



Dell Services Managed Virtual Client

Organization Challenges

Organizations face a variety of challenges related to desktop management, including the need to provide data security, enhance user mobility, and manage overall costs while efficiently carrying out tasks such as provisioning, support, and patch management.

In the “traditional” environment where you purchase and manage desktops, storage, and physical servers to address your businesses computing needs, organizations typically face the following:

- Distributed environment with administrative burdens and security vulnerabilities.
- Demand rarely matches capacity
- Capital intensive, large fixed cost investments

Managed Virtual Client Features

Physical desktops converted to virtual desktops:

- Processing moved from the desktop to the datacenter; only presentation layer is processed on the end-user device
- Access anywhere from a variety of devices

Desktop and data management is centralized:

- All management and support is centralized; no field resources required to support the desktop device
- Data and security is controlled centrally

Financials converted to pay-per-use:

- No up-front capital to implement virtual desktop infrastructure
- End-user computing costs scale dynamically
- One bundled monthly price

Business Benefits

The business benefits include end user productivity, operations simplification, security, and cost savings. For example, after implementation of virtual desktop, Northern Arizona Healthcare projects an annual cost savings of 6% over the traditional desktop environment due to reduced service desk support and decreased desktop/laptop refresh expenses.

Managed Virtual Client benefits are:

Enhanced End-User Productivity

- Enable mobile workforce with anytime, anywhere access
- Improve application performance
- Avoid productivity loss from device failure and data loss

Simplify Operations

- All management and support is centralized (reducing image and patch management effort)
- Enable more efficient disaster recovery (DR) and business continuity (BC) models
 - Data-center centralization combined with virtualization creates new models for DR
 - Desktop virtualization with internet access enables BC strategy for many end-users

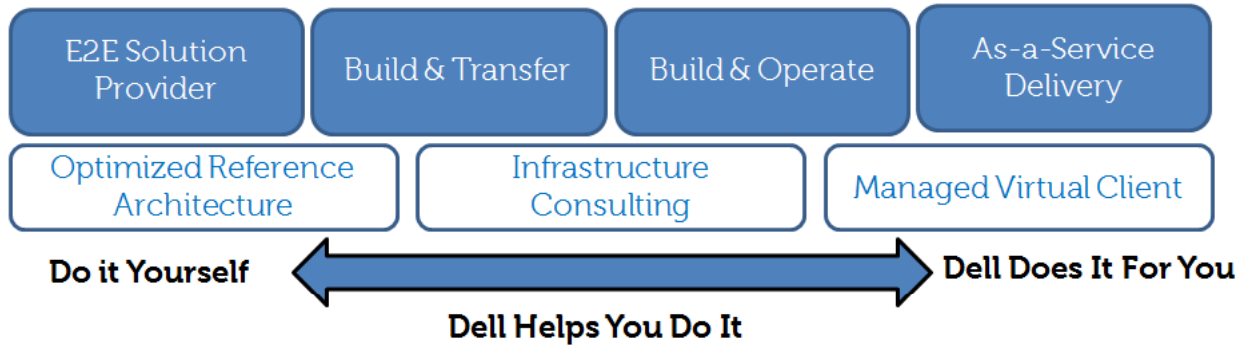
Boost Security

- Control data flow and accessibility; improve virus protection
- Ease regulatory compliance and management efforts

Better Cost Control

- Centralized management, standard profiles and images, reduce maintenance burdens.
- Controlled and predictable costs. Scale up or down as your organization requires
- Ease work efforts with new operating system migrations

A flexible delivery model that suits your unique needs and goals



Take a structured path to navigating virtualization decision making

Dell services are designed to assist you in the evaluation, assessment, planning, implementation, and management of Managed Virtual Client solution.



Understand the Potential	Make Informed Decisions	Lay the Path for Success	Capture the Value	Ongoing Success
<ul style="list-style-type: none"> Understand business & enterprise-IT Strategy Infrastructure requisites Application Portfolio End-User needs Requires cross-organizational team effort 	<ul style="list-style-type: none"> Gain empirical data Evaluate desktop candidates Determine application usage Implementation gap Analysis Create "digital footprint" 	<ul style="list-style-type: none"> Sizing Virtual platform location decision Define initial Use Cases Deployment Planning 	<ul style="list-style-type: none"> Installation & Configuration Image Builds Application Packaging End-user profile, data & device migration 	<ul style="list-style-type: none"> Monitoring and Support Patch OS & Apps Performance Reporting Capacity Planning SLA Reporting

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