in a hybrid environment. As well as supporting flexible new ways of working and enabling employees to use cutting-edge apps, WWT also wanted to reduce the burden on customer IT teams by automating manual tasks and increasing visibility into device performance and network security.

Solutions and impacts

In partnership with VMware, WWT uses VMware Anywhere Workspace solutions to enable end users to work from anywhere with high-performance networking, world-class security, and comprehensive visibility.

To provide companies with the latest cloud and app services, WWT draws extensively on VMware Anywhere Workspace solutions that enable businesses to empower end users in the digital workspace, and achieve best-in-class network security and visibility.

WWT recently assisted a large healthcare provider to replace its outdated mobile management system with VMware Workspace ONE digital workspaces. At the same time, the client’s VMware Horizon virtual desktop solution was upgraded. In all, the healthcare organization achieved several outcomes:

- Previously manual tasks are now automated
- Managers have complete visibility into device performance, usage and security across the entire company
- Users enjoy simpler, more secure access to vital apps from anywhere, anytime

“As our joint customers look to implement secure workspaces without limits, we partner with VMware to help them along their digital transformation journeys. VMware and WWT have forged a strong partnership that enables organizations to lower their costs, and at the same time, become more agile in meeting today’s work requirements.”

Bob Olwig, EVP of Business Development and Marketing, WWT