

## Cloud client computing infrastructure:

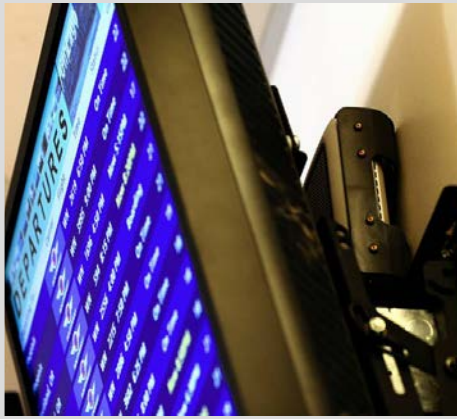
The first virtual desktop infrastructure aligned to your software strategy



# Solving real-world challenges



**Increasing student access while limiting costs**



**Optimizing flight information while reducing costs**

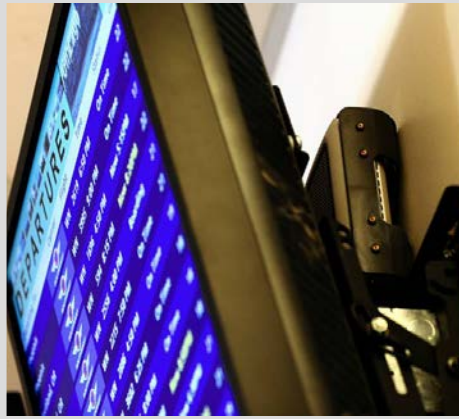


**Remaining operational after a disaster**



**Complying with federal regulations**

# Real results with Dell Cloud Client Computing



**75%** IT resources redirected to more strategic tasks including expanding desktop coverage

**\$100M** savings by system standardization

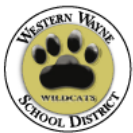
**Reduction** of energy and maintenance cost

**200** hours if IT staff saved

**100%** readiness in case of disaster

**\$1M** IT savings in a secure environment

**Increased** anytime access to patient data and enhanced records security





# Customer Success: Dell and NVIDIA GRID Technology

Roger Williams University (Bristol, RI)



## Challenges

- Effectively provide access to the graphics-rich applications that its students require
- Eliminate cumbersome desktops from the architecture lab, thus freeing up more space for classrooms

## Solution

- Custom VDI system dubbed "rCloud" featuring Dell Equallogic storage, Dell PowerConnect™ switching, and Dell PowerEdge servers running a total of twelve NVIDIA GRID K2 boards through Citrix XenServer

## Results

- RWU is in the process of rolling out rCloud to other departments as well, starting with engineering, with the ultimate goal of making it accessible to all students
- Right now 1,000 RWU students (about a quarter of the student body) have access to rCloud, with varying levels of graphics power allotted based on their area of study

"Students can truly use any application, anywhere—giving each student the flexibility to work outside of a computer lab or library, no matter what they're working on. We are so excited to bring this cutting edge technology to students."

*- James Galib, IT Director*



# What can desktop virtualization do for **you**?

## Centralizing desktops in the data center

### Empower the workforce

Enable BYOD, improve user experience and manage any device

### Optimize IT resources

Reduce IT resources, scale and speed deployments

### Improve security

Control data, apply policies, comply with regulations and monitor risk

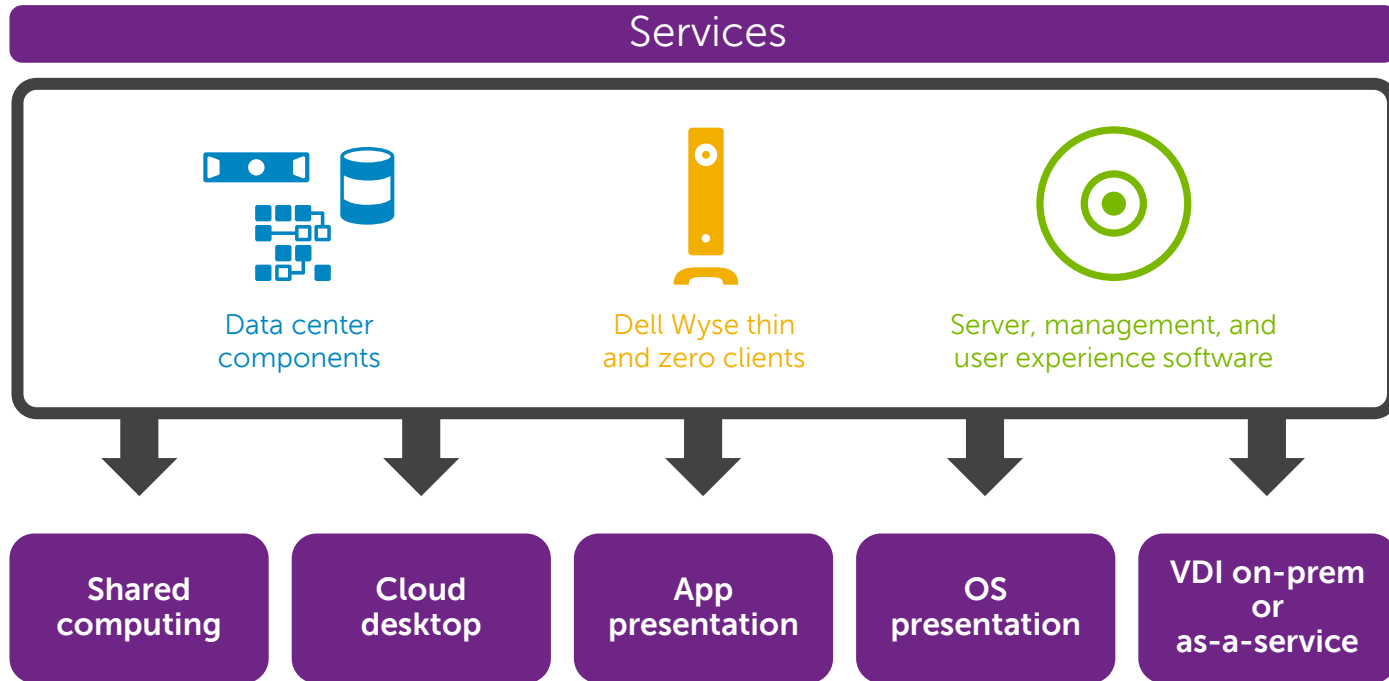
### Manage costs

Monitor and optimize total cost of ownership




# What is Dell cloud client computing?





A true solution: Data center, cloud clients, software and services



# Aligning to your software strategy

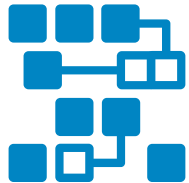
Delivering innovation and experience no matter your software choice



Choice of software	Solution innovation	Customer experience
 	<b>Agile</b> Open & heterogeneous architecture, built for now & in the future with optimized components	<b>#1</b> In customer satisfaction for IT Service & Support (TBR)
	<b>Efficient</b> Reference architectures & automated deployment templates maximize efficiency	<b>100K+</b> Hours of engineering effort ensure optimal quality of solutions
	<b>High Quality</b> Pre-packaged end-to-end solutions & services paired with unified support ensures high quality IT services	<b>400+</b> Dedicated CCC sales specialist professionals active globally building and sharing expertise

# Desktop virtualization portfolio

Solutions that scale with your needs



## Wyse Data Center Components

Wyse 10 seat



Wyse Appliance



Wyse Datacenter VRTX



Wyse Datacenter



Rapid  
deployment

Maximum  
flexibility





# Dell Wyse cloud clients

## Most secure

Virus-immune  
Dell Wyse ThinOS

- Zero attack surface
- Ultra-secure Windows Embedded Standard and Linux thin clients



**Reduce risk**

## Easiest to manage

Automatic and cloud-based  
endpoint management

- Self-managed clients
- Cloud Client Manager cloud-based fixed/mobile device management



**Empower IT,  
embrace  
BYOD**

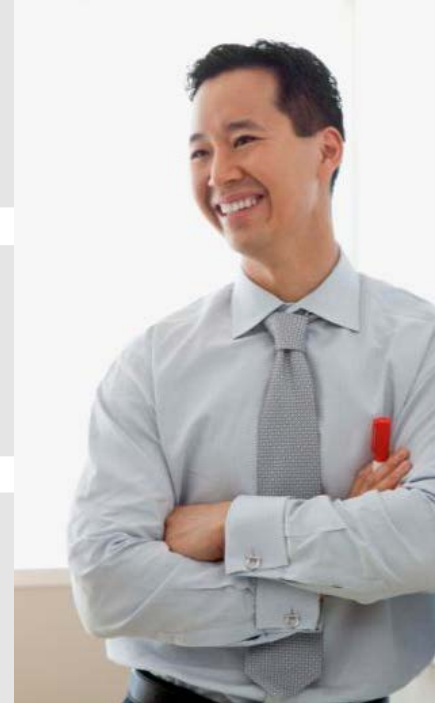
## Price/performance

Broadest portfolio of  
endpoints and software

- Endpoints designed for Citrix, Microsoft and VMware
- Dell award winning Monitor and print solutions













**Price per  
performance  
for any  
budget**



\*220+ patents; global thin client leader, units and revenue, per IDC for calendar 2012

# Dell Wyse cloud client portfolio

Broad selection to meet any worker type/application mix/performance/budget

	Zero Client	Thin Client	Mobile Thin Client	Cloud Desktop
Powerful	 P25/P45    Xenith Pro 2	 Z class	 14" X class	 X and Z class
Mainstream	 Xenith 2	 D class	 11.6" Xc class	 D class
Value	 E class (for WMS)	 T class	 Cloud Connect	

Performance ↑

Mainstream

Value

Flexibility →



# New FY15 Thin Clients



## 3012-T10D

**March 2014**

- Dual core ARM Cortex A9
- Under 9W of power
- Wyse ThinOS operating system
- Managed through WDM, CCM & INI Files
- Wired and Wireless connectivity
- 4x USB 2.0 ports
- HDX, HDX 3D/Pro, RemoteFX, VMware, vWorkspace certified.

**\$350**

## Cloud Connect

**Released**

- Dual core ARM Cortex A9
- Under 2.5 W of power
- Android Jelly bean OS
- Managed through CCM
- Wireless connectivity
- Citrix Ready, Google Play certified
- HDMI/MHL Connectivity

**\$140**

## 5000 series AIO

**June 2014**

- Dual core x86 AMD processor
- 21.5" All-in-one thin client
- Wyse ThinOS operating system
- Managed through WDM, CCM & INI Files
- Wired and Wireless connectivity
- HDX & RemoteFX certified at launch
- 4x USB 2.0 ports
- PCoIP support at Vmworld (Aug)

**\$650**

## 3000 series

**August 2014**

- Dual core x86 Intel baytrail processor
- Under 10W of power
- WES operating system at launch
- Managed through WDM & WCM
- Wired and Wireless connectivity
- 3x USB 2.0 and 1x USB 3.0
- Supports HDX, RemoteFX & PCoIP protocols

**\$450**

## 7000 series

**July 2014**

- Quad core x86 AMD processor
- Supports 4x Video interfaces
- WES operating system at launch
- Managed through WDM & CCM
- Wired and Wireless connectivity
- 4x USB 2.0, 2x USB 3.0, Serial ports
- Supports HDX, RemoteFX & PCoIP protocols

**\$750**

# Lessons learned: Defining the right compute model for the right use case

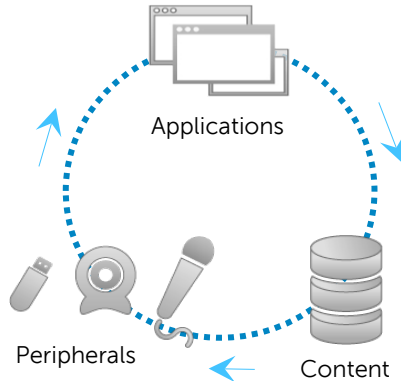
1

Define users based on function



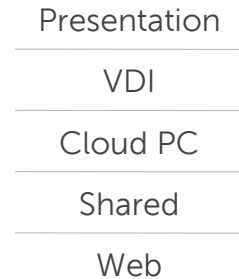
2

Create user profiles based on user type



3

Identify app delivery model based on user profile



# Lessons learned: Defining the requirements

4

Is there a preferred software partner?

vmware

CITRIX

Microsoft



5

Understand policies & business requirements



HIPAA



PCI



Data storage



6

Requirements for Proof of Concept

Trial/testing

Online demos

Dell Solutions Center





# Next steps

Today - meet with Dell cloud client subject matter experts in the expo

Learn more by attending future events and workshops. Search [www.dell.com/events](http://www.dell.com/events) for upcoming events in your area.

Schedule a post-event Whiteboard Session to address your specific requirements. Contact your account team for details.

Discover how Dell Solution Centers can help your business. Discover more: [www.dell.com/solutioncenters.com](http://www.dell.com/solutioncenters.com)

Visit: [www.Dell.com/cloudclient](http://www.Dell.com/cloudclient)



## Oxford University Hospitals (OUH) National Health Service (NHS) Trust

Provides IT services to a number of NHS trusts.  
Delivers mobile computing for up to 7,000  
users within the OUH.

### Challenge/Need

- Desktop virtualization management for mobile computing

### Results

- Improved the speed and security of access to clinical data
- Generated savings of \$150,000 and lowered TCO by extending the life of existing PCs
- Delivered support and maintenance time savings of 67%

*"Medical staff can access vital patient information more quickly and securely, at any of the numerous workstations on each ward...vWorkspace has enabled us to deliver secure mobile computing within budget."*

- Lee Massie, Server Team Manager, OHIS and OUH

