MANAGED VDI:
A VIRTUAL DESKTOP PARTNER SELECTION GUIDE

Discover the two competing views on managing VDI and how each impacts your ability to do business.

Contents

SUMMARY

Delays and Demands on VDI Environments

Most companies aren't leveraging the transformative power of technology because they perceive it to be too costly, complex, or they have yet to find the right partner.

We encounter a wide variety of issues when solving our clients' VDI headaches. As a result, we've mastered a wide range of VDI tools & techniques, and we've identified the best approaches to deliver error-free VDI environments.

whitehat
VIRTUAL TECHNOLOGIES

Summary

| CONSULTATIVE VIEW | OPERATIONAL VIEW |

The "Consultative View" partner is incentivized to focus on short-term fixes and wins. Frequently reactive to immediate VDI environment issues or related to new builds, this approach is prone to be sales-driven. It can require frequent capital investments, with improvements coming in response to emergencies as much as planned engagements.

The "Operational View" partner looks beyond surviving a warranty period and analyzes the long-term effects on the business. Examples of analysis questions:

- What complexity does the new technology add to the environment in terms of reliability and ongoing support?
- What has been the positive/ negative impact in other environments?
- What impact will this technology have on end-users?
- Will supporting this new application risk slowing down important company initiatives?

The Entire White Paper

Discover the full potential of
MANAGED VDI PARTNER
with a full copy of the white paper.

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