

# VDI - Optimisation as a Service

Guarantees End User Experience for Remote VDI Deployment

Optimisation is not just a nice to have it is absolutely essential  
and integrates seamlessly into your virtual environment.

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A major limiting factor to delivering Virtual Desktop Infrastructure (VDI) is the ability to offer an acceptable user experience to users deployed across the corporate Wide Area Network (WAN).

Our VDI - Optimisation as a Service (VDI - OaaS) proposition is the first to market service offering that guarantees best possible user experience for delivering a virtualised desktop across the corporate WAN.

Optimisation of the network is increasingly understood to be an absolute pre-requisite to a successful deployment. Arrow ECS is the first VAD with a fully integrated service that resolves this issue.

VDI - OaaS should be an integral part of any remote virtualised desktop deployment across the WAN.

VDI - OaaS is an Arrow ECS service wrapped around a virtualised optimisation application that also has integrated QoS with Layer 7 visibility.

VDI - OaaS guarantees the best possible end user performance and therefore customer acceptance of any VDI remotely deployed solution. The ability of the service technology, to be able to optimise multiple virtual desktop and Citrix protocols, is a pre-requisite of a successful remote deployment.

VDI - OaaS Supports all Remote VDI Deployment Licences and is Vendor Agnostic

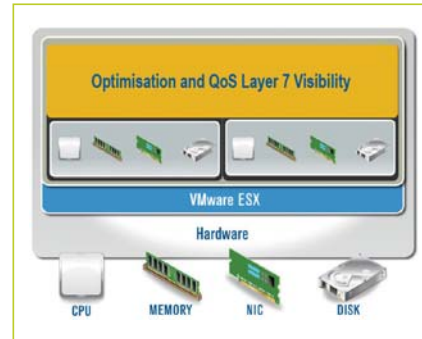


Arrow ECS VDI - OaaS is the next generation in WAN Optimisation providing full optimisation, acceleration and QoS in a software environment. VDI - OaaS can be effectively integrated tightly and seamlessly into virtual server environments to deliver a Virtual Managed Optimisation Service.

## VDI - OaaS includes:

- Virtual application rather than appliance (both data centre and remote)
- Data centre and remote site infrastructure at zero CAP-Ex
- Unique monthly pricing model
- Integrates into VMware, Citrix XenApp and Microsoft HyperV
- Uses VMware toolsets
- Uses VMware provision tools
- HA using VMotion capability provided at no extra cost
- Negates the need to upgrade your WAN
- Fully integrated QoS with Layer 7 visibility
- Fully managed via 24/7 NoC

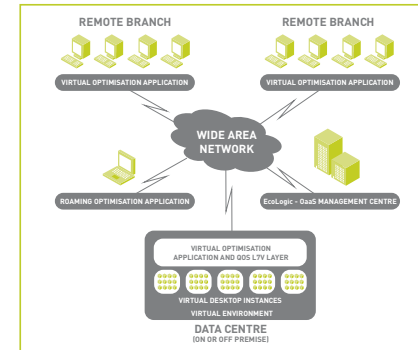
## VMOapp - Optimisation Application for your Virtualised Environment



## Key Features and Benefits of VDI - OaaS

Arrow ECS VDI - OaaS virtual managed optimisation service with integrated QoS with Layer 7 visibility.

- Delivering best possible end user experience
- Resolving performance issues in VDI deployments
- Analysis of business critical applications and their usage
- Pay as you grow costing model
- Analysis of new application infrastructure impact
- Vendor independent
- Zero CAP-Ex model
- Helping achieve business IT budget goals

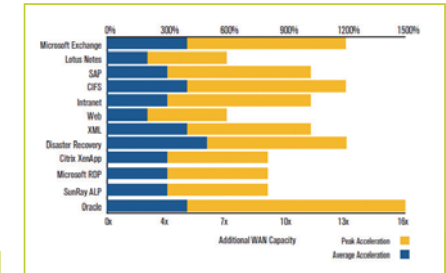


## Measurable Performance Improvements

Arrow ECS and EcoLogic is the first vendor partnership to offer a managed service, successful optimisation and quality of service platform within virtual desktop remote deployment environments.

- Optimisation of all applications traversing the corporate WAN
- Control and management of all applications including voice and video
- Delivering, measurable improvements in application performance and end user experience

## Instant Bandwidth Improvements



These performance improvements have been instantly noticeable by IT teams and end users alike with the following quote from Leaders, the UK's largest independently owned letting agents:

*"The OaaS technology, powered by Expand Networks, has worked wonders for the VDI project and given us a very stable network. Within two minutes of going live, the performance of all applications was significantly quicker, improving our remote users' productivity and customer levels. The Expand technology has given us the ability to deliver VDI with the same bandwidth deployment without increasing costs. As a strong business on the acquisition trail, Expand has helped us to further strengthen our position by reducing the TCO and increasing the ROI on the existing infrastructure."*

## Implementation

The Arrow ECS VDI - OaaS can be integrated into new network deployments or just as effectively, embedded into an existing corporate infrastructure.

The solution integrates transparently without affecting other services such as firewalls or routers and more importantly can be implemented on any network infrastructure from Internet based VPNs to Layer 3 MPLS networks.

Enabling true QoS including Layer 7 visibility in any environment can in itself produce cost savings over circuits where QoS is not available from the ISP. VDI - OaaS delivers this capability.

## About Arrow ECS

Arrow ECS is an information technology distributor specialising in providing end-to-end IT infrastructure solutions including data storage, servers, enterprise software, network security, unified communications and virtualisation. Working with our channel partners, we optimise the efficiency with which organisations can store, manage, protect and deploy their data, equipping them with secure access to business-critical information any time, from any location, on any device.

Our deep technical understanding is reinforced by strong business relationships and continually monitoring rapidly changing IT markets for the latest product advances and emerging technologies. Through close alliances with the world's leading IT vendors, we deliver innovative solutions, complemented by an impressive portfolio of expert professional services and IT training.

With over 25 successful years in the IT industry, we have the skills and experience to support our channel partners from initial consultation, planning and design, through engineering build to implementation. In doing so, we enable our partners to deliver even more value to increase their customers' competitive edge.

Arrow Enterprise Computing Solutions [ECS] is a business segment of Arrow Electronics Inc. More details are available at [www.arrowecs.co.uk](http://www.arrowecs.co.uk)



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