



Client Computing: Safe Landing In the Cloud

Application & Desktop Virtualization:
Augment Agility and Performance, Slash Down Costs

Adapting to a new reality

Despite rumors to the contrary, virtualization is not just for the datacenter. From the most complex workstation applications to the simplest DLLs, virtualization is leaving an indelible mark on client computing.

The idea behind application virtualization is to eliminate many of the support-draining configuration problems that plague conventional desktop implementations. These products virtualize the interaction between a given program and supporting OS resources. All these products isolate applications from the OS image, and the approaches are quite varied.

Desktop delivery is also becoming a de facto for contemporary clients. The breadth of desktop virtualization tools and technologies available for IT pros to deploy allow for a wide array of ways in which to deliver a new desktop experience to users. And yet, for many users, anytime/anywhere access wasn't enough; **they also now require access to their desktops and applications from any device**. Additionally if we combine this with the number of ways to deliver and the plethora of cranky applications, we come up with an even greater challenge.

However, the reality of all of these issues that you need to address is that you need to keep the end user front of mind as it is the end user experience which will ultimately determine the success of your desktop strategy.

Against this backdrop, the old IT challenges of reducing costs, securing data and delivering services to the business, remain constant. **Application and Desktop virtualization and delivery to any device is one area that you may be investigating to help address these issues...** Let's explore how.

According to **Forrester Research** Q3 2012 study: *"Interest in desktop virtualization and application virtualization technologies was high at 53% of respondents when study asked about using those technologies to support mobile workers."*

Uni Systems approach to a successful client virtualization solution

It's no secret that in the early days of desktop virtualization, there were some poor experiences amongst organizations that rushed down this path. **These days**, we understand that **thorough planning and design is an imperative**. That said, with a structured approach, there is no reason why the appropriate **desktop virtualization solution** cannot **provide an equivalent or better user experience than a traditional desktop model** for most uses cases within your organization.

Understanding exactly where and how a desktop virtualization solution will bring value, is also critical. Oftentimes, the optimal solution will be a hybrid one (encompassing various flavors of Desktop Virtualization while successfully injecting Virtualized Applications), and embracing desktop virtualization doesn't necessarily mean jettisoning the traditional desktop model altogether.

Uni Systems, as one of the most experienced and reliable systems integrators of the CEE region, having unique experience in the deployment of desktop and application virtualization projects, emphasizes that their seamless implementation can **transform your entire IT ecosystem**. This IT ecosystem comprises of diversified components that each and everyone have to be taken into serious consideration when designing, implementing and managing the workforce perimeter also identified as the Client Ecosystem. Our services range from planning and building your environment – to ensure successful project delivery, to support and ongoing management - to help drive down costs and increase productivity.

Best of breed technologies of leading international vendors, such as Citrix, a competent team of experts -the largest in the region - and significant experience in the infrastructure layers including networking, data center, security and applications, deliver a complete Virtual Desktop solution that meets the business objectives of Uni Systems customers.

Solution how-tos, a peek under the hood

Market drivers demand enterprise mobility and business flexibility, improved manageability and less complexity in a secure environment. IT organizations must consider the consumerization of the workplace, the cost of 3-5 year PC refresh cycles, software upgrades and on-going support; while dealing with ever-shrinking budgets, changing priorities and insufficient personnel skill sets.

Uni Systems goes **beyond the concept of doing more with less**. Virtual desktops eliminate most PC issues by centralizing management, allowing secure anytime, anywhere, any device access, and as a result, enabling business agility.

Our solution can help you take the most direct, cost effective route to the desktop virtualization solution you need. Our Next Generation Desktop Solutions cater for a hybrid environment that consists of any combination of applications, traditional and virtualized desktops and computing end-points. It assembles the various desktop components - operating system, applications, user data, and settings - in the right combination to produce an accessible desktop that meets business needs.

Uni Systems Desktop and Application virtualization solution as defined by Citrix XenApp and XenDesktop products offers an Integrated System that is centralized, manageable, flexible, and secure, tailored for any business, any work style, any device, anywhere, anytime and without any limits.

Some of the most critical benefits of deploying the aforementioned solution include:

- Offer to users any type of virtual desktop
- Provide individual web and SaaS applications, or full virtual desktops, to any device, anytime, anywhere
- Outstanding performance and user experience
- Fast and flexible application migration
- Simplified application management
- Increasing session performance with NetScaler built-for-purpose hardware appliance



Uni Systems Success Stories

Top Telecom Organization - 5,000 + users

Problem

- Legacy desktop replacement
- Reduce cost and simplify technology support
- Cross region application and desktop provisioning
- Multiple variable services
- Better support for outsourced sales teams
- Delayed deployment of new services with compliance issues
- Transpose Disaster recovery site from cost passive center to productivity

Answer

- Deploy complete Citrix Solution
- Provide instant fast and secure access to critical application and information
- Provisioning independent of users geography
- Deploy non-siloed streamed apps
- Deploy application offline access
- Centralize application delivery and secure application access with netscalers
- Global Load Balancing of Production and Disaster Recovery sites with netscalers

Top Financial Institution - 6,000 + users

Problem

- Reduce the burden of administering and upgrading 3000 users distributed among HQ and over 100 branches
- In-depth insight of the infrastructure to ensure high service level delivery
- Cut-down branch power and cooling expenses
- Secure way of collaborating with external users and auditing these interactions to be regulation compliant
- Simplify help desk support of end users

Answer

- Deploy Citrix XenDesktop platinum
- Virtualize Sessions, Applications and Desktops selectively based on roles and user needs
- Deploy policy based control and session recording
- Deploy Session Shadowing

The Total Economic Impact Of Application and Desktop Virtualization

On premise

There is little argument that virtualization can help an organization be more resilient, agile and support more growth. Over the last couple of years, almost every IT department has worked with or at least tried some type of virtualization technology. Whether this is server, application or ultimately desktop virtualization - each platform has great benefits and very strict considerations. A series of in-depth interviews with existing virtualized customers, in financial services, as well as in education, and in healthcare, revealed that these organizations reduced their desktop acquisition costs, ongoing IT management and operational costs, and future IT headcount growth costs.

The core of the conversation revolves around the deployment of the right systems, with the right amount of planning, for an environment with a solid use-case. The Total Economic Impact Of Application and Desktop Virtualization takes a look at how the implementation of Uni Systems solution with Citrix can have direct operations as well as cost saving possibilities.

Deploy Application & Desktop Virtualization in the Uni|Cloud

Uni Systems can deploy Desktop Virtualization as a Service (DaaS) in the cloud with the low-cost, highly automated options of Uni Systems Uni|Cloud & Microsoft Windows Azure. Uni Systems DaaS supports App & Desktop virtualization on both cloud platforms; customers and service providers bring their new or existing annual, perpetual, or monthly subscription licenses.

Benefits of DaaS

Customers choosing to use the public cloud as a App & Desktop deployment platform can benefit from a number of advantages, including:

- Lower capital costs.
- Decreased set-up and configuration time.
- Decreased sizing and capacity risk.
- Faster time-to-market.

Deploying on Microsoft Windows® Azure

Delivering cloud hosted desktops from Microsoft Azure gives Uni Systems enterprise customers and service providers alike the benefit of deploying in a cloud familiar to Windows administrators and optimized for Windows workloads. By leveraging Uni Systems common Citrix and Microsoft architecture, service providers can rapidly create high-quality multi-tenant hosted desktop services based in Azure.

Why Uni Systems

Uni Systems is a systems integrator that knows how to simplify the IT environment and can combine technologies from leading vendors to deliver a comprehensive endpoint environment that addresses its customers' needs.

Uni Systems' significant experience is measurable:

- More than 1,000 customers and an established user base of over 60,000 virtualized endpoints.
- More than 10 customers with over 2,000 users.
- Largest team of experts.

