

# VDI - Optimisation as a Service

Guarantees End User Experience for Remote VDI Deployment



**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 VDI 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.

## Quick Pitch

- VDI - OaaS provides a guaranteed end user experience for remote VDI deployments
- The services negate the need for an expensive WAN upgrade and lengthy delays to the remote VDI deployment that delays the realisation of reduced IT spend
- The service optimises all applications traversing the corporate WAN
- VDI - OaaS has an integrated QoS engine providing all application visibility, management and control including voice and video
- VDI - OaaS is a virtual machine optimisation application that tightly and seamlessly integrates with your virtualised environments including Citrix, VMware, Microsoft and SUN ALP
- VDI - OaaS is offered on a monthly payment OP-Ex model

### Ask your Customer

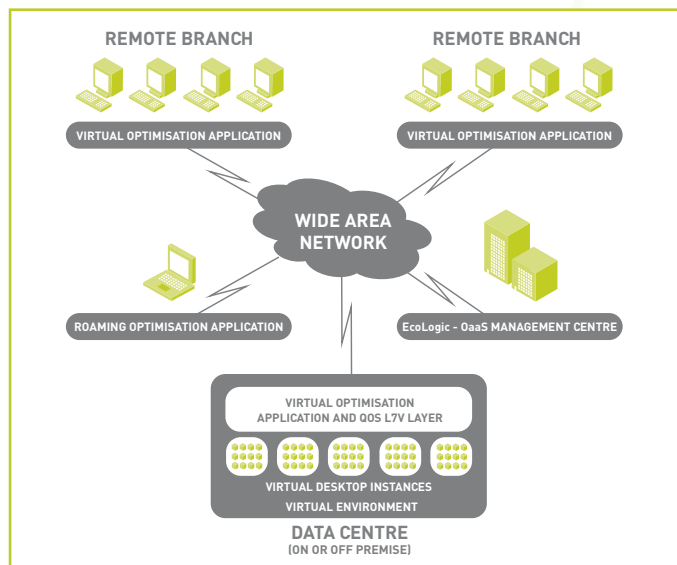
- Are you aware that there are serious challenges to remote virtualised desktop deployment?
- Did you know that virtualised desktop protocols are extremely bandwidth hungry?
- Do you plan to run a mix of applications across the corporate WAN for example VDI, voice and video?
- Is remote virtualised desktop end user experience of concern?
- Do you suffer lack of visibility of all applications and their bandwidth usage?
- Can you prioritise your business critical applications to achieve consistent performance?
- Is high availability of your remote user estate essential?
- Is a no CAP-Ex payment option of interest to you?

### Tell your Customer

- VDI - OaaS negates all performance issues
- VDI - OaaS delivers multiples of additional bandwidth
- The ability to control and manage all applications is the foundation of VDI - OaaS
- VDI - OaaS delivers the best possible end user experience
- All application bandwidth reporting is an integral element of the service
- VDI - OaaS provides a prioritisation platform for all applications
- High availability is a VDI - OaaS standard feature at no additional charge
- VDI - OaaS is offered as a monthly payment OP-Ex model

Customer Issues	Impact on their Business	Benefits of VDI - OaaS
<ul style="list-style-type: none"> <li>Remote virtualised desktop performance</li> </ul>	<ul style="list-style-type: none"> <li>Reduced staff productivity and loss of confidence in the virtualised desktop system</li> </ul>	<ul style="list-style-type: none"> <li>Significantly improving performance and user acceptance</li> </ul>
<ul style="list-style-type: none"> <li>Increased bandwidth demands causing bottlenecks on the WAN</li> </ul>	<ul style="list-style-type: none"> <li>Costly WAN upgrade taking many months</li> </ul>	<ul style="list-style-type: none"> <li>Instant bandwidth improvement delivering the ability to support 10 x more users</li> </ul>
<ul style="list-style-type: none"> <li>Cost of managing the IT infrastructure</li> </ul>	<ul style="list-style-type: none"> <li>Pressure on IT budgets</li> </ul>	<ul style="list-style-type: none"> <li>Enables reduced IT budget targets to be achieved</li> </ul>
<ul style="list-style-type: none"> <li>Application performance</li> </ul>	<ul style="list-style-type: none"> <li>Business critical applications under performing resulting in poor staff productivity and lack of confidence in the system</li> </ul>	<ul style="list-style-type: none"> <li>Delivers a full suite of business critical application policies ensuring consistent and end user acceptable performance</li> </ul>
<ul style="list-style-type: none"> <li>Consistent and acceptable performance of all IT services for example voice and video integrating with business critical applications</li> </ul>	<ul style="list-style-type: none"> <li>Inconsistent service to all users</li> </ul>	<ul style="list-style-type: none"> <li>Optimises all applications including video and manages voice quality and availability</li> </ul>
<ul style="list-style-type: none"> <li>Unaware of the current WAN bandwidth utilisation by application</li> </ul>	<ul style="list-style-type: none"> <li>Unaware of any spare capacity available for virtual desktop migration or delivering a new application</li> </ul>	<ul style="list-style-type: none"> <li>The service implementation includes a corporate WAN base line analysis</li> </ul>
<ul style="list-style-type: none"> <li>What impact will the introduction of a new application have on existing services?</li> </ul>	<ul style="list-style-type: none"> <li>Introducing an unknown that could impact on staff performance, productivity and confidence in the system</li> </ul>	<ul style="list-style-type: none"> <li>The service includes a new application impact analysis providing visibility of any problems before they become potential service issues</li> </ul>

## Spot the Sales Opportunity



- Delivers the best possible and consistent remote virtual desktop end user experience
- Supports 10 x more users on the same bandwidth from the branch to the data centre using patented compression techniques
- Prioritises business critical applications using Layer-7 QoS
- Mitigates latency and accelerate file downloads, presentations and print tasks using TCP acceleration, tightly integrated with compression and QoS
- Seamless integration into the network and VDI in the data centre
- Login and configuration tasks have faster response times
- Provides application visibility and monitoring capabilities for management of the total corporate WAN infrastructure

## Who will benefit from VDI – Optimisation as a Service?

- Any organisation implementing VDI that is delivered across a WAN
- Any project supporting multiple applications across the corporate WAN
- Organisations wishing to achieve their targeted reduction in costs by deploying remote virtualised desktops
- VDI projects that require support for legacy applications (WAFS/CIFS). VDI - OaaS provides an all encompassing optimisation capability that includes remote virtual DNS, DHCP and print server
- IT departments that would like visibility, control and management of all applications across the corporate WAN
- Organisations wishing to protect their investment in their already virtualised, centralised server platform i.e. VMware, Citrix, Microsoft and SUN ALP
- Any organisation wanting the ability to dynamically adjust their Quality of Service platform in line with business critical application introduction and changes
- Organisations seeking a zero CAP-Ex deployment via VDI – OaaS monthly payment model

## Our VDI team is waiting to help:

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