



RETHINKING DESKTOP DEPLOYMENT

**GUIDE TO FLEXIBLE COMPUTING SOLUTIONS
VIRTUAL REMOTE DESKTOP**

Dell Virtual Remote Desktop can help customers reduce storage by up to 90% compared to solutions that do not leverage provisioning server technology.

Dell revolutionizes desktop computing with Flexible Computing Solutions. We simplify IT from the desktop to the data center by centralizing data and image control without compromising the end-user experience.

Unlike some solutions that may focus on IT at the cost of the end user, Dell's approach helps ensure the necessary flexibility to provide security, manageability, and reliability — with minimal sacrifice to the end user or business productivity.

We can deliver an innovative and holistic approach to desktop computing built on standards-based, Dell-validated hardware, combined with software and service options. You can get a complete solution, all from one source: Dell.

Are desktop hardware and software provisioning, upgrading, and management issues expensive and time consuming?

Are data, application security, and availability significant concerns?

Is it challenging and expensive to support desktop users in remote offices?

Do you have transactional or remote workers requiring secure access to the corporate network?

Do your users require a unique desktop that's not shared?

If you could centralize the management of both the operating system and applications, would you see this as a benefit?

Would a more flexible desktop computing environment better support your efforts to align IT to the business?

If you answered "yes" to any of these questions, Dell has an alternative computing model to help you:

Flexible Computing Solutions.

WHO COULD BENEFIT FROM DELL FLEXIBLE COMPUTING SOLUTIONS VIRTUAL REMOTE DESKTOP?

- LAN- or WAN-based “offshore” call centers requiring remote access
- Healthcare organizations needing session mobility
- Schools and educational institutions requiring shared client devices
- Organizations that need to support legacy applications or legacy operating systems
- Organizations with constrained workspaces
- Organizations currently working with alternative computing models requiring a patchwork of multiple vendors, resulting in slow response times for help and armies of consultants to run

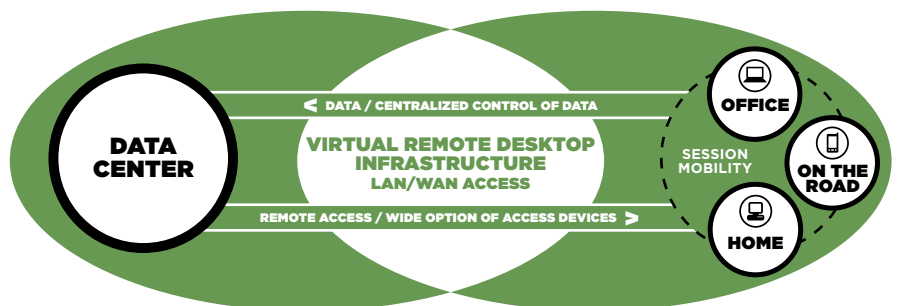
DESKTOP DELIVERY - THE NEXT GENERATION OF DESKTOP VIRTUALIZATION

Dell Virtual Remote Desktop¹ (using Citrix® XenDesktop™) offers a next-generation, user-centric desktop virtualization solution that provides a comprehensive system for desktop delivery. Dell Virtual Remote Desktop (VRD) dynamically assembles virtual desktops on-demand, providing users a new and pristine, yet personalized, desktop each time they log on and helping to ensure that performance does not degrade. In addition, VRD’s high-speed delivery protocol provides outstanding responsiveness over virtually any network, which can help in desktop optimization. For IT organizations, VRD can greatly simplify desktop lifecycle management and help drive down cost of ownership by separating the delivery of the desktop OS, applications, and user settings.



FEATURES AND BENEFITS

- Superb user experience
- Simple desktop provisioning and application delivery
- Reliable desktop access management
- Desktop optimization and support
- Broad desktop delivery environment



OPTIMIZED HARDWARE

DELL™ OPTIPLEX™ FX160

PERFORMANCE

The OptiPlex™ FX160 delivers essential performance and flexibility to help keep your business running:

- Planning support with up to a 36-month lifecycle, stable images, and managed transitions
- Two operating modes and configuration options allow simple growth and redeployment as needs change:
 - Embedded OS options for thin client virtual desktop implementations; or
 - Streamed OS options with basic office performance while retaining data security

FLEXIBILITY

The OptiPlex FX160 is engineered for flexibility to meet your changing needs:

- Designed for single-application workloads, the OptiPlex FX160 features Intel® Atom™ Processors along with Dell Flash storage (NVRAM) options for flexible high-end thin client usage models
- Image deployment is provided through a free download of Altiris® Deployment Solution
- Altiris Deployment Solution enables the ability to push images out to embedded devices and is only available on select OptiPlex models with Microsoft® Windows® XP Embedded or Linux® Embedded for Thin Client operating systems

SECURITY

The OptiPlex FX160 helps ensure data and system security independent of the device's location to help protect your critical data:

- Data is centrally located in the data center, which can reduce data security risks from user theft or mismanagement and is designed to alleviate business continuity concerns such as distributed data and data loss
- Helps to defend your systems against hackers and worms, Trojan horses, viruses, and other malicious code attacks with Symantec® Endpoint Protection for Windows® XP Embedded

GREEN IT

Dell is committed to becoming the greenest PC company on the planet, and the OptiPlex FX160 delivers smart energy choices:

- Intel Atom Processors benefit from a 45nm low-power micro-architecture process that helps make the processor energy efficient and provides excellent single application productivity
- Help reduce power consumption — and cost — with Dell's power supply, which is up to 87% efficient

The OptiPlex FX160 is ENERGY STAR® qualified and is an EPEAT™ Gold registered product.



ASSESSMENT

Our End User Profiling assessment utilizes online surveys for IT and end users and, where possible, a remote audit of end-user devices to gather data. Data analysis is conducted through a rules engine that generates end-user FingerPrints (patterns of usage) for end users with a comparison of these FingerPrints to Dell-validated reference-architecture usage patterns. We can provide accurate advice back to you for Flexible Computing based on actuals rather than estimates.

DESIGN AND VALIDATION

Design a blueprint for your solution that addresses the requirements identified during assessment. Design includes servers, workstations, clients, software, images, storage, and networking, tested for production-readiness in your environment.

DEPLOYMENT

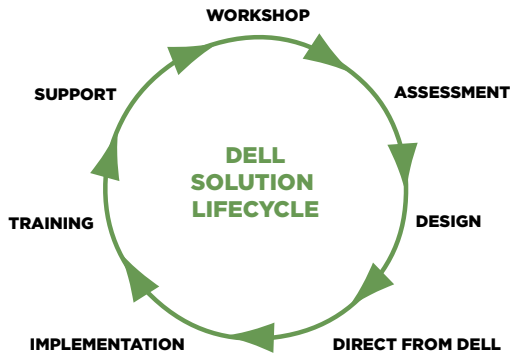
On-site deployment includes complete knowledge transfer. Dell can help you set up, install, and configure required hardware and software. Save time and let Dell configure and test.

SINGLE POINT OF CONTACT

Dell offers ongoing single contact support for a truly complete solution. You can rely on our highly trained Flexible Computing support specialists, available 24 hours a day, to take you from call to resolution.

ENABLING YOUR FLEXIBLE COMPUTING SOLUTION

Dell Global Infrastructure Consulting Services works with customers worldwide to deliver smooth, Flexible Computing Solution implementation. We provide assessments, design, and implementation, as well as training and ongoing support to help ensure the solution is built around your specific needs. Select the service you require, and scale up or down as needed. No hassle, no army of consultants — just a solution that delivers results.



COMPLETE SOLUTION SUPPORT

It's a difference you'll see right from the start with our understanding that not all computing environments are the same — especially when it comes to environments that require alternatives instead of traditional computing solutions. As a part of deployment, Dell tests all hardware, software, and networking in your environment to help ensure optimal functionality. Throughout deployment and support, Dell is your single point of contact. It's a complete solution designed to help reduce cost and complexity for both IT and end users, making maintenance easy with solution lifecycle support. This means IT can be freed up to work on projects that really matter to your organization.

A STANDARDS-BASED SOLUTION DESIGNED TO WORK TODAY AND TOMORROW

Nothing is more frustrating than investing in components and technologies that solve a problem today only to cause more headaches tomorrow. Dell's Flexible Computing Solutions are designed to end this by delivering a practical standards-based infrastructure. This approach is intended to give you a comprehensive, flexible solution to support users on a wide range of devices today and tomorrow.



SIMPLIFY AND SAVE AT [DELL.COM/FlexibleComputing](https://www.dell.com/FlexibleComputing)

Intel and the Intel logo are registered trademarks and Atom is a trademark of Intel Corp. Microsoft, Windows, and Windows Vista are registered trademarks of Microsoft Corporation in the United States and other countries. Citrix and the Citrix logo are registered trademarks and XenDesktop is a trademark of Citrix Corp. Other trademarks and trade names may be used in this document to refer to either the entities claiming the marks and names or their products. Dell disclaims proprietary interest in the marks and names of others.

¹The Dell Virtual Remote Desktop Solution is part of the Flexible Computing Portfolio. It is a Dell branded version of Citrix XenDesktop with additional services and support options.

