

## Eurotech uniquely delivers a risk-free, OpEx-based model to implement a VDI solution

Virtual Desktop Infrastructure (VDI) offers businesses a new means of solving current desktop management challenges: Securing user data; enabling BYOD; delivering greater workforce flexibility; reducing the burden of desktop management and ultimately saving the business money by reducing the spend on under-utilized desktops and laptops. However, the harsh reality is that up to 70% of VDI projects fail: costs end up higher than the projected savings; incorrect infrastructure choice results in a poor user experience and insufficient in-house VDI management skills.

Eurotech has developed “VDI-Express” to virtually eliminate the risk inherent in VDI projects and to help your business realize the full benefits and potential of such a solution. We’ve combined our years of experience in managed service delivery, enterprise storage and IT solution implementation to deliver a VDI appliance that not only takes less than 60 minutes to deploy but also guarantees the performance of your virtual desktop environment. No CAPEX investment is needed—VDI-Express is a true OPEX-based £/desktop/month model that is delivered on-premise so your IT department retains full management control. It can be scaled seamlessly as needed to meet changing business requirements.

## Scope of the VDI-Express Solution

The Eurotech VDI-Express solution is delivered to you on-premises as a pre-configured datacentre appliance, ready to run your virtual desktops. It can be purchased in two configurations to provide maximum flexibility:

**Infrastructure-only**—delivers a VDI platform built on the Nutanix hyper-converged Virtual Compute Platform. The Client is responsible for deploying the VDI software infrastructure (this could be VMware View or Citrix XenDesktop)

**Complete VDI**— delivers a fully pre-packaged VDI solution preloaded with Citrix XenDesktop, fully integrated with the Nutanix Acropolis hypervisor. All of the Citrix Machine Creation Services (MCS) infrastructure is pre-deployed, ready for integration with existing network environments.

VDI-Express is ideally suited to pilot projects, but can scale rapidly and linearly to accommodate larger deployments of thousands of users. VDI-Express does not include the Windows licenses for the VDI environment. This is due to the fact that most clients already have a Windows licensing agreement in place with Microsoft. For example, Clients that have purchased Windows desktop licenses with Software Assurance do not need to pay any additional Windows licensing fees to make use of VDI-Express.



VDI / End User Computing

## Solution Benefits

Business Benefits	Technical Benefits
<b>Pure OPEX model</b> — Purchase VDI on a monthly OPEX basis—no CAPEX investment required! Reduced power/cooling costs compared to traditional VDI solutions by 50% or more.	<b>Simplify datacentre architectures</b> — Appliance-based ‘building block’ approach eliminates the complexities inherent in a legacy infrastructure and offers a single-pane-of-glass management interface.
<b>Pay-as-you-grow economics</b> — Adding resources as you need them to match business demands.	<b>Deliver maximum performance</b> — Server flash optimizes response times for high-IO workloads like VDI, to ensure a consistent user experience.
<b>Reduces cost &amp; risk of IT experimentation</b> — Virtually eliminates the risk of VDI project failure by standardising on the world’s premier VDI infrastructure and incorporating industry best practices.	<b>Efficiently scale in the datacentre</b> — Expand resources, one node at a time, to eliminate overprovisioning. Independently scale server and storage resources, to match workload demands.
<b>Flexibility</b> —Don’t tie the business into a large infrastructure investment that may not suit the changing business needs in the future.	<b>Control</b> —On-premise solution means corporate IT retains full administrative control of the infrastructure.

For more information and specific pricing, please contact a Eurotech sales representative at [sales@eurotech-computers.com](mailto:sales@eurotech-computers.com)