Workspot

App Cloud

Deploy Windows Apps on
Microsoft Azure in a Day

OVERVIEW

The Cloud is Key to Application Virtualization Benefits

Until recently, organizations that wanted to deliver server hosted applications had few options. They were limited to on-premises, legacy solutions that required specialized knowledge and months to deploy, were time-consuming and costly to maintain and difficult to scale. For customers to realize the promised benefits of application virtualization, a dramatically simpler solution is needed.

In response, Workspot has completely reinvented application virtualization. Now you can deploy virtual apps on Microsoft Azure in one day – not months – no expensive consultants or CapEx required. Our turnkey, cloud-native virtual application service provides high availability, infinite scalability and it drastically reduces OpEx when compared to on-premises solutions.

What's Wrong with Application Virtualization Today?

Legacy app virtualization architectures were created for a static environment and included many discrete components. They were designed 20 years ago, and today IT teams are still spending inordinate amounts of time dealing with the complexity of installing, managing, and patching servers. These solutions have serious drawbacks for customers, including:

- Months-long design and deployment projects

- High CapEx and ever rising, unpredictable OpEx

- Lack of scalability and complex, expensive high availability

- Hybrid approach requires fragmented products

- Remote users suffer from performance problems

With all these challenges, it's no wonder customers are demanding a better way. In response, some service providers host these legacy solutions in the cloud. However, organizations must consider this approach carefully, because the single tenant architecture of these solutions means that in practice, providers 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.

Other providers offer virtual apps in one or more public clouds, but they rely heavily on the customer having in-house expertise to deploy and manage the apps themselves. These solutions suffer from the inherent complexity of their legacy roots, and they do not serve customers well.

Legacy app virtualization is complex and expensive

The Better Way to do App Virtualization: Workspot App Cloud

The Workspot App Cloud was 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. With Workspot, you can have thousands of users accessing their virtual Windows applications in a day.

Turnkey service simplifies deployment, rollout and ongoing management
The Workspot App Cloud is the industry's only turnkey service for virtual Windows applications on Azure. It's an insanely simple service that eliminates the complexity of other solutions. Your first set of pilot users are typically live in just a few days, and your production environment is usually ready right after the 30-day no risk pilot completes. If you've been involved in app virtualization 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 App 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 apps and desktops on-premises.

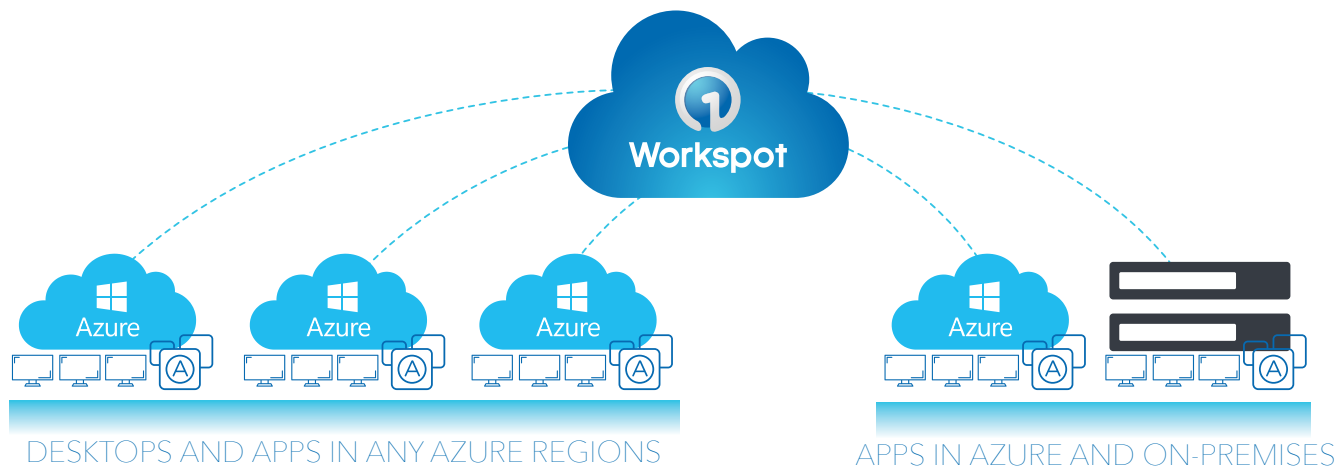> Workspot's turnkey app service has you up and running in a day.

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

Insanely simple, yet enterprise-class
We have designed our solution to be simple. But make no mistake - it is enterprise-ready. The server hosted applications delivered from Workspot App Cloud on Azure will use your corporate Windows Server 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 applications, networking, and security teams, the virtual applications running in Azure will behave exactly like virtual applications running in your own data center.

No risk engagement contracts
We are deeply invested in making our customers successful. A hallmark of our innovative business model is our no risk engagement contract. Our customers usually sign a 3- or 5-year contract that locks in pricing and terms. However, we take on 100% of the deployment risk because we think it's fair to prove our

commitment to your success. During the pilot period we will demonstrate that our solution delivers value toward your business goals, or you can cancel the contract with no penalties - it's that simple! Typically, you will have 30 days to validate the solution. If at the end of your pilot you're not completely satisfied with the solution, you don't have to pay us a single dime. On the other hand, if you are happy at the end of your pilot - the contract becomes effective and we continue our journey together.

Sign No Risk Engagement Contract
• 3-5 Year Contract
• 30-Day No Risk Guarantee

Successful Pilot
• Subscription Begins

Azure

Customer Success Team Sets Up Azure Pilot

Customer Success Team Validates Pilot Success with Pilot Users

Transition to Production

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

Flat rate subscription pricing

One unique aspect of our business model is our pricing philosophy, which arose from our continued desire to eliminate complexity for our customers. Workspot provides flat rate, predictable subscription pricing. 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 or wasting time analyzing complex cloud provider billing statements only to find an unpleasant OpEx surprise

- Free deployment services to take your first set of users live

- Customer support to help you through the pilot to production and beyond

- Maintenance to keep the service finely tuned

- Automatic upgrades to the latest features

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Free deployment services
We offer free deployment services as a part of your no risk engagement contract. This is another element of our unique Customer Success Program that no other vendor can match. Our Customer Success team will partner with your IT team to:

- Evaluate your technical requirements and use case(s)

- Configure Azure subscription and tenants

- Connect your on-premises network to your Azure tenant

- Transfer your corporate desktop image to Azure

- Validate use cases and refine the user experience for pilot users

- Assist you in transitioning from pilot to production

- Add users and expand to new use cases

Workspot is the fastest path to delivering Windows Apps on Microsoft Azure

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 application virtualization deployments. The Workspot App Cloud is a turnkey service that offers the fastest path to delivering Windows applications on Microsoft Azure. Now organizations of all sizes can provide secure access to virtual app and desktops from any location with the ultimate performance and user experience. With the ability to provision applications and 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 No Risk Engagement Model

Blog: Hey XenApp 6.5 Customers, It's Time for App Cloud!

Live demo: Schedule 15-minute demo

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

ABOUT WORKSPOT

Workspot Desktop Cloud, App Cloud and Workstation Cloud services have completely changed the way virtual desktops, apps 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. To inquire about Workspot's risk-free services, visit: www.workspot.com

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