

Desktonetm Virtual-D Platform: Enabling Desktops as an Outsourced Subscription Service

The Desktonetm Virtual-D Platform™ is the only solution that enables desktops to be delivered as an outsourced, subscription service. It lets enterprises quickly realize the full potential of virtual desktop infrastructure (VDI) environments—dramatically reduced deployment complexity; improved management, security and compliance; and customizable end-user experiences—without the capital expense and complicated systems integration of building and deploying a customized internal solution.

The Promise and Challenges of Virtual Desktops

Traditional corporate desktops are difficult and expensive for IT staff to manage. Securing and supporting them consume significant IT resources. And, in our increasingly global and mobile world, it is extremely challenging to scale desktop environments in a manageable way. By moving from physical to virtual desktops—essentially, centralizing desktops into virtual machines that run on data center servers—enterprises hope to mitigate these challenges. In fact, the primary drivers for desktop virtualization, according to a recent Goldman Sachs survey of IT professionals, are reduced desktop total cost of ownership, improved manageability and enhanced security. But moving to a centralized, virtual desktop environment is not easy. That's why, although the technologies required for virtual desktops exist, wide-scale adoption has been slow. It is too difficult, costly and time-consuming for enterprise IT staff to integrate and support all the technologies required for virtual desktop deployment. As a result, companies that try to deploy VDI solutions find them nearly impossible to scale both operationally and cost-effectively.

Virtual-D Platform: Realizing the Promise of VDI, Eliminating the Obstacles

By turning VDI into an outsourced service, the Virtual-D Platform eliminates these challenges. Instead of building, deploying and managing the virtual desktop stack, enterprises outsource these tasks to service providers who already have the data center equipment and real estate needed to handle virtual desktop infrastructure. This not only eliminates the hardware, support costs and complexities inherent in enterprise-developed infrastructures, it also enables enterprises to implement VDI quickly and realize its full manageability, TCO and security benefits.

The Virtual-D Platform—the only solution that easily enables Desktops as a Service™ (DaaS™)—gives enterprise IT the full benefits of a virtual desktop infrastructure, without having to incur the costs or risks associated with selecting, owning and managing the physical resources. And service providers benefit from optimizing use of their data center assets while offering a new, highly scalable, value-added service to customers.

Platform Architecture

Deskstone's DaaS approach consists of two distinct tiers: enterprise and service provider. Key to enabling DaaS is the fact that the Virtual-D Platform integrates all VDI functionality while separating the enterprise and service provider tiers. This allows enterprises to manage a virtual desktop environment supported by physical resources owned and maintained by a third-party, and that reside either at the enterprise in a managed CPE model or at a service provider in a hosted/cloud model.

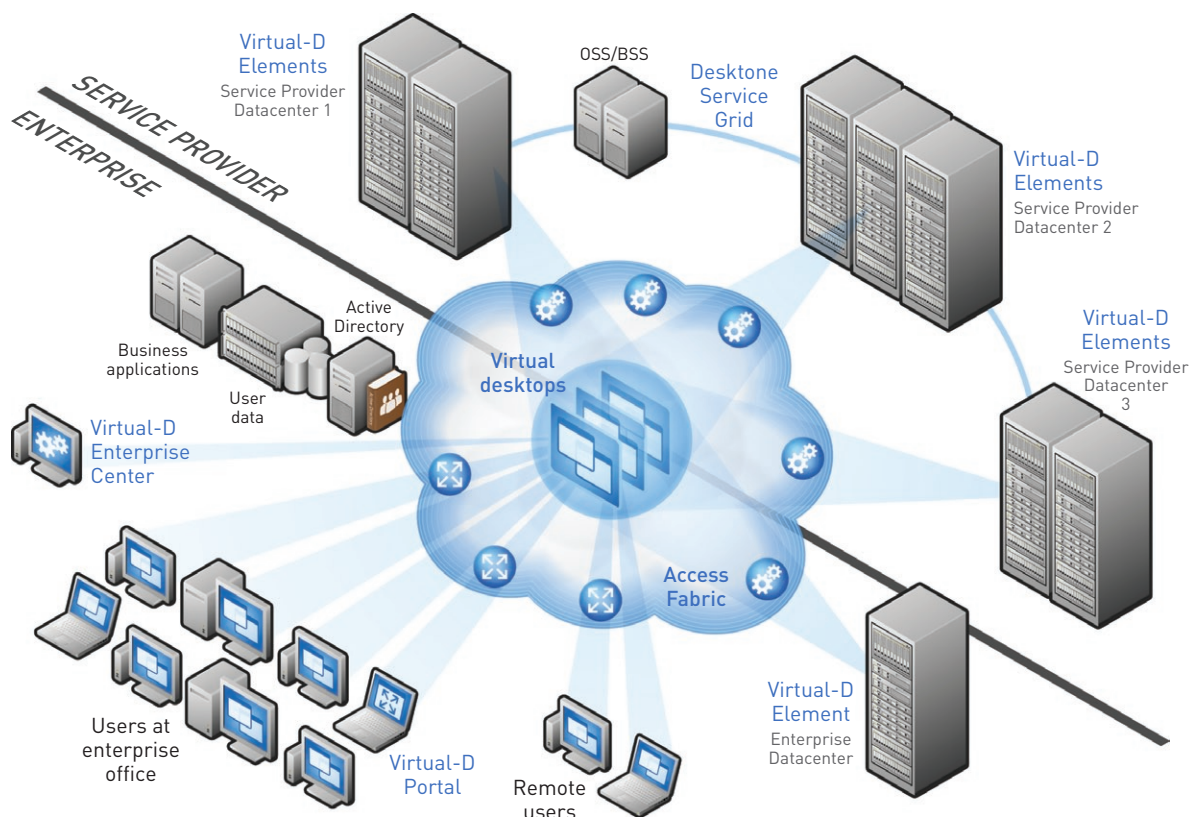
The Virtual-D Platform is a set of components and services that align with the enterprise and service provider tiers, enabling the delivery of highly scalable DaaS environments. The two tiers are joined together with Deskstone's unique Access Fabric—a set of distributed services that associates authorized users with their virtual desktops.

Enterprise Tier:

The Virtual-D Platform architecture enables enterprise IT staff to leverage the same administration tasks they use in a physical desktop environment. Within this tier the system provides operational automation, virtual machine lifecycle management, desktop monitoring and reporting, and supports access to virtual desktops from thin, rich or re-purposed clients.

Deskstone Virtual-D Enterprise Center:

A web-based management interface for the enterprise desktop administrator. Designed to support large user populations, it provides virtual resource management, virtual desktop administration and template lifecycle management. The Virtual-D Enterprise Center allows enterprises to continue using the infrastructure, best practices and skill sets already employed for managing desktops in the physical



world, including those for OS and application deployment, Active Directory, help desk, and security policies.

DeskTone Virtual-D Portal:

A self-service, policy-based portal that enterprise users can access from any browser. With the Virtual-D Portal, users can access their existing virtual desktops as well as manage those virtual desktops or even create new ones, all without relying on a system or desktop administrator. In addition, the Virtual-D Portal assists users in troubleshooting issues that may arise and also allows them to submit requests for additional virtual desktop resources.

Service Provider Tier:

The platform includes the software, tools and best practices needed for service providers to build and easily manage a virtual desktop utility grid for delivering DaaS, while integrating with their existing network and distribution infrastructures. Designed specifically to enable highly scalable, multi-tenant DaaS environments, this portion of the platform is comprised of DeskTone Virtual-D Elements that are managed by the DeskTone Service Grid:

DeskTone Virtual-D Elements:

The building block of a virtual desktop utility grid, Virtual-D Elements are racks that include all the hardware, virtualization resources and software required to support virtual desktops. Built as self-contained, independent modular units of desktop service delivery, Virtual-D Elements make it easy for service providers to scale their DaaS environments. Service providers can build Elements themselves using DeskTone's Virtual-D Element blueprint, or can get them pre-fabricated from authorized DeskTone partners.

DeskTone Service Grid:

A software framework that ties individual Virtual-D Elements into a virtual desktop utility grid. The Service Grid creates a loosely coupled

“federation” of Elements, manages pools across Elements, and collects data on Element status.

DeskTone Access Fabric:

The Access Fabric links the two separate worlds of the enterprise and the service provider. It is a set of distributed services that provides the association between authorized users and their virtual desktop infrastructure. Through its DNS-like architecture, the Access Fabric brings carrier-class scalability to the VDI model. It's an intelligent, highly scalable system that automatically delivers best-fit desktops according to user entitlements, policies, access location and available resources.

“One of the most interesting use cases of server-hosted desktop virtualization is a services model. If you can host desktops virtually aboard server hardware, why not host it somewhere that already has the infrastructure and data center capacity, such as a telco? Desktops as a service is a very valid model; the technologies are coming together and I expect it will gain in adoption.”

– Michael Rose, associate research analyst for IDC's Enterprise Virtualization Software program

For more information about the DeskTone Virtual-D Platform, visit www.desktone.com, call +1 978.710.0170, or contact an authorized DeskTone partner.