Dell cloud client-computing solutions for Citrix®

End-to-end solutions that empower increasingly mobile users with access to critical data and applications from wherever they are.

DELL

Dell cloud client-computing and Citrix XenDesktop®: Working together to empower your mobile workforce

Dell cloud client-computing solutions for Citrix® are designed from the ground-up to help you address complex challenges not met by traditional client deployments to empower your mobile workforce.

Grow your mobile enterprise

Amplify your mobility strategy by making it possible for your end users to be productive anywhere, any time, from the device of their choice.

Stay agile and efficient

Scale rapidly, securely and cost-effectively to address dynamic requirements, enable workforce mobility, connect new partners and efficiently onboard new employees.

Keep your data and applications secure

Reduce vulnerabilities through centralized policies, sophisticated security solutions and mediation and virtualized, centralized data storage.

Control your IT costs

Reduce hardware refresh cost, facilitate migrations from Windows XP to Windows 8 and simplify image and patch management with TCO-optimized solutions that fit your need and budget.

Learn how we're different

Introduction

A winning solution
With Citrix

Best in show...

Dell's solution for Citrix XenDesktop was recognized with a 'Best of Synergy' award. With an innovative approach which supports a range of 50 to 1,000 users in a pooled VDI environment this innovative compute, storage, and networking infrastructure has a total cost of less than $200 per user.

Joint innovation	Solution innovation	Customer experience
Simplifying VDI Jointly engineered solutions to make VDI easier and faster to deploy	**Agile** Open & heterogeneous architecture; built for now & the future.	**#1** In customer satisfaction for IT Service & Support (TBR)
End -to-end From the data center to the endpoint device, optimize your Citrix VDI environment with the best of Dell infrastructure components	**Efficient** From reference architectures to pre-configured stacks, Wyse Datacenter adjusts to your unique needs	**95%** Customer satisfaction with Dell ProSupport service
Partnership Dell's 15 year relationship with Citrix helps ensure fastest time-to-market with new releases and optimized and tested configurations.	**High quality** End-to-end solutions & services paired with unified support ensures the best performing solution, fit to your specific requirements	**42k+** Dedicated services professionals active in 90 countries

Dell and Citrix: Better Together

Introduction

Dell and Citrix

Better together

What Dell and Citrix mean to your VDI implementation

- **Leadership in cloud client-computing solutions that support your mobile workforce.** Dell's mobile computing vision and industry-leading product portfolio for Citrix XenDesktop mobile workforce software maximizes performance with advanced security and centralized management while maintaining an optimized user experience.

- **Reduced complexity with complete end-to-end solutions.** From the data center to the endpoint device, our jointly developed solutions integrate features and functionality from both the Dell and the Citrix portfolios. Leverage integrated solution stacks for fast, standardized deployment, or use the Dell Services process to design a program that fits your specific requirements.

- **Accelerated time-to-value with Dell and Citrix jointly-engineered architectures.** Based upon the latest Citrix releases, choose from multiple infrastructures, deployment options and services to fit your workloads. Our cross-trained sales teams help you select the solution that meets your needs today and smartly grow with an architecture that flexes as your needs change.

- **A partnership driven by continuous innovation.** Ongoing engineering alignment between Dell and Citrix mean that Dell is able to match Citrix XenDesktop release-for-release to provide infrastructure stacks and Wyse client solutions that are optimized for Citrix.

Solutions

Introduction

Dell and Citrix Solutions
for Desktop Virtualization

Dell Appliance for Wyse

Easy to deploy VDI

Enjoy enhanced security and user mobility with the Dell Appliance for Wyse – Citrix in a 'right-sized', easy-to-deploy appliance that your existing resources can manage. Built for smaller groups to deploy and manage VDI, or for larger organizations to pilot Citrix XenDesktop without requiring a full design cycle, we designed it to be swift and simple to procure and deploy while providing persistent or non-persistent Citrix XenDesktop for up to 150 users or shared sessions for up to 350.

Learn more here

Dell XC Web Scale Converged Appliance for VDI

Predictable scale and time-to-value

Consolidate compute and storage in a single chassis, powered by industry-leading Nutanix® software. The Dell XC features predictable per-seat scaling costs, with a suite of native tools and a powerful UI for easy deployment and management with effortless scaling.

Start with a cluster of 3 appliances that supports up to 300 persistent desktops, and expand in increments of 100 desktops.

Learn more here

Wyse Datacenter

Powerful, customized VDI

Ideal for organizations interested in robust, flexible and highly scalable desktop virtualization supporting a range of graphics and collaboration capabilities.

It enables a high degree of choice through an array of pre-qualified components, while expediting time-to-value. Wyse Datacenter simplifies the deployment of virtualized desktops for environments ranging from 50 and scaling to 50,000+ users.

Learn more here

Wyse Datacenter for Virtual Workstations

High-performance workstation delivery

Deliver workstation class workspaces and applications through the only ISV-certified end-to-end virtualized workstation available in the market today.

Improve user workflow, secure valuable data, enable user mobility and streamline workspace management. Retain complete control of sensitive data while increasing resource utilization and overall management quality, with Dell Precision class workstation performances wherever and whenever it's needed.

Learn more here

Solutions

Dell Appliance for Wyse
for Citrix XenDesktop

Simple and secure VDI for small groups or pilots

Empower your organization by allowing them to securely access data and applications with any device, from anywhere with the Dell Appliance for Wyse – Citrix®. Avoid long, complex design, procure and deploy cycles and accelerate your time-to value with an appliance that includes everything you need to deliver as many as 350 shared sessions or 150 persistent/non-persistent shared desktops with Citrix XenDesktop.

At a glance

- **Speed time-to-value:** Quickly deploy infrastructure and provision users for small groups, or use as a pilot in large organizations to prove the value prior to expansion

- **Do it yourself:** Install and easily deploy virtual desktops for your users. The Dell-developed quick start tool enables your resources who support PCs today to deploy VDI themselves

- **Preconfigured & easy to order:** Pick the form factor you need: rack or tower, select the number of user licenses, and order with confidence. All of the appliance-related software is included, so there's no extra bits to specify and purchase.

- **Your own cloud:** Increase security and reduce administration time by forgoing public cloud services. Your Wyse appliance is hosted onsite and under your control.

- **Grow without 'rip and replace':** Grow within the appliance by adding additional licenses, or re-apply the infrastructure and licenses to grow beyond with guidance from Dell Reference Architectures

- **Comprehensive solutions:** The appliance is compatible with all Dell endpoints, including Wyse and Chrome products, as well as with any Citrix XenDesktop-compatible endpoint.

Benefits

- **Security and mobility:** Gain security for your valuable data while enabling mobility in your organization

- **Cost Efficient:** Support with your existing IT admin resources - no big additional investments needed

- **Swift Deployment:** Dramatically reduce the time and effort to procure and deploy as compared to traditional approaches

- **Pilot Ready:** Test desktop virtualization in your organization with this fast and easy option for pilots and PoCs to gain real user feedback.

Components

- Citrix XenDesktop
- Choice of Dell PowerEdge® R730 or T630 tower server
- Configurations: desktop virtualization or shared sessions
- Server-based licenses appropriate to selected configuration
- Dell-produced wizards which speed deployment
- Dell ProSupport 3 year, 24x7 available.

Continue

Solutions

Dell XC
Web-Scale Converged Appliance for VDI

Easy-to-deploy desktop virtualization with swift, predictable scaling

Expedite implementation and scaling of your desktop virtualization solution with the Dell XC Web-Scale Hyper-Converged Infrastructure Appliance. Built to combine compute, storage and Nutanix® web-scale software tailored for VDI, the XC starts with three nodes that supports ~300 users. The Dell XC grows alongside your business,expanding by 100 users at a time with predictable per-user cost and performance.

At a glance

- **Predictable cost-per-user:** Start with three appliances and scale out with additional appliances to support as many users you need

- **Converged Infrastructure Appliance:** No design cycle required, and no separate storage array is needed

- **Reliable:** Preconfigured for virtualized workloads and designed to maintain data availability in case of node or disk failure

- **Maximum Performance:** Advanced data tiering, data deduplication, local flash and hypervisor agnostic technology

- **Superb Graphics Performance:** Power graphics-rich workloads with NVIDIA graphics and optimize the experience with Citrix HDX-enabled thin clients

- **Easy to order:** Single SKU procurement makes it simple to specify and purchase, with each XC630 1U node supporting 100 Professional Users or 150 for shared sessions

- **Simple installation:** Just plug in and configure - no array of discrete components to install

- **Proven technology:** Based on PowerEdge 13th generation server platforms backed by Dell global service and support.

Benefits

- **Faster Deployment:** Deploy desktop virtualization infrastructure up to 6 times faster and at up to 27% lower cost over a three-year duty cycle-than traditional white box solutions[1]

- **Predictable Scaling:** Meet capacity and performance requirements one node at a time to eliminate overprovisioning

- **Enterprise-Class Capabilities:** Provide enterprise-class storage capabilities with software-delivered storage services such as snapshots, replication, clones, compression, deduplication and thin provisioning

- **High Performance:** Drive maximum performance with advanced data tiering, local flash and hypervisor agnostic technology.

Components

- Citrix XenDesktop
- Choice of VMware® vSphere or Microsoft Hyper-V
- Based on the Dell PowerEdge xc630 1U or xc730 2U server (with NVIDIA graphics). Start with 3 units and expand in single increments.
- Dell ProSupport 3 year, 24x7 available.

Continue

Solutions

Wyse Datacenter
for Citrix XenDesktop

Optimized price/performance

Ideal for organizations with sophisticated IT environments who are seeking a robust, configurable and scalable desktop virtualization solution with a broad range of component choice. Simplifies the deployment of virtualized desktops for environments ranging from 50 to 50,000 users, supported by reference architectures and services which speed time-to-value.

At a glance

- **Predictable Scalability:** Designed to deliver cost-effective, enterprise-class VDI, enabling efficient scaling as adoption increases
- **High Performance:** True hardware virtualized graphics capability with vGPU which enables high end/3D graphics performance
- **Cost-Efficient:** Available SANless option reduces cost of storage and supports high I/O requirements via SSD hard drives
- **Flexible:** Works with an array of thin/zero clients including Wyse zero clients optimized and verified for Citrix XenDesktop
- **Comprehensive:** The Wyse Datacenter is a complete end-to-end solution including servers, storage, networking, services and your choice of endpoints for seamless operation.

Benefits

- **Configurable VDI infrastructure:** Leverage industry standards-based hardware and software components for the optimal balance of performance and cost per user
- **Protects your IT existing investment:** Supports select compatible non-Dell components within the architecture
- **Scalable and flexible:** Rapidly deploy pilots in just a few days, and expand to full deployment with one solution that scales from 50 to 50,000 users
- **Choice of form factor:** Includes a choice of PowerEdge blade or rack server configurations and storage options
- **Flexible graphics support:** Supports true vGPU virtualized graphics, from basic to high end graphics/3D visualization, with HDX™ 3D Pro enabling virtualized graphics for OpenGL applications in pass-through configuration using available NVIDIA K1/K2 cards
- **Communication-enabled:** Provides unified communications and collaboration (UCC) support for Microsoft Lync 2013, leveraging Citrix HDX™ 3D Pro RealTime Optimization Pack for scalable real-time audio and video conferencing
- **Dell Services:** Available Dell Services for Wyse Datacenter include design/deployment, infrastructure managed services, remote monitoring management, and virtual desktop management
- **Optional support:** For high availability (HA) and redundancy.

Components

- Citrix XenDesktop
- Choice of Microsoft Hyper-V hypervisors
- Dell PowerEdge rack or blade servers
- Dell EqualLogic, Compellent, or internal storage
- Dell Networking converged fabric
- True vGPU virtualized graphics with NVIDIA GRID K1/K2
- Unified communications, MS Lync 2013
- Dell ProSupport 3yr, 24x7.

*Related Videos - link to the Dell cloud client-computing Advisor

Continue

Solutions

Wyse Datacenter for Virtual Workstations
with Citrix XenDesktop

An end-to-end, ISV-certified virtual workstation solution

Enable your organization to retain complete control of its sensitive data while increasing resource utilization and overall management quality. Ensure your users have Dell Precision class workstation performance for their graphics-intensive workloads wherever and whenever they need it.

At a glance

- **Lower TCO:** Deliver workstation-class workspaces with lower TCO than traditional physical workstations
- **ISV Certified:** Certified or undergoing certification with major ISVs such as Autodesk AutoCAD®, Siemens PLM NX®, Tecnomatix® and Teamcenter Visualization®, PTC Creo® and Dassault Systemes SolidWorks®
- **Superb Graphics performance:** Leverage Citrix HDX-enabled thin clients for powering and delivering graphics-rich workloads
- **Complete end-to-end solution:** Validated and optimized configuration with servers, storage, networking, software, endpoints and services
- **Proof of Concept:** Easily conduct a proof of concept evaluation with limited fiscal outlay and no interruption to existing workflow through the Workstation Virtualization Center of Excellence.

Benefits

- **Security:** Needs-based access to data and applications and centralized enforcement of security policies so you can effectively control valuable IP
- **Ease of Management:** Efficient, centralized management of user workspaces and endpoints
- **Rich user experience:** Gain greater resource utilization with reduced total cost of ownership. Support for high-quality graphics performance required for animation, industrial design, computer-aided design (CAD), and other graphics-intensive applications
- **Endpoint Compatibility:** Reliable, secure and fast access to data and applications through a variety of endpoints, including mobile devices and thin clients
- **An end-to end solution** that incorporates best-in-class data center hardware, virtualization software, thin client technology and comprehensive services
- **Highly available service delivery** through Precision-class infrastructure reliability and disaster recovery options
- **Key ISV Certification:** Per-application performance guidance and hardware configurations for each workload.

Components

- Dell Precision Rack workstation
- Dell EqualLogic or Compellent storage
- Dell Force10 networking
- NVIDIA GRID virtualized graphics cards
- Citrix XenDesktop desktop virtualization broker
- Choice of Citrix XenServer®
- Wyse thin and zero cloud clients
- Dell consulting, implementation, support and management services

Continue

Solutions

Wyse cloud client solutions
Optimized for Citrix

Purpose built for Citrix

The Wyse 3000/5000 series zero clients are the first available zero client designed specifically for Citrix XenDesktop environments:

- A Wyse zero client runs 3 times faster than comparable devices and enables users to be up and running with a rich media experience in just 6 seconds
- Wyse zero clients deliver the Citrix HDX experience with zero delays, management or security risks — all with almost-zero energy use
- The Wyse TCX suite integrates seamlessly within Citrix® XenApp, Citrix® XenDesktop to enhance the user experience with breakthrough multimedia and audio capabilities.

Wyse 3000 Series for Citrix

- **Excellent performance:** Optimized for Citrix HDX and Citrix 3D with Citrix XenDesktop; supports dual HD 'L shaped' screen rotation
- **Super secure:** No attack surface for viruses and malware
- **Instant-on:** Powers on in just 6 seconds; goes from standby to on in 2 seconds
- **Zero management:** Plug-n-play operation with auto discovery and zero configuration, and hands-off management
- **Well-connected:** Connects to LAN, WAN and Wi-Fi network; adapts to the latest network security and protocols
- **Energy efficient:** Draws less than 7 Watts of power in operation
- **Flexible mounting:** Mount horizontally or vertically on or under your desk, on the wall or behind your display.

Learn more here

Wyse 5000 Series for Citrix

- **Ultimate performance:** Optimized for Citrix XenDesktop, HDX 3D and HDX 3D Pro
- **Super secure:** No attack surface for complete immunity to viruses and malware
- **Energy efficient:** Draws less than 9 watts of power in operation
- **Rich User Experience:** Exceptional computing power and performance combined with Citrix HDX technology provide dazzling multimedia and exceptional unified communications; it also supports dual-digital, high-resolution, vertical screen orientation.

Learn more here

Learn about Dell services

End points

Dell Services
for Wyse thin clients

Experts

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

Insights

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

Ease

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

Learn more here

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

Learn more here

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.

Ideal for high-risk environments.

Examples of damage where the hardware unit would be repaired or replaced are:

- Liquid spilled on or in unit
- Drops, falls, and other collisions
- Damaged/broken LCD due to a drop or fall
- Electrical surge

Learn more here

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
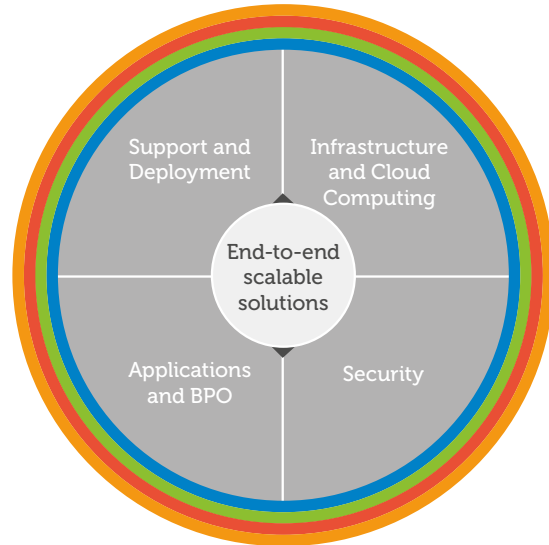- Reduce risk with deployment and support expertise

Continue

Services

Dell Services
End-to-end lifecycle services

An industry-leading $8.5 billion End-to-End Services portfolio

End-to-end scalable solutions

- Support and Deployment
- Infrastructure and Cloud Computing
- Applications and BPO
- Security

| Transform | Connect | Inform | Protect |

Infrastructure

- Development & Maintenance
- Management & Support
- Modernization
- Testing
- Business Intelligence & Data Warehousing
- Enterprise Applications
- Industry applications

- Consulting & Social Media Services
- Customer Service
- Finance & Accounting
- Healthcare
- Knowledge Process Outsourcing & Analytics
- Life Insurance
- Procurement

- End-User Computing
- Unified Communication & Collaboration
- Virtualization & Private Cloud
- Data Center
- Education & Training Services

- End-User IT Outsourcing
- Data Center IT Outsourcing

- Cloud on Demand
- Cloud Dedicated
- Cloud for HPC
- Dell WaaS on Demand
- Cloud Transformation Services

- End-User Deployment Services
- Enterprise Deployment Services
- Asset Resale and Recycling

- ProSupport Client Suite
- ProSupport Enterprise Suite
- Tools & Technology

- Managed Security
- Security and Risk Consulting
- Counter Threat Unit (CTU) Intelligence
- Incident Response and Digital Forensic Services

End-to-end lifecycle services

Learn more here   Continue

Services

Dell Services
For Wyse Datacenter Solutions

Dell is a leader in desktop virtualization, providing a suite of end to end services to evaluate, design, pilot, implement, and manage desktop virtualization solutions.

Consulting

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

Learn more here

Implementation

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

Learn more here

Support

- Pro Support
- L1 EU Support
- L2 VDI Support

Learn more here

Management

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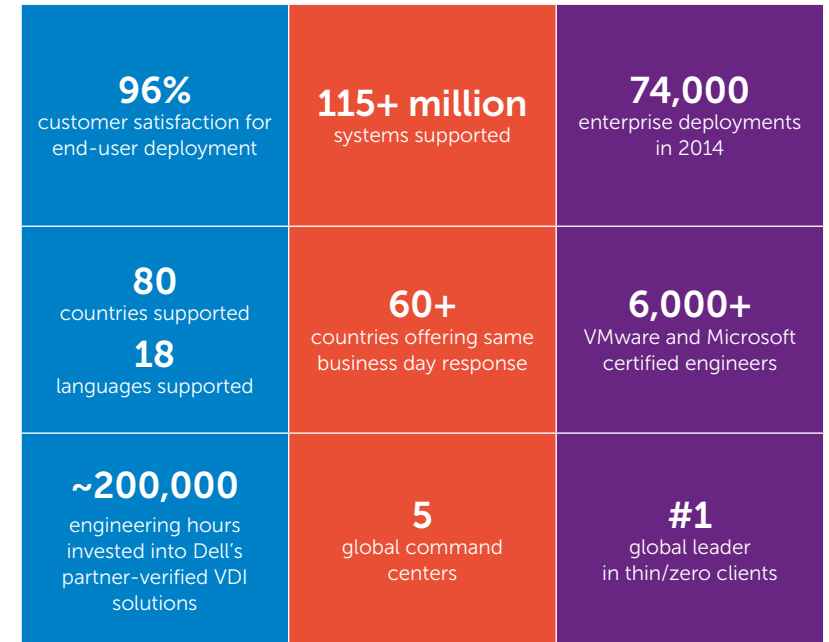- Data Management
- Managed Firewall

Learn more here

Do it Yourself	Build and Transfer	Build and Operate	As-a-Service
• Reference architectures • Advisor Tool	• Wyse Datacenter appliance and solution templates • Managed services • Pilot kit		• Dell Workspace-as-a-Service (WaaS) • DaaS partners • Managed VDI Service

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

96% customer satisfaction for end-user deployment	**115+ million** systems supported	**74,000** enterprise deployments in 2014
80 countries supported **18** languages supported	**60+** countries offering same business day response	**6,000+** VMware and Microsoft certified engineers
~200,000 engineering hours invested into Dell's partner-verified VDI solutions	**5** global command centers	**#1** global leader in thin/zero clients

Learn more here

Use cases

Services

Case studies
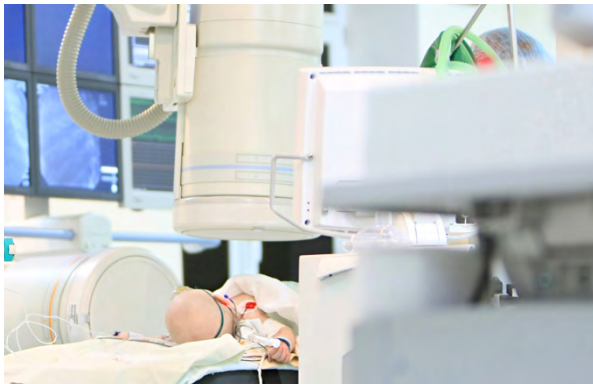
LA Unified School District

Challenge
Limited tech support staff with over 186 schools to support and a large region to cover.

Solution
Wyse Simplified Appliance.

Business Impact
- Deployed a complete lab in a single day
- Introduced remote support for computer labs
- Significantly decreased number of support calls.

Seattle Children's Hospital

Challenge
Improve system responsiveness, simplify management of IT infrastructure and reduce IT costs, without impacting business performance.

Solution
Wyse Datacenter with Citrix XenDesktop and XenApp with Wyse Xenith zero clients.

Business Impact
- Accelerated system connectivity and responsiveness
- Near elimination of desktop technical issues
- $1.2 million of IT staff time saved over a five-year period
- Achieved a three-fold increase in desktop performance and $6 million cost avoidance
- Estimated annual energy savings of $300,000.

Essex Industries

Challenge
Reduce hardware and support costs while enhancing service quality for end users and customers.

Solution
Dell provided an end-to-end infrastructure for the virtualization project, including servers, storage arrays and network switches. It also simplified operation by providing native support for Citrix® XenDesktop™, Essex's chosen desktop virtualization software.

Business Impact
- Data-center hardware costs cut by 90 percent
- Desktop hardware costs reduced by $50,000 a year
- Labor savings of $60,000 a year
- End-to-end support delivered by Dell
- Global desktop access delivered on any device.

Your next steps

Use cases

Next steps in your journey

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 your Dell PartnerDirect partner who'll help you plan, execute and activate your strategy.

Find a partner

Continue

Next steps

For detailed information on Dell Desktop
Virtualization Solutions, please visit
www.dell.com/citrix

For general information on Dell cloud client-computing
and the full end-to-end solution, please visit
www.dell.com/wyse