Dell cloud client-computing solutions for Microsoft VDI

Ideal for customers wanting to implement flexible, cost-effective, enterprise-grade virtual desktops.
The superior user experience

Meticulously pretested and validated in the real world, Dell Wyse Datacenter for Microsoft® VDI is an end-to-end desktop virtualization solution running on Microsoft Windows Server Hyper-V, Remote Desktop Services (RDS) and RemoteFX. With Dell it’s just one phone number you need to call for all your hardware and software support needs.

In addition to addressing usual challenges such as security, data control, optimization of IT resources, BYOD enablement, this solution is particularly ideal if you want to:

- **Implement flexible delivery mechanisms**
  With a choice of application delivery, remote desktop sessions or VDI all from a single management console

- **Deploy highly cost-effective virtual desktops**
  Starting under $350 per seat for persistent or pooled VMs; persistent VMs are now affordable with up to 93% reduction in storage requirements using Microsoft built-in deduplication and Storage Spaces features

- **Reduce the time it takes to deploy virtual machines**
  Provision 150 Windows 8.1 VMs in 53 minutes
How to select the right platform for your needs

How best to use the power of VDI, Remote Desktop Session Host (RDSH), and application virtualization in your workplace? Take a look below...

Combining the best of Dell and Microsoft

With features like better flexibility, simplified management and superior user experience, we've combined the best of what Microsoft and Dell have to offer.

- Cost-effective desktop and application virtualization based on Microsoft Windows Server OS and Hyper-V hypervisor
- Ideal for customers familiar with Microsoft tools or who have a strong relationship with Microsoft (such as an Enterprise Agreement or Software Assurance)
- Deployment from 10 to tens of thousands virtual desktops
- Flexibility:
  - Choice of RDSH (Terminal Services), pooled or personal/persistent VMs (VDI, RDVH), and application delivery
  - Use your existing storage or networking hardware
  - Choice of a deployment option that suits you: 10-seat Proof of Concept (POC), tower or rack servers sized for SMB, appliances, converged infrastructures or a custom architecture
  - Support for affordable persistent VMs using built-in deduplication and Software Defined Storage (SDS) technologies
- Superior end user experience:
  - Based on RemoteFX & RDP
  - Shared GPU for high end graphics applications
  - Optimized data center hardware and certified end points
  - Support for unified communication with Lync 2013
  - USB redirection and advanced printing capabilities
- Simplified management: wizard driven, single console, unified administration
- End-to-end offering from Dell with just one phone number to call for support

For POC/trials or small business
For 10 to 100 users without need for HA or redundancy

Hyper-converged VDI solution leveraging Nutanix
Linear scaling and predictable cost with Software Defined Storage technology

Reference Architecture
Ideal for data centers, flexible and custom offering based on Windows Server 2012 RDS only

10-seat VDI trial kit
SMB solution up to 100 seats

Dell XC Web-Scale Converged Appliance

Dell Wyse Datacenter for Microsoft VDI on Windows Server

Maximum integration

Maximum flexibility
Get started with VDI

The **10-seat VDI trial kit** runs on a small Dell PowerEdge™ T110 tower server and enables you to experience desktop virtualization with an affordable Proof of Concept (POC) for 10 users, built on Dell Hardware and Microsoft virtualization software. It is an easy way to get started with VDI, by leveraging Microsoft licensing you might already own. You can deploy this yourself using our setup guide, engage Dell Services or ask your local partner to do it for you.

Deploy VDI for your small business

Similarly, you can also deploy VDI in **increments of 50 or 100 users using a PowerEdge T430/R430 server**. You can attach a choice of Dell Wyse thin clients or other touch-enabled end points optimized for RemoteFX.

Benefits

- Fully tested and pre-configured servers for pooled Windows virtual desktops
- Inexpensive way to get started with VDI
- Reduces the time required for your IT department to evaluate the effectiveness of VDI
- Easy to install, deploy and manage
- Rich end-user experience with RemoteFX and RDP
- Leverage your own Microsoft contracts to save on licensing costs

Components

- Dell PowerEdge T110 (10-seat) or T430/R430 (50-100 seats) configured for pooled Windows virtual desktops
- RAID10 with PERC controller
- Windows Server 2012 R2 standard Edition pre-loaded in Dell factory
- RDS CALs (optional)
- 3 years Dell ProSupport

Ideal for

- Organizations who wish to evaluate VDI on Hyper-V
- Companies with plans for larger scale implementation of a Microsoft-based, VDI solution, interested in experiencing it first
- Partners or small businesses wanting to immediately implement the technology: doctor’s offices, retail shops, accountancies, law firms, etc
- Larger organization interested in deploying VDI in increments of 50-100 seats

Learn more here
Dell XC Web-Scale Converged Appliance for VDI, with Nutanix®

Scale predictably and efficiently

Simplify desktop virtualization through easy to order appliance-based configurations with predictable per-seat scaling costs to fit a broad range of use cases, and a combination of native tools and a powerful UI which allows users to deploy and manage virtual desktops more easily. Perfect for virtual desktop environments of any size, the Dell XC Appliance for VDI is ideal for organizations looking for a virtualization solution that deploys rapidly and scales easily.

Benefits

- **Predictable cost**: Avoid ‘step function’ infrastructure costs through a converged infrastructure with compute and storage for a specific number of users*
- **Predictable scaling & performance**: Add additional nodes to increase the number of users or increase performance
- **#1 Time-to-value**: Preset configurations packaged for the right blend of price & performance make ordering VDI as easy as purchasing a Dell laptop
- **Faster deployment**: Save costs by configuring and deploying virtual desktops in hours, not days
- **Easier to manage**: Monitor and manage through Nutanix Prism single pane of glass management console

Components

- Citrix XenDesktop, VMware Horizon View and Windows Server 2012 compatible
- Choice of VMware ESXi or Microsoft Hyper-V hypervisors
- Choice of the Dell PowerEdge xc630 1U and xc730 2U servers
- Dell XC Web-Scale Converged Appliance for VDI architecture document
- Nutanix Prism management application
- Nutanix 3 or 5 year SW Maintenance/Assurance
- Dell ProSupport 3 or 5 year comprehensive XC series support with Nutanix assist

At a glance

- **Converged Infrastructure Appliance**: An appliance architecture built around the Dell XC Series of Web-scale Converged Appliances, delivering simple, rapid deployment and predictable, efficient scaling
- **Developed with Nutanix**: The Dell XC was developed with Nutanix, an industry leader in converged infrastructure based, software-defined data center solutions
- **Choice of configuration**: Offered in prescriptive configurations for desktop virtualization based on user type
- **Storage-focused features**: High availability, dedupe, compression and data tiering
- **Superb Graphics Performance**: Power graphics-rich workloads with available NVIDIA GRID graphics
- **Endpoint Compatible**: Works with an array of thin/zero clients including Wyse zero clients optimized and verified for Citrix, VMware, and Microsoft

*Number of users varies with the broker selected and the type of appliance used. Check with Dell for more exact sizing information.

Learn more here
Dell Wyse Datacenter for Microsoft VDI on Windows Server 2012 R2

Benefits

- Easy deployment using wizards
- Pre-tested for a mix of RDSH sessions, pooled or personal Windows VMs
- Support for diverse user workloads
- Support for software or hardware GPUs
- Unified communications with Lync 2013
- Scalability and full High Availability (HA)
- The best value approach to meet the needs of both IT and your end user
- Use your existing storage or networking hardware (even non-Dell)
- Support for Windows, iOS, Mac OS and Android end points
- A complete end-to-end solution

Components

- Networking switch: Dell S55 / S60 (optional)
- Servers: Dell PowerEdge R430 / T430 / R730
- Storage: Dell EqualLogic PS4100E / PS6100E / PS6100XS or Dell PowerVault MD1420
- 3 years Dell ProSupport

"Deduplication reduces storage space requirements up to 93% on persistent virtual desktops!"

"Deploy persistent VMs at the same price as pooled VMs with Microsoft Storage Spaces and Dell PowerVault DAS!"

“Good” “Better” “Best”

Personalization
Application compatibility
Image management
Cost effectiveness

Desktop Sessions Pooled VMs Personal VMs

Learn more here

Dell.com/Wyse
# Dell Wyse cloud client solutions optimized for Microsoft

<table>
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<th>Wyse thin client model / user profile</th>
<th>Workload</th>
<th>Recommended Wyse thin clients</th>
<th>Main specifications</th>
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</thead>
</table>
| **3000-series**                      | Mid-performance device built on ARM dual core CPU | **Wyse 3020** Most cost-effective | • CPU: dual core ARM 1.2GHz SoC  
  • Dell Wyse ThinOS (most secure)  
  • Dual monitoring and dual band Wifi |
| **Value & secure**                    | Built-in media processor for smooth multimedia |                            |                     |
| **Task user/data entry**             | Up to 5 apps open simultaneously | **Wyse 5010 and 5020** With Dell Wyse ThinOS 8, most secure and virus-immune | • 5010 - ThinOS, Linux, WES7, WES8  
  • 5020 - Linux, WES7, WES8, Win 10 IoT  
  • < 9 Watts  
  • CPU: dual core (5010, 5040 AIO) or quad core (5020) SOC AMD with integrated graphics  
  • Accelerated graphics, multiple displays and HD multimedia (5010, 5020)  
  • All-in-One with 21.5” Full HD display, dual core AMD CPU and dual display capability (5040) |
| **5000-series**                      | Medium, office-type productivity and multimedia | **Wyse 5040 AIO** Unique all-in-one elegant form factor |                     |
| **Mainstream**                       | Client OS is ThinOS, or Windows Embedded Standard (WES7 or WES8) |                            |                     |
| **Knowledge/office user**            | Up to 7 apps open simultaneously | **Wyse 7010 and 7020** <15 Watts | • 7010 - ThinOS, Linux, WES7, WES7P, WES8  
  • 7020 - Linux, WES7, WES7P, WES8, Win 10 IoT  
  • CPU: dual core (7010) or quad core (7020) SOC AMD with integrated graphics  
  • AMD Radeon HD6250/6320  
  • Up to 8 displays with 7010 with extended chassis |
| **7000-series**                      | Ideal for creating content, accessing unified communications, 3D design and HD multimedia over multiple displays | | |
| **Powerful**                         | | | |
| **Power user**                       | | | |

1 works also with other endpoints, such as Dell Chromebooks and touch-enabled Windows-based end points such as Dell Latitude 10 tablet (runs Windows 8.1), Dell XPS 10 tablet (runs Windows RT) and Dell OptiPlex 9020 AIO desktop PC (runs Windows 8.1).
Benefits
• Maximize productivity with rapid deployment and 24x7 support
• Minimize disruption with full replacement of damaged clients
• Gain efficiency leveraging Dell scale, business insight and expertise
• Reduce risk with deployment and support expertise

Experts
• 24x7 access to ProSupport engineers
• Single source for hardware and software
• Dell technicians know business IT and provide deep, broad experience

Dell Deployment
Simple, fast and accurate deployment.
Dell Deployment Service is an end to end service designed to speed deployment time, save money, provide comprehensive planning and project management to support your IT staff. We will load your company images, configure BIOS settings, apply asset tags, and install new systems into your environment.
Benefits to customers include:
• Minimized disruption so you can focus your resources on innovation
• Improved efficiency saving time and resources by leveraging Dell expertise
• Maximizing resources with Dell managing every step of the process

Insights
• Dell project managers plan, implement and manage deployment processes for your business needs
• End-to-end management of the deployment process

Dell ProSupport
Comprehensive IT support.
Dell ProSupport provides responsive IT support for businesses of all sizes. You get a team of in-region engineers who are available 24x7 and respond quickly to provide you with a single source for hardware and software issues.
Dell ProSupport is the smart, easy way to extend your IT resources and better support your users. With ProSupport you:
• Fast issue resolution with round the clock access to in-region ProSupport engineers
• Increase efficiency with single source support for hardware and software issues
• Maximize productivity by leveraging Dell scale and skill
• Focus your resources on strategic IT while Dell takes care of day-to-day business

Ease
• Quick response, replacement for accidental damage
• Easy return options for repairs
• Simplified deployment and support with Dell knowledge and experience

Dell Accidental Damage
Ideal for high-risk environments.
Accidental Damage Protection covers hardware systems exposed to high-risk usage and situations where end users are in high risk environments, shared workspaces, retail, or classroom settings.

Benefits
• Maximize productivity with rapid deployment and 24x7 support
• Minimize disruption with full replacement of damaged clients
• Gain efficiency leveraging Dell scale, business insight and expertise
• Reduce risk with deployment and support expertise

Learn more here
Dell is widely recognized as a world leader in VDI. We provide a suite of end-to-end services that allow you to evaluate, design, pilot, implement and manage your desktop virtualization solutions.

**Consulting**
- VDI Architecture
- Blueprint Assessment
- JumpStart Training
- Network Optimization
- Remote Consulting

**Implementation**
- Image Creation
- Application Packaging
- Procurement
- Deployment Services
- Configuration
- Integration
- Pilot & Testing

**Support**
- Pro Support
- L1 EU support
- L2 VDI Support

**Management**
- Managed Services
- Availability Monitoring
- Network Management
- Data Management
- Managed Firewall

96% customer satisfaction for end-user deployment
115+ million systems supported
The only end-to-end, single source provider
80 countries supported
60+ countries offering same business day response
The most comprehensive, partner-validated end-to-end solutions
~200,000 Engineering hours invested Dell's partner-verified solutions
5 global command centers
#1 global leader in thin/zero clients

Dell Wyse Reference architectures and Advisor Tool
Wyse Datacenter appliance and solution templates, managed services, pilot and ROBO kits
Dell WaaS On Demand

Do it Yourself
Build and Transfer
Build and Operate
Workspace as a service

Dell or Partner helps you do it.
Dell or Partner does it for you.

Learn more here

Dell.com/Wyse
Your Next Steps

Speak to Dell or contact a Dell PartnerDirect associate. Both are able to help you with consultancy, planning and advice.

1. Learn
Join a feasibility workshop
Explore your needs and establish your requirements for cloud client computing.
Learn more here

2. Discover
Get hands on
Nothing beats seeing everything in action for yourself. Take advantage of a one-to-one demonstration at a Dell Solution Center.
Dell Solution Center

3. Engage
Plan for success
Meet with Dell or your Dell PartnerDirect partner who’ll help you plan, execute and activate your strategy.
Get in touch.
Find a partner.

Get in Touch
Contact Dell cloud client-computing

For detailed information on Dell Wyse Datacenter for Microsoft VDI, please visit www.dell.com/wyse

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Visit our website at:
www.dell.com/wyse

Dell cloud client-computing sales
1-800-438-9973
CCC_sales@dell.com

Contact a Dell expert
https://marketing.dell.com/t2d-wyse

Dell cloud client-computing support
The Dell support portal provides a fast and accurate way to communicate interactively with Dell customer support for Wyse products, and helps us respond to your requests more quickly.
www.dell.com/support/wyse

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Dell cloud client-computing

Any user. Any app. Any device.
Build or buy a custom or proven, pre-tested solution from Dell.

With Dell cloud client-computing you’re covered from the data center to the end user device. For additional Dell products and solutions that complement your Wyse cloud clients, visit:

Dell monitors: www.dell.com/monitors

Wyse Datacenter for desktop virtualization solutions:
www.dell.com/wyse