Workspot

Desktop Cloud

Get Windows 10 Desktops on Microsoft Azure in A Day

> "By 2019, 50% of new VDI users will be deployed on DaaS platforms."
> -Gartner

OVERVIEW

The Cloud is Key to Virtual Desktop Benefits

In 2017, Gartner noted "complexity and upfront capital investment have been inhibitors to VDI adoption and DaaS (Desktop as a Service) provides a virtualized workspace, delivered on demand from the cloud via a utility or operating expenditure (OpEx) model", and that "by 2019, 50% of new virtual desktop infrastructure (VDI) users will be deployed on DaaS platforms."[1] We are seeing this prediction play out as organizations of all sizes realize the value of transitioning to a more flexible, scalable desktop and app delivery solution that features a predictable OpEx model.

The ease with which virtual desktops and apps are deployed in the public cloud stands in stark contrast to complex, expensive legacy VDI solutions that take months to deploy and cost hundreds of thousands of dollars in CapEx and ongoing OpEx. For customers to realize the promised benefits of VDI, a dramatically simplified solution is needed.

In response, Workspot has completely re-imagined how virtual desktops are deployed and managed. With Workspot's turnkey, cloud-native, virtual desktop service, organizations of all sizes can deploy Windows 10 virtual desktops on Microsoft Azure in as little as 60 minutes - not weeks or months - while drastically reducing CapEx and OpEx and enjoying superior performance and flexibility. It's the simplest and fastest path to adopting VDI.

What's Wrong with VDI Today?

Legacy VDI solutions are complex and expensive. In order to deploy VDI for their end users, IT teams undertake a months-long (and sometimes years-long!) project that includes:

- Hiring consultants to design the deployment architecture
- Conducting a proof of concept to determine the solutions of choice
- Purchasing software, servers, and storage necessary to run the virtual desktops
- Hiring consultants to implement the solution
- Running user pilots and refining the deployment

And finally, once the VDI deployment is in production, IT is saddled with the ongoing challenges and growing operational expense of running a mission-critical service for the business, while having to continuously apply patches, perform upgrades, and troubleshoot hardware and software failures.

1. Gartner, Market Trends: VDI Demand Is Growing, but Not Everyone Will Be Successful. Published 12 April 2017.

In response to customer demand to simplify VDI deployments, many service providers offer hosted solutions –using legacy desktop virtualization solutions -- in their data center. Oftentimes, these desktops are limited to sessions on a Windows Server rather than a real Windows 10 desktop; although these hosted desktops can satisfy a limited set of use cases, in practice they are fraught with downstream problems for customers.

One of the biggest issues with legacy VDI solutions is that they are built on a single-tenant architecture. Hosting legacy VDI solutions only amplifies the high operational costs and unmanageable complexity caused by the single-tenant structure. This architecture means that the service provider must manage, patch, upgrade and troubleshoot each customer individually. As a result, there is a high cost associated with managing all this complexity—and providers pass that cost along to customers.

Hosted VDI solutions amplify complexity and expense.

Other virtual desktop providers offer cloud desktop services in one or more public clouds, but they rely heavily on the customer having in-house expertise to deploy and manage desktops and apps. These solutions are either not enterprise-ready, or they suffer from the inherent complexity of their legacy roots; in either case they do not serve customers well.

The Better Way to Do VDI: Workspot Desktop Cloud

The Workspot Desktop Cloud is built from the ground up as a cloud-native, multi-tenant solution. When it comes to simplicity, scalability, and affordability, a cloud-native architecture is essential.

Turnkey service simplifies deployment, rollout and ongoing management: The Workspot Desktop Cloud is the industry's only turnkey service for virtual desktops on Azure. It's an insanely simple service that eliminates the complexity of other solutions. Your first set of users are typically live in just a few days, and your production environment is usually ready in about 30 days. If you've been involved in VDI implementations in the past, you know what an amazing achievement that is! And once you are up and running, Workspot takes care of day to day operations, including scalability, availability, upgrades, and support.

Built exclusively for deployment on Microsoft Azure: We believe that Microsoft Azure is the best public cloud for Windows workloads, so Workspot Desktop Cloud is tightly integrated with Microsoft Azure. Using a single pane of glass, IT can deploy, manage, and monitor virtual desktops, applications, and workstations in any of the tens of Azure regions worldwide. Our solution also supports hybrid deployments, in case you need to keep some desktops and apps on-premises.
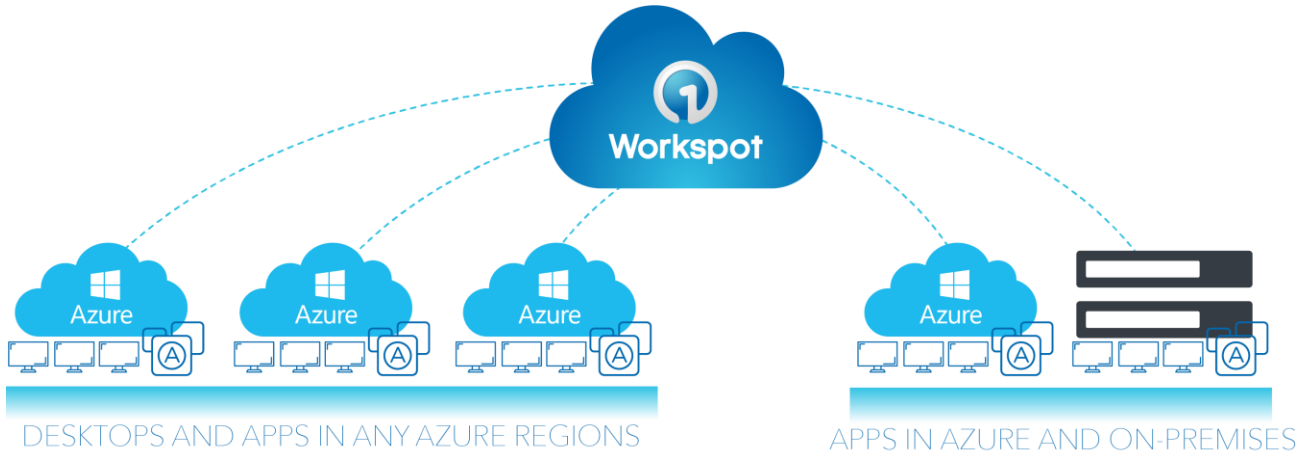
DESKTOPS AND APPS IN ANY AZURE REGIONS

APPS IN AZURE AND ON-PREMISES

Figure 1: Single solution to deploy virtual desktops, apps and workstations globally on any platform - cloud, on-premises, or hybrid

Workspot delivers a simple, turnkey virtual desktop and app service.

Enterprise-ready, yet insanely simple: We have designed our solution to be simple. But make no mistake - it is enterprise-ready. The virtual desktops delivered from Workspot Desktop Cloud on Azure will use *your* corporate Windows template, connect to *your* corporate Active Directory, inherit all the GPOs you have already setup, and use all the networking and security tools you have in place. For your desktop, networking, and security teams, the virtual desktops running in Azure will behave exactly like a virtual desktop running in your own data center.

Workspot Customer Success Program: Customer success is our highest priority. In addition to our technology innovations, we have completely changed the way customers procure, deploy and manage virtual desktops. Our Customer Success Program includes a variety of deployment services and training, including our unique, Free Go-Live Services Program, complemented by our flat rate subscription pricing.

Technical Introduction to define initial use case and assign project leads

End-user testing and use case validation

Project kick-off, customer onboarding & initial set Up

Full deployment and production rollout of first use case

Figure 2: Industry-first, no risk Customer Success Program

Deployment services: Our goal is for you to realize the value of your purchase fast, while also preparing your IT team to manage and scale the solution as needed. Initial deployment can take as little as a day, and it usually involves a subset of users that will ultimately use cloud PCs. Our Customer Success Team will kickoff your project by partnering with your IT team to define the scope of the project, use case(s), project timeline and success criteria. For more details, including how you can take advantage of our **Free Go-Live Services Program**, access the Deployment Services Overview solution brief now.

Flat rate subscription pricing: Our philosophy is to eliminate complexity for our customers. To that end, we provide flat rate, predictable subscription pricing that includes Free Go-Live Services, solution updates, new features, and standard support. With Workspot you get a single bill that *includes the cost of Azure* to run your virtual applications and desktops, freeing you from worrying about variable Azure costs. Now there's no need to waste time parsing complex cloud provider billing statements, only to discover an unpleasant OpEx surprise! Workspot has you covered.

SUMMARY

The only multi-tenant, cloud-native solution in the market, Workspot significantly simplifies deployment, eliminates management complexity, increases IT efficiency and drastically reduces the TCO of traditional VDI deployments. The Workspot Desktop Cloud is a turnkey service that offers the fastest path to delivering Windows 10 desktops on Microsoft Azure. Now organizations of all sizes can provide secure access to virtual desktops from any location with the ultimate performance and user experience. With the ability to provision thousands of desktops in a day on Azure, on-prem, or both and manage them from a single pane of glass, Workspot delivers unprecedented value.

ADDITIONAL RESOURCES

Website: Workspot Introduction

Blog: Why Every Business Needs a PC in the Cloud Solution

Demo: Schedule 15-minute demo

For more information contact Workspot at sales@workspot.com.

ABOUT WORKSPOT

Workspot Desktop Cloud, App Cloud, Workstation Cloud and Disaster Recovery Cloud services have completely changed the way virtual desktops, applications and GPU workstations are delivered. With its insanely simple, turnkey, cloud-native service and relentless commitment to customer success, Workspot eliminates VDI complexity and enables customers to achieve unprecedented time-to-value and new levels of business agility. To inquire about Workspot solutions, visit: www.workspot.com