

What are you really trying to deliver when you choose VDI?

Renewed interest in Virtualized Desktop Infrastructure (VDI) comes largely from the need to solve needs around mobility and BYOD. Even as traditional VDI vendors bring their own solutions to market, is it time to consider smarter alternatives? By focusing on where VDI excels, where it falls short, and where web and cloud services make more sense, we can take a smarter approach to these difficult decisions.

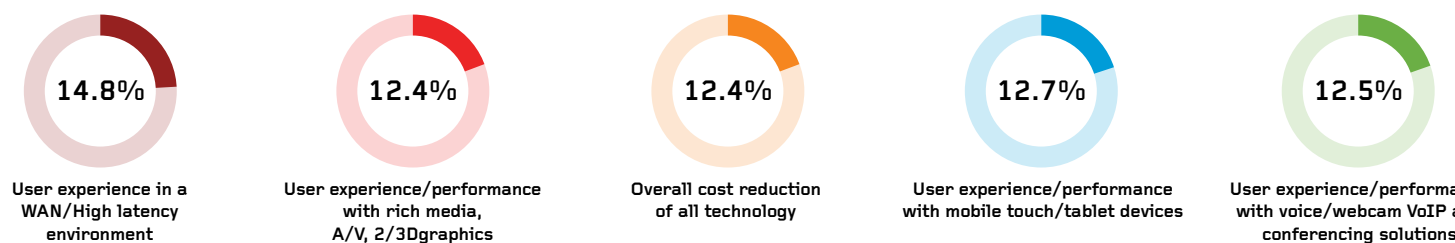
The initial promise of VDI looked to extend the gains of server virtualization to the desktop. Early results were mixed: big efficiencies were gained, but expected cost savings failed to materialize. VDI continued to play an important role in niche applications: reduced user bases, user bases with limited file and application needs, and limited mobility requirements.

THE PROMISE	THE REALITY
<p>Agencies choose VDI for many reasons.</p> <p>Cost Savings</p> <ul style="list-style-type: none">• By spending less on hardware and devices, VDI preserves IT dollars for investment elsewhere. <p>Productivity/Manageability</p> <ul style="list-style-type: none">• Users get a PC precisely right-sized for their needs, IT streamlines user and image management, and everybody gets more capability for less money. <p>Security</p> <ul style="list-style-type: none">• With a user's "hard drive" safe in a data center, keeping critical information protected is easier. <p>BYOD/Mobility (New Priority)</p> <ul style="list-style-type: none">• Applications and data can also be securely served to user devices regardless of location.• Disaster recovery is quicker and easier, fostering better continuity of business when unforeseen events arise.	<p>Initial VDI deployment successful within limits.</p> <p>Attempts to expand VDI infrastructure by scaling (# of seats) or extending (# of functions) run into challenges:</p> <ul style="list-style-type: none">• Technical constraints, such as cooling and powering requirements or performance demands• Physical constraints, such as lack of space or too much weight• Governance challenges and politics• Budgetary issues, such as cost overruns or capex increases• Lower user satisfaction• Complexity posed by BYOD and mobility needs• Power requirements

WHERE IT WORKS: IDEAL VDI	WHERE IT BREAKS: REAL VDI
<p>There's no doubt that some VDI deployments successfully deliver on an organization's need for lower capex, streamlined centralized provision and delivery of application and data, and increased security and efficiency without impacting agency readiness or productivity.</p> <p>VDI excels where:</p> <ul style="list-style-type: none">• Business and technology needs are carefully understood and expectations are properly set.• Users require access to a consistent and limited set of applications.• Users are geographically centralized- distance matters.• Storage and IOPS are sufficient.	<p>Implementing VDI in the real world means careful planning and smart decisions in planning and implementation.</p> <ul style="list-style-type: none">• Lack of alignment creates budget and governance issues. Expectations must be set on what VDI will cost and deliver.• User needs must be carefully understood. Specialized/power users and functions must be accounted for – and image management and performance may take a hit. Each new image required reduces VDI's cost savings and efficiency.• Virtualization of remote offices can drag down overall performance – centralized storage doesn't travel well.• Insufficient infrastructure and storage will doom productivity and performance – everything from boot storms to I/O bottlenecks.

IS VDI READY FOR NEW CHALLENGES?

When asked to identify VDI shortcomings that must be addressed in order to, take it to the "next level," users were consistent in their complaints. Four out of five complaints centered around better user experience especially for mobility, rich media, and touch. Cost also continues to be an issue.



Understanding Lenovo Solutions

VDI Decisions. **Lenovo Solutions.**

When considering your VDI options, your choice in client will impact everything from cost to mission readiness and user satisfaction. Client efficiency is gained through dropping many of the features users expect from traditional PCs to focus on connecting the user to a VDI infrastructure optimized for the client and its applications. This makes VDI infrastructure ideal for supporting client needs – but those don't always align with operational or IT priorities.

No matter where your VDI decisions take you, Lenovo has the products, solutions, and partnerships to help you build a computing platform ready for the challenges of virtualization, mobility, and smarter IT spending.

THICK PC CLIENTS

While thick clients can cut into VDI savings, they also deliver additional capabilities to users.

- More capable
- Upgrade ready
- More expensive

The Lenovo® ThinkCentre® M93p Tiny is the ideal virtualization-ready desktop PC, delivering manageable efficient client performance with the robust feature set required by important power users. Take advantage of Intel® vPro™ for added remote manageability and security.

THIN CLIENTS

Thin clients lack the extra power needed for compute-intensive tasks, video collaboration, and other functions.

- More efficient
- Easy to deploy and manage
- Complex environment setup
- Application incompatibility

The ThinkCentre M32 Thin Client brings legendary Lenovo reliability and groundbreaking efficiency with an Intel® Ultra-Low Voltage Celeron® processor. Get superior manageability through your choice of Windows® or Lenovo® Terminal OS (Linux).

ZERO CLIENTS

Unlike thin clients, which run a basic OS, zero clients rely on lighter protocols – sometimes nothing more than a video codec.

- Ultraefficient
- Cheaper
- Limited interoperability
- No upgrade path

Lenovo is proud to offer the groundbreaking Ceptor, an HDMI adapter that converts any display into a full-featured, ultraefficient desktop endpoint.

BYOC

The thinnest client of all is the web browser, and that's one reason the majority of application development will soon be done in HTML5. The browser provides a richer device-neutral user experience without compromising security.

- Cloud-based apps and services
- Intuitive and consistent experience
- Robust security and policy support
- Easy integration into existing tools

webNetwork by Stoneware gives you a unified cloud platform that connects users to the files and applications they need with maximum cloud efficiency and all the security of your own data center.

Explore **New Cloud Possibilities**

Ultimately, the lightest client of all is the web browser, completely purpose-built to connect users to a diverse world of data and applications with an intuitive interface and very efficient HTML architecture. As cloud computing slowly transforms IT, the browser is the key to usability, management, and security.

webNetwork from Stoneware gives you no-compromise cloud possibilities that do not sacrifice the security, governance, and manageability your critical data and systems require. It's the power of the cloud made as secure as your own data center, with simple integration into existing cloud investments and infrastructure.

Stoneware webNetwork
POWERED BY
Lenovo® ThinkServer®



VALUE-FOCUSED EFFICIENCY
webNetwork can power BYOD and mobility solutions at 50% the cost of traditional VDI.



SECURE PRODUCTIVITY
webNetwork is as safe as your data center: extend secure, manageable access to new users and devices – no VPN required.



EASY INTEGRATION
webNetwork easily integrates with existing cloud and VDI investments, improving manageability and user experience.



SUPERB USER EXPERIENCE
webNetwork uses endpoint intelligence to optimize how applications and files are shared across diverse networks and devices.

Lenovo hardware extends your environment performance – virtualized or not. We believe the web and cloud are the future of computing and we are working to combine webNetwork cloud intelligence with Lenovo device capability for transformational new better together possibilities.

CONTACT A SALES REPRESENTATIVE

Visit: www.lenovo.com/slg



lenovo FOR
THOSE
WHO DO.