



VMware View 3

Take Control of Your Desktops and Applications

AGENDA

Enterprise Desktop Challenges

The VMware View 3 Solution

Customer Deployments

Next Steps

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Case Studies

Next Steps

Desktop Dilemma

User Requirements

User Requirements

- > Personalized Desktops that follow them
- > Flexible access anywhere using multiple devices
- > Desktop Biz Continuity & Disaster Recovery
- > Legacy, Win32, Web apps work well together
- > Rich Application Interface

IT Requirements

IT Requirements

- > Manage disparate desktop images easily
- > Manage explosion in multitude of devices
- > Provide secure, continuous access to desktops, apps
- > Manage Legacy, Win32 and Web apps
- > Low management costs

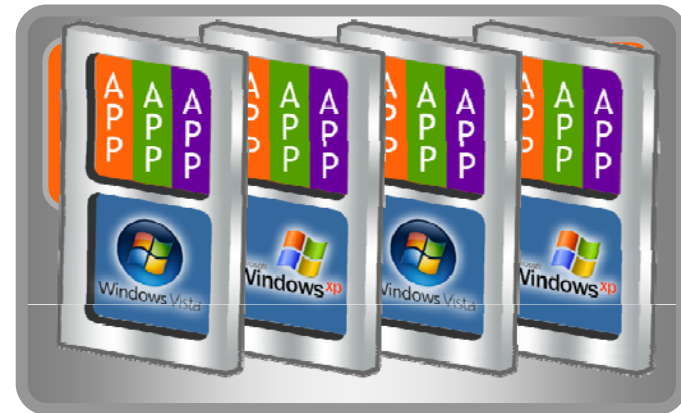
> Rich App...

costs

Virtualization is the Solution

Virtualization enables Isolation, Encapsulation & Mobility

- > Run different operating systems side-by-side
- > Run legacy Win32 apps next to web 2.0 applications
- > Move OS, apps, desktop to different devices
- > Separate user data and settings into a universally accessible VM



Simplify by Centralizing Management

VMware decouples Desktop image from the PC

Desktops run in secure datacenter

Present Desktop into clients over Network



Meeting the Challenges of the Desktop

Benefits

- Streamlined and Simplified Desktop Management
- Reduced Desktop Maintenance and Support Costs
- Improved End User SLAs and Desktop Business Continuity
- Improved Security and Compliance

Security



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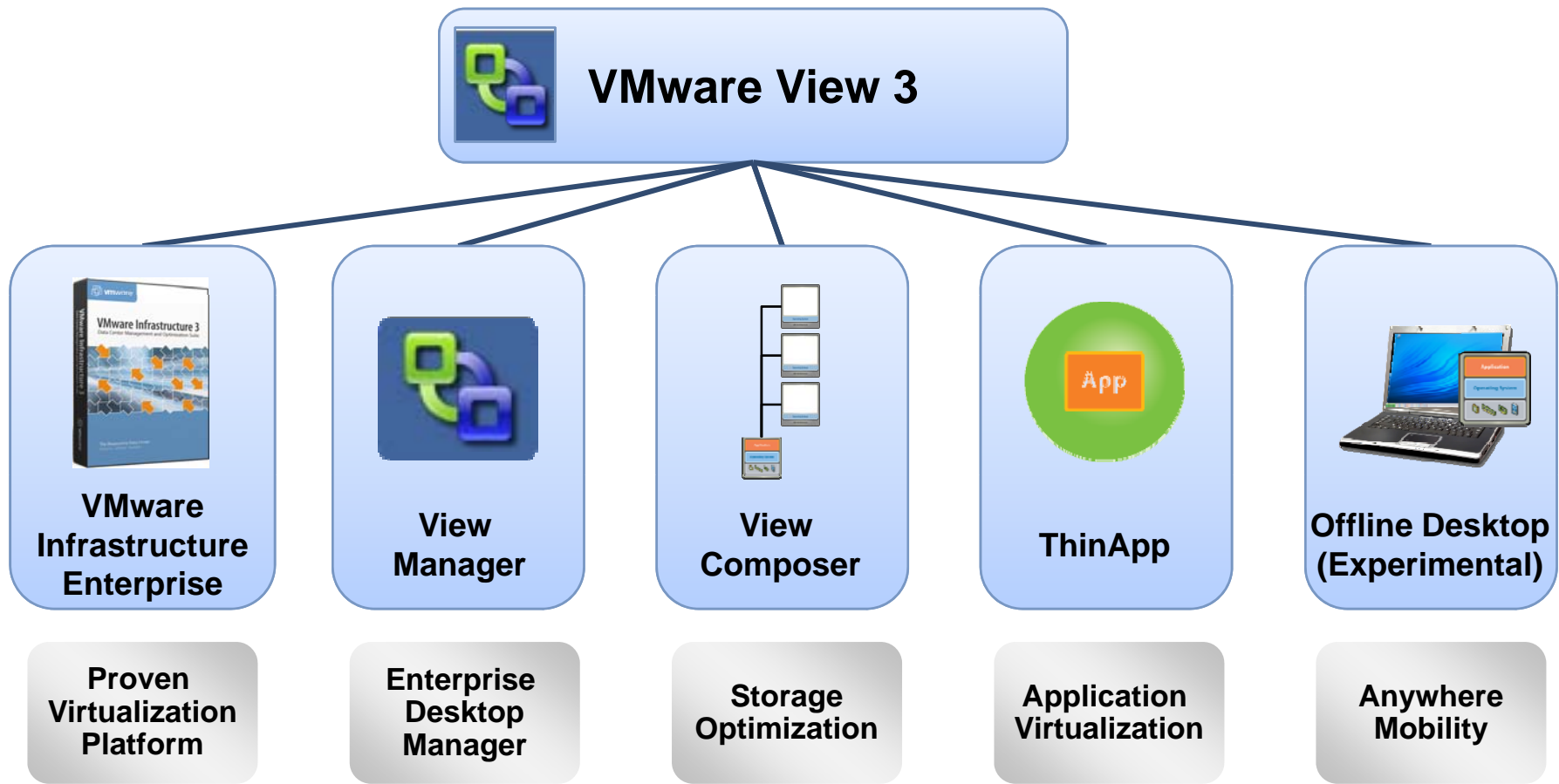
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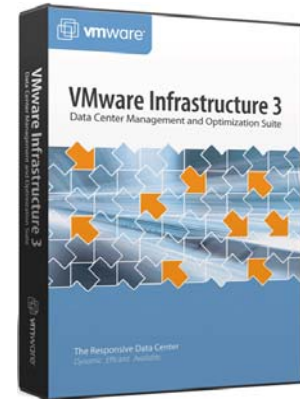
Components of VMware View



VMware View is built on VI3: A Proven Platform

Powerful Mature and Proven

- Deployed in 100% of the Fortune 100
- Over 120,000 customers worldwide
- Complete solution from one vendor
- Extend powerful data center capabilities to the desktop:
 - Business Continuity/DR (HA, DRS, VMotion, Storage VMotion)
 - Simplify backups & disaster recovery
 - Scalable
 - Security and Reliability



APPROVED

View Manager: Enterprise Desktop Manager

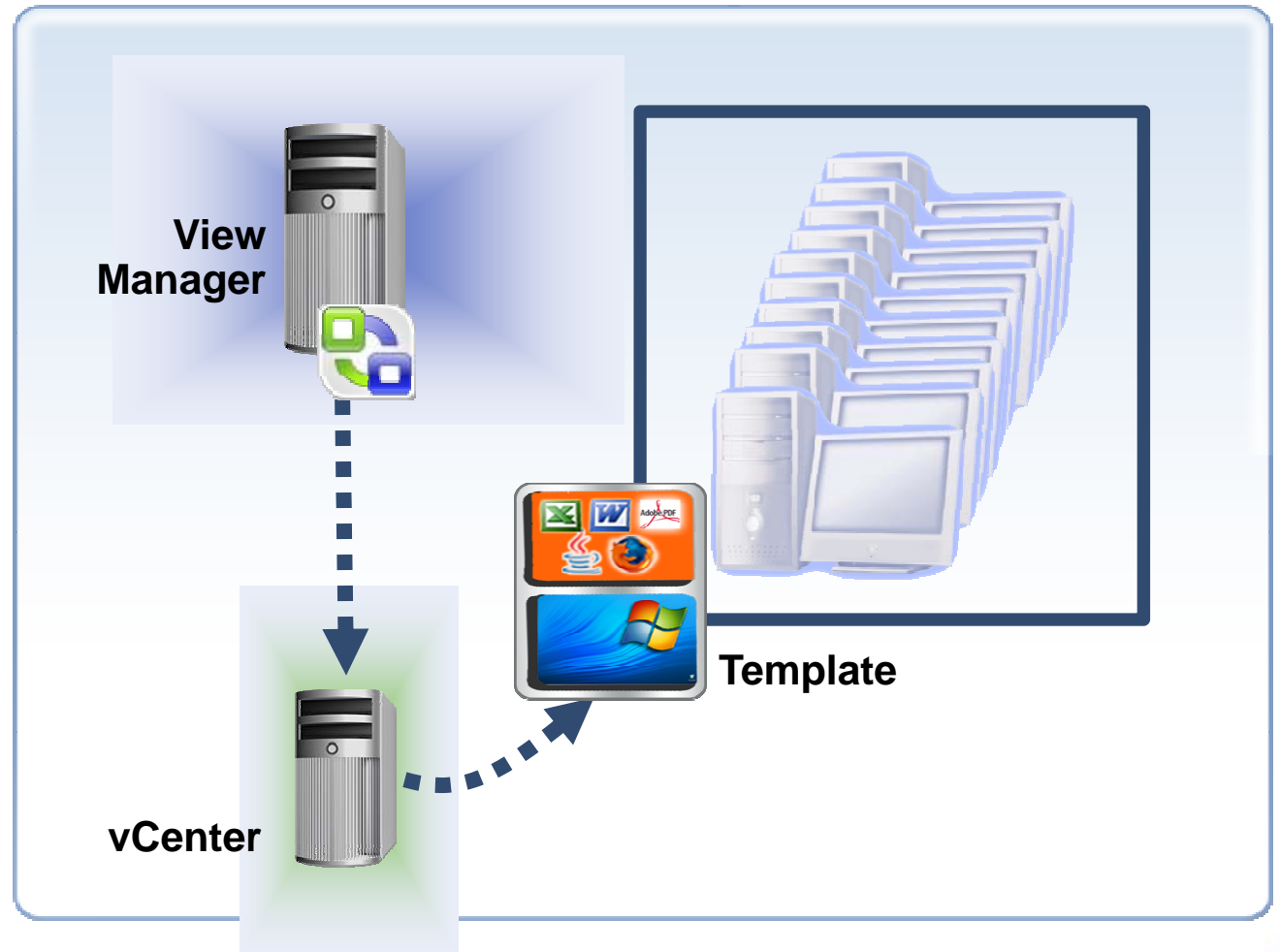
- > Seamlessly integrated with VI3
- > Automated desktop provisioning
- > Centralized management of desktops
- > Scalable for any size organization
- > Flexible, secure access to end user desktops



View Manager: Automated Provisioning

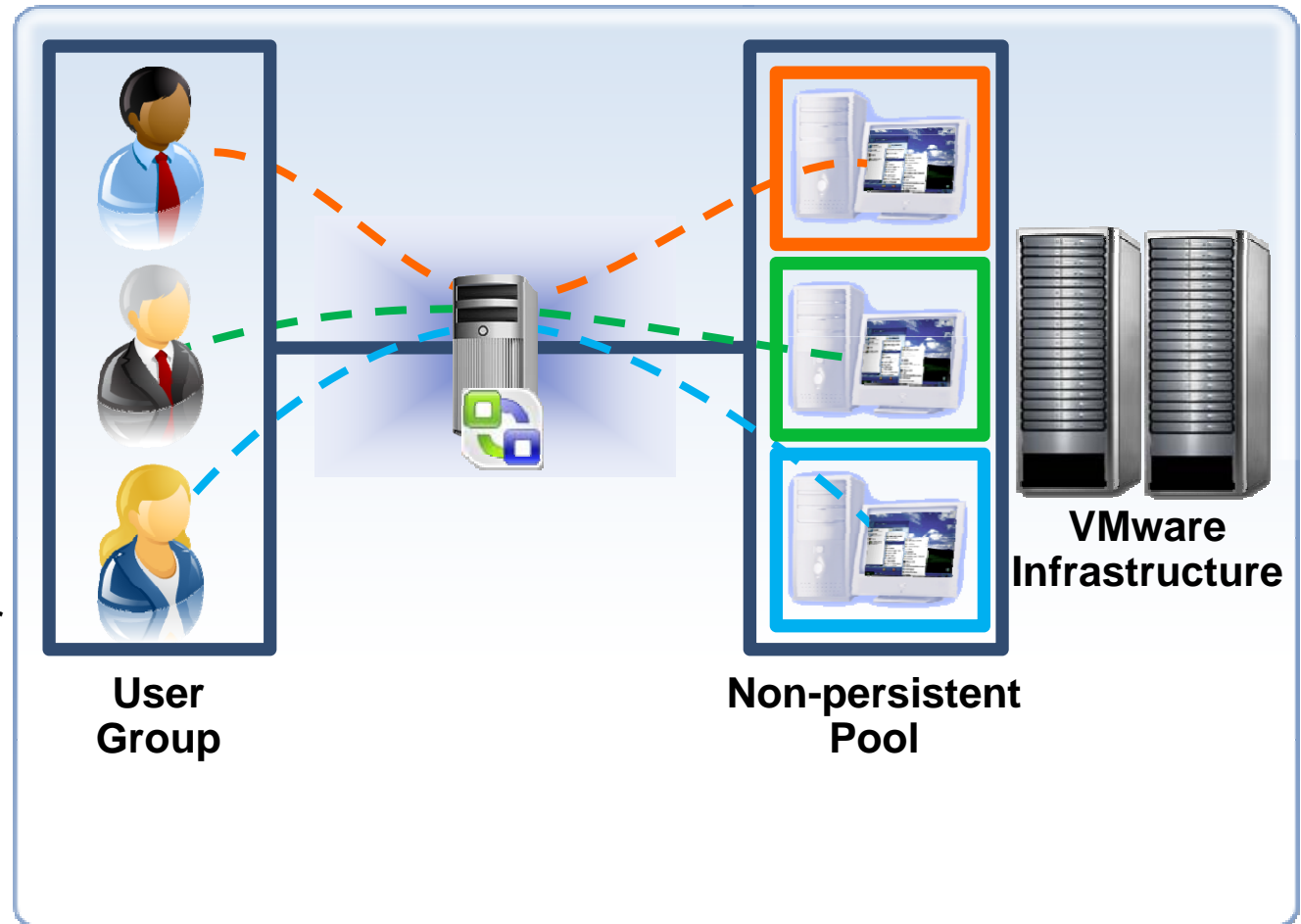
Pooled Desktops

- Automated provisioning from template
- On-demand provisioning
- A Desktop is always available
- Identical desktops in a pool



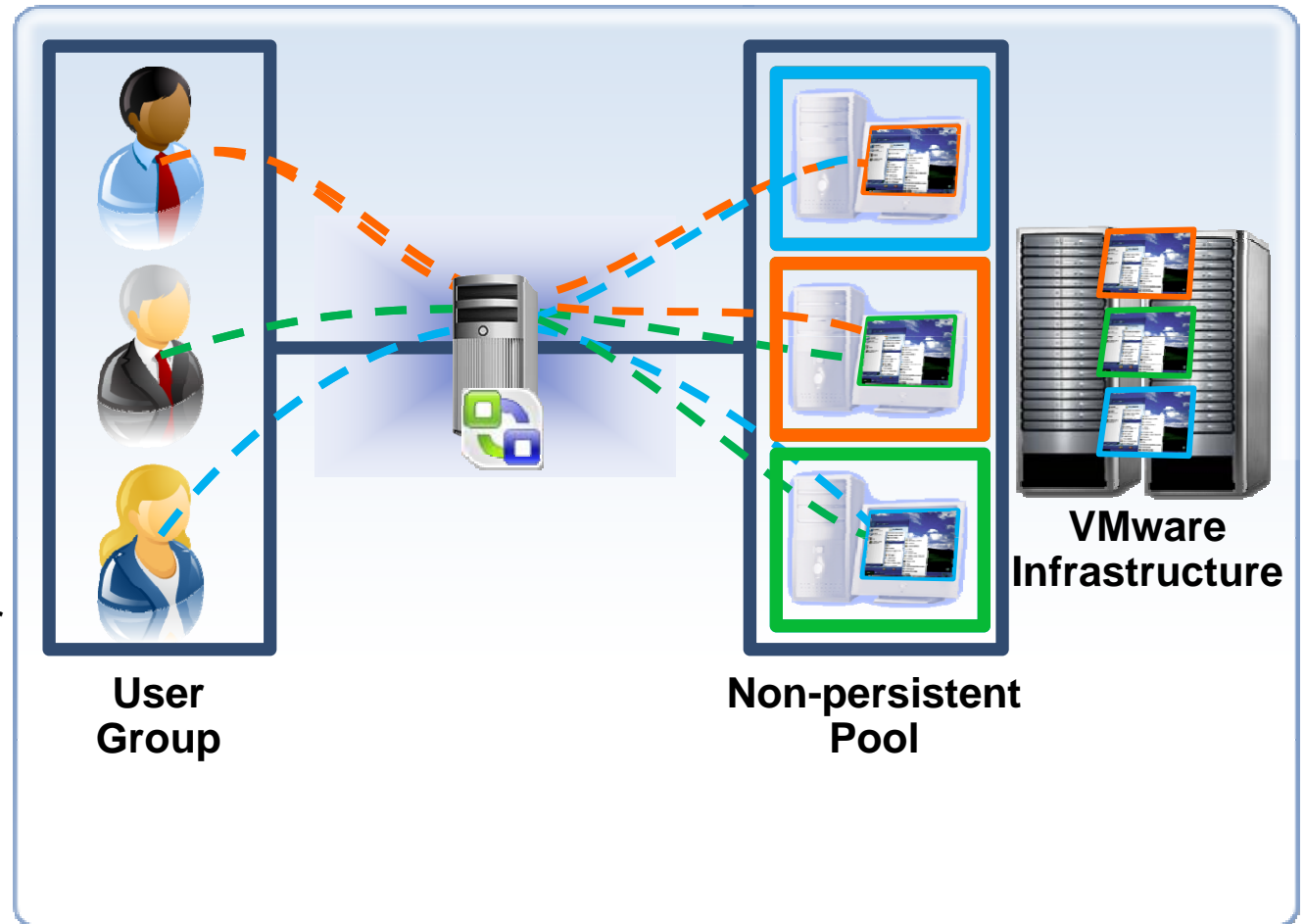
View Manager: Provisioning Non-Persistent Pools

- Provisioning from template
- Automated connection
- Desktop returned to pool after each use
- Reverts to pre-determined state for future use
- For factory workers, kiosks, transaction workers



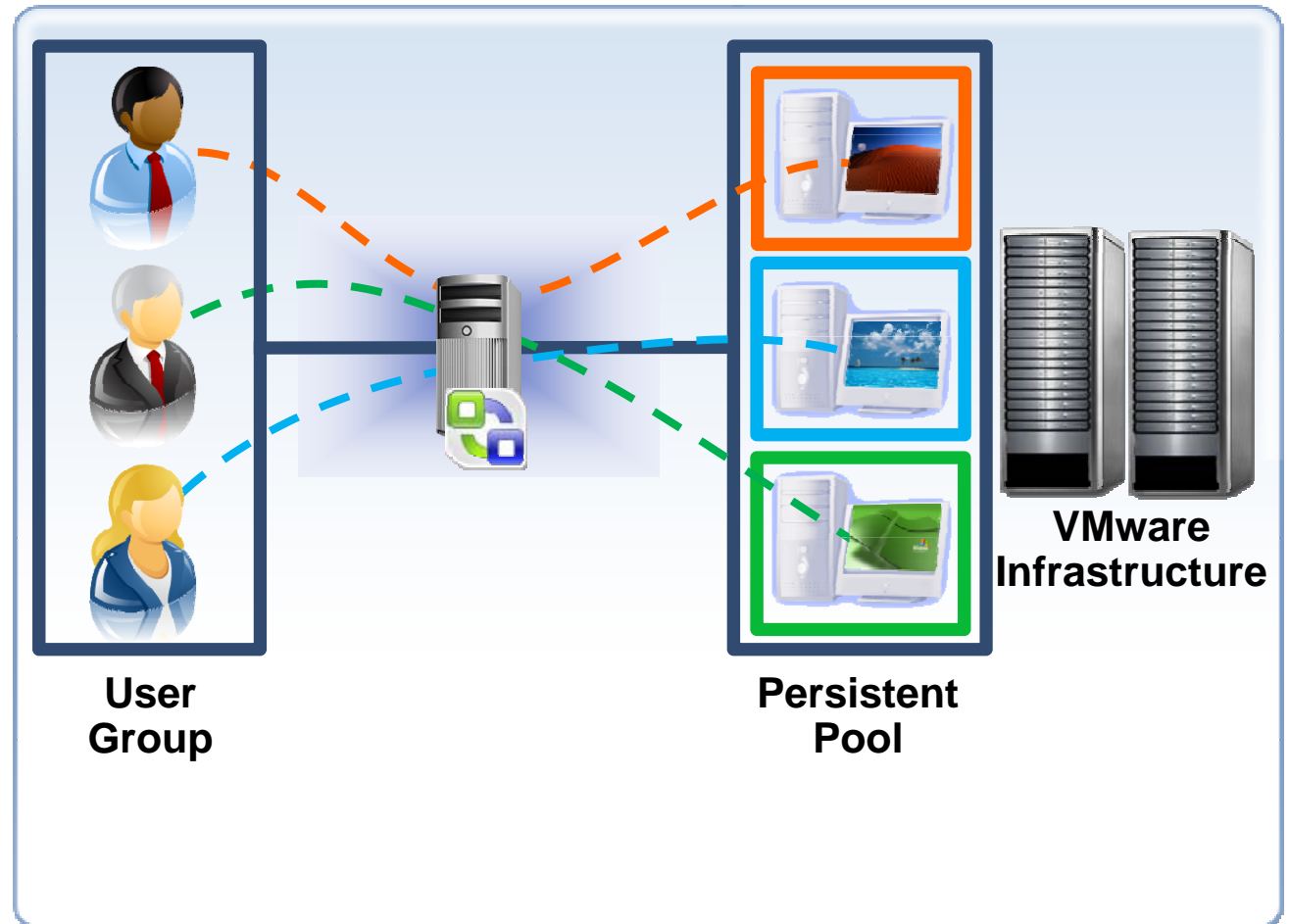
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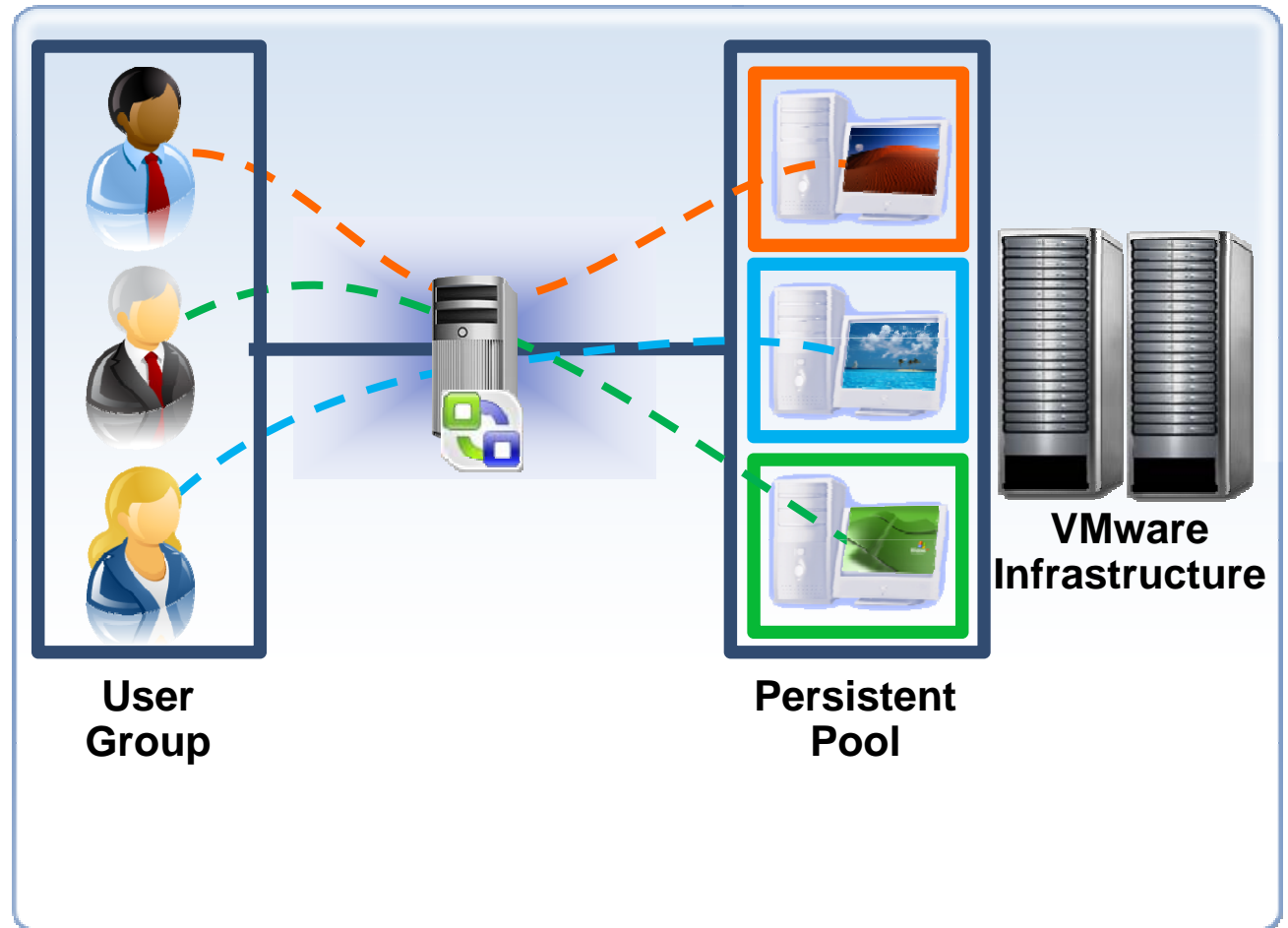
View Manager: Provisioning Persistent Pools

- Provisioning from template
- Automated connection
- Desktop assigned on first log-in
- Remains associated with user & can be personalized
- Ideal for knowledge workers



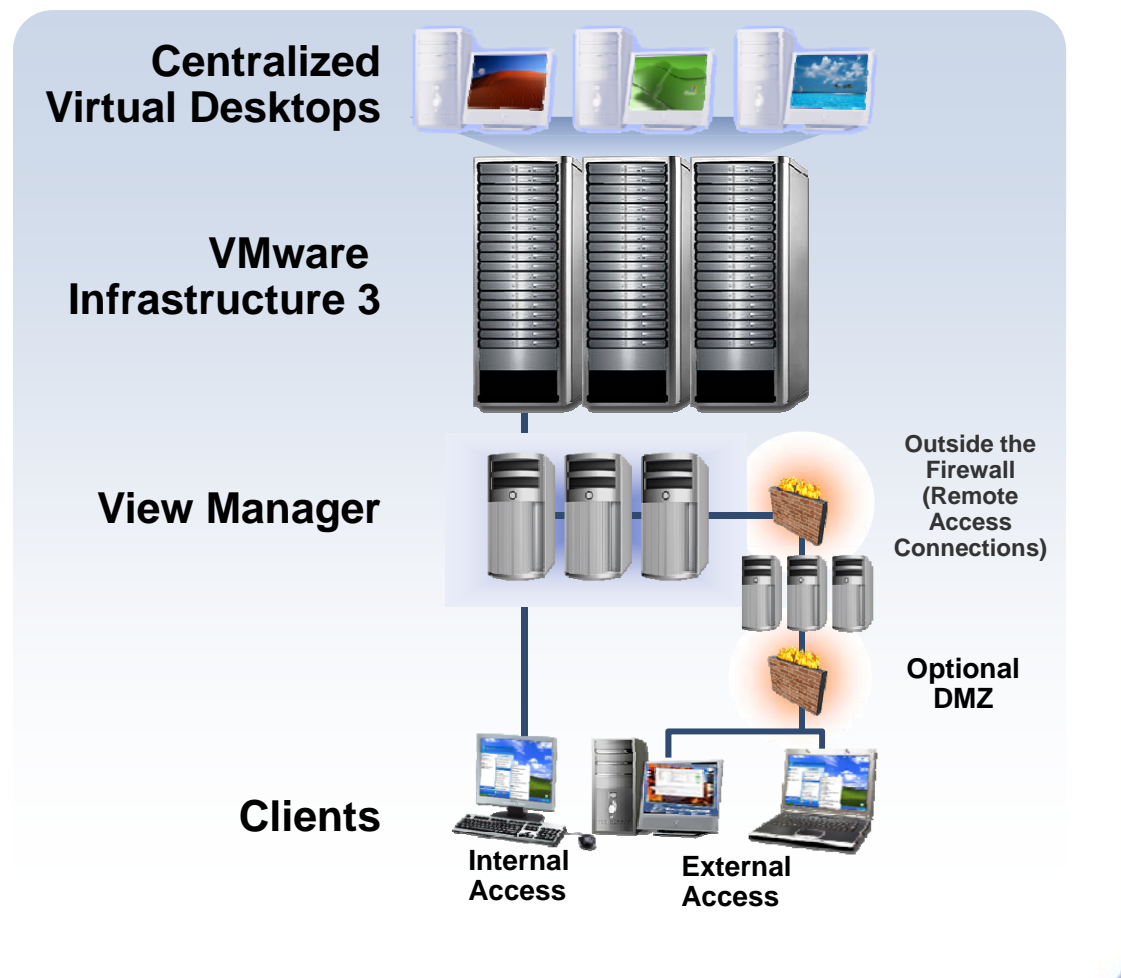
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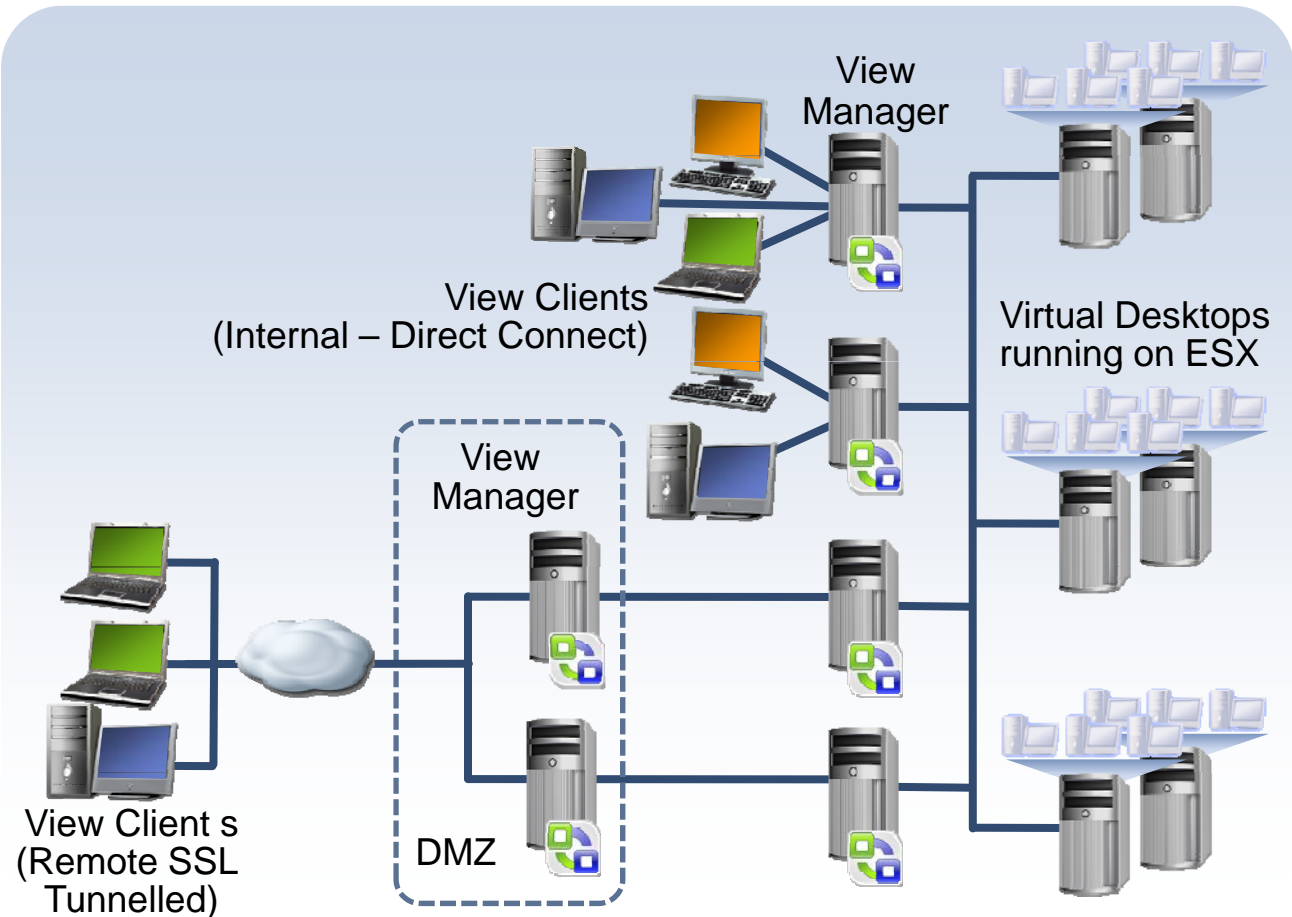
View Manager: Built In Security

- SSL encrypted connection between clients and virtual desktops
- Secure Single sign-on for end users
- Runs within the DMZ for remote access users
- Optional integration with SecurID for two-factor authentication
- Smart Card authentication



View Manager: Enterprise Class Scalability and Reliability

- No single point of failure
- Ability to cluster both View Manager servers and ESX servers
- Fault Tolerance and High Availability of virtual desktops



View Manager: Integration with Existing Infrastructure

Active Directory

- Retain existing user accounts and policies
- Single sign on to virtual desktops
- Retain user-management processes and skills
- Do not need to modify existing Active Directory in any way
- No Schema Changes

SecurID

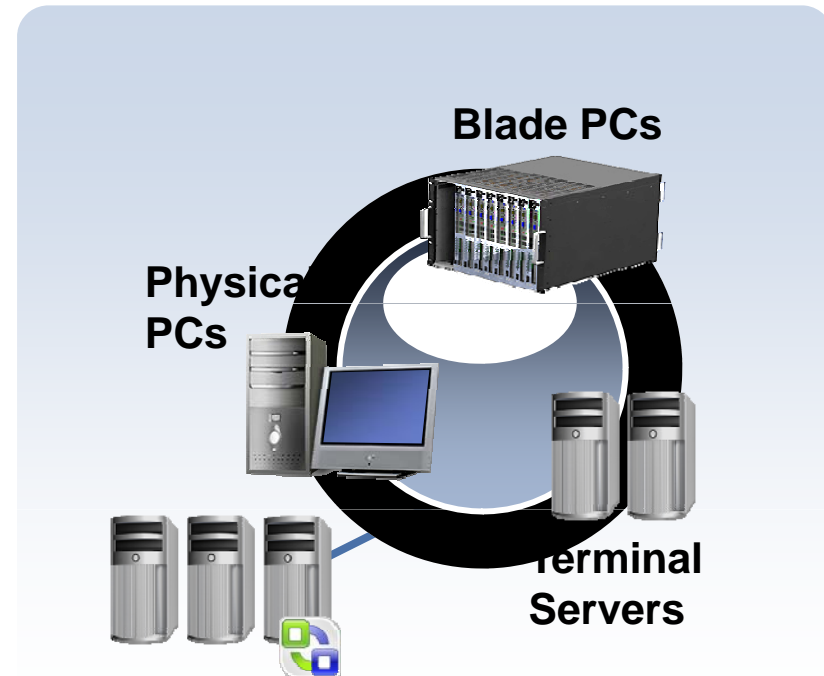
- Optional integration with SecurID for two-factor authentication



These features are representative of feature areas under development. Feature commitments must not be included in contracts, purchase orders, or sales agreements of any kind. Technical feasibility and market demand will affect final delivery.

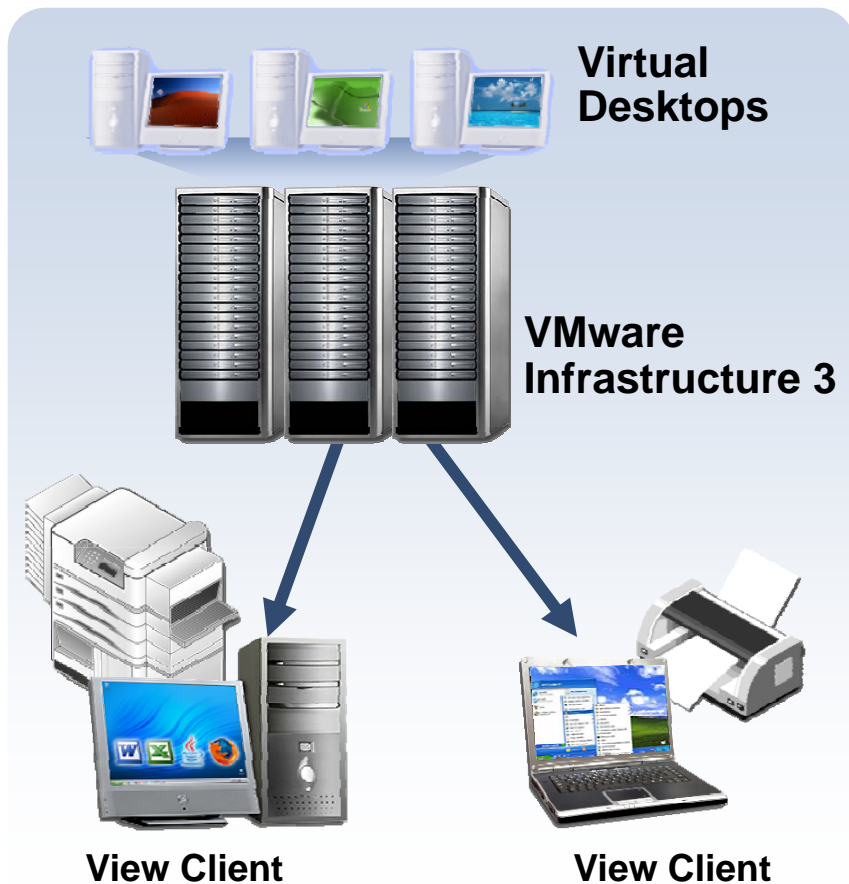
View Manager: Unified Access

- Leverage View Manager's secure connection brokering capability for other platforms accessible by RDP
 - Terminal Servers
 - Blade PCs
 - Physical PCs
- Load Balancing of multiple Terminal Servers
- Monitoring and auditing within View Manager



View Manager: Virtual Printing

- > Driver Free Printing: No Installation and Maintenance of printer drivers
- > All printers automatically available
- > Minimize network utilization with advanced print stream compression
- > High quality printing even over WAN connections



View Manager: Enhanced User Experience

- Multimedia Redirection:
 - Multimedia stream decoded at client
 - Better user experience
 - Min impact on servers, bandwidth consumed
 - Win XP, Win XPe clients supported
- Support of critical codecs
 - MPEG-1, MPEG-2, MPEG-4-part2
 - WMV 7/8/9, WMA, AC3, MP3
- USB Redirection
 - Provides support for local storage, scanners, printers

Remote user experience



View Manager: Enterprise Desktop Manager



Seamless Integration With VMware VI3



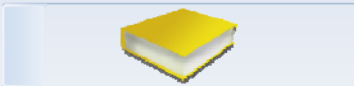
Automated Provisioning and Desktop Management



SSL Encrypted Connections, Single Sign On, Smart Card Authentication, DMZ deployment



High Availability and Scalability



Active Directory, SecurID Integration



Unified Access



Virtual Printing (Universal print driver)



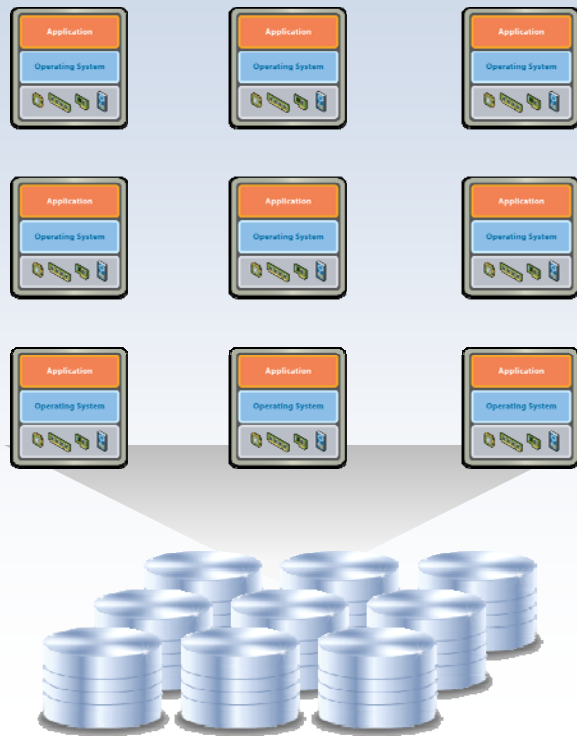
Multimedia Redirection



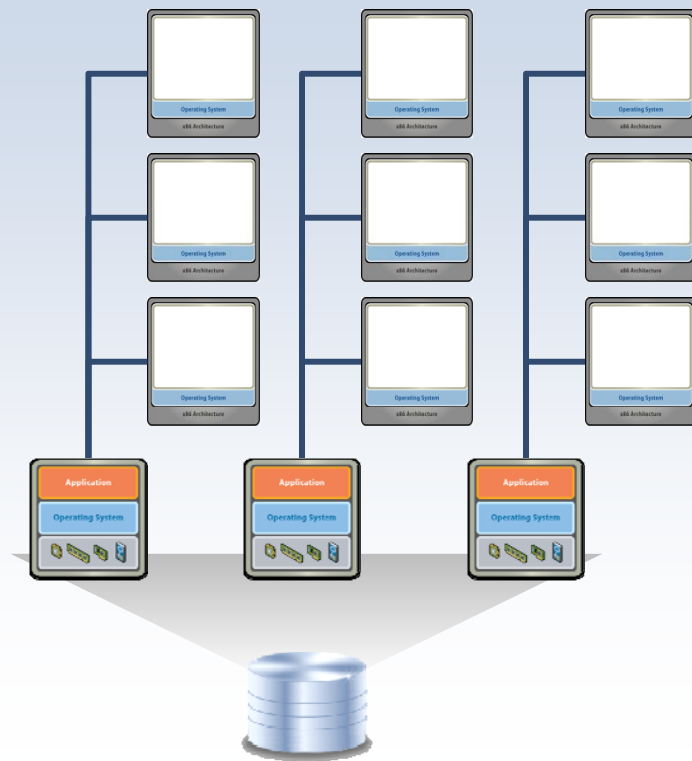
USB Redirection (Supports Printers, Scanners, etc.)

View Composer: Storage Optimization, Simplified Management

Traditional VDI



VMware View + Clones



View Composer: Storage Optimization and Image Management

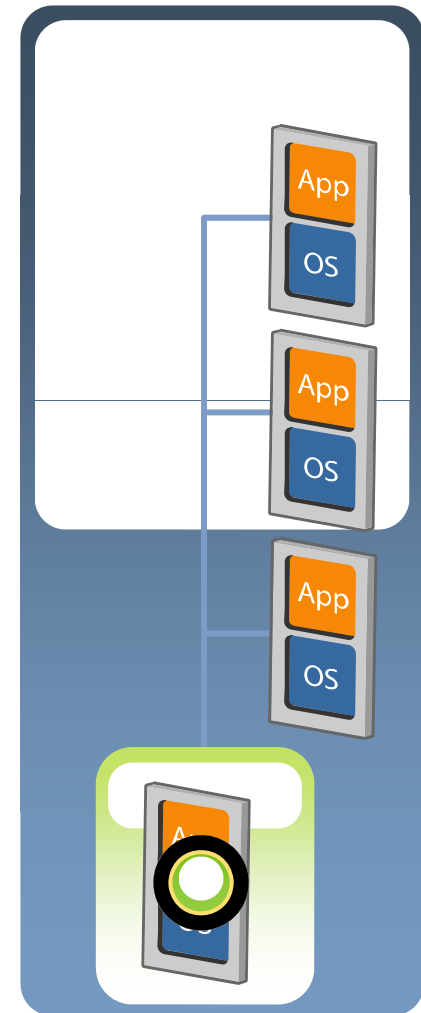
Lowering Overall Storage Costs

- Up to 90% reduction

Manage 1000s of desktops

Streamline Desktop Management

- Quick Provisioning
- Simplified updating, patching and upgrading while retaining user settings
- Guarantee updates applied to every desktop



View Composer Demo

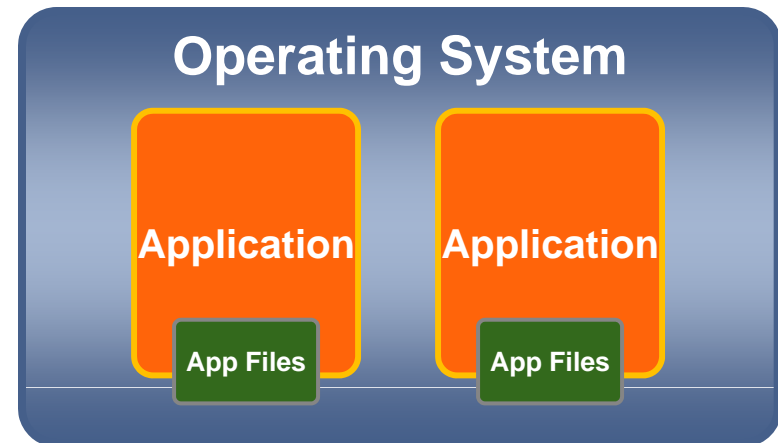
ThinApp: Application Management through Virtualization

Problem:

Tightly coupled relationships between OS, Applications and Data.

Symptoms:

- Application conflicts and issues with “badly behaving applications”
- Inability to deploy all required applications to specific desktop image
- Expensive application compatibility testing with large testing matrix



Solution: VMware application virtualization to decouple applications and data from the OS

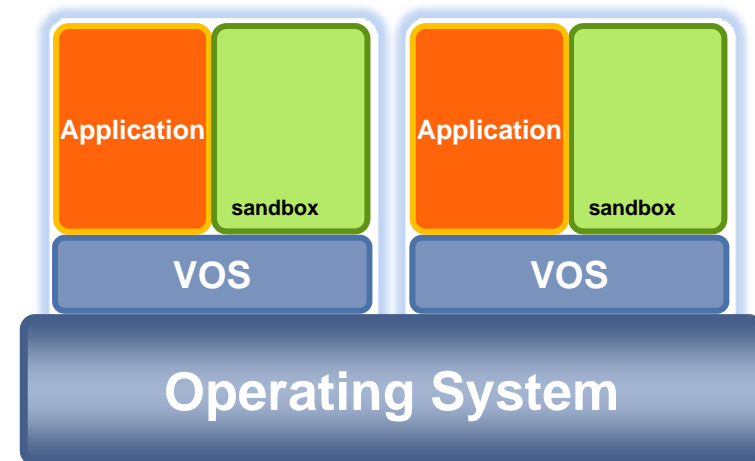
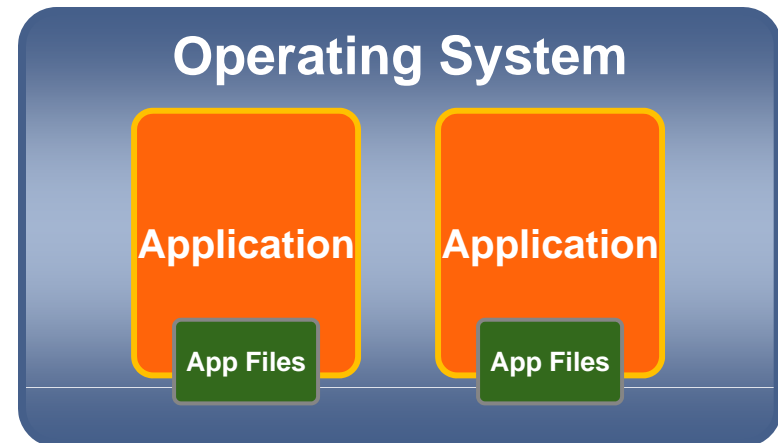
ThinApp: Application Management through Virtualization

Features

- Decouples applications & data from OS
- Agent-less architecture
- Wide platform and application support
- Plugs into existing Application Management tools

Benefits

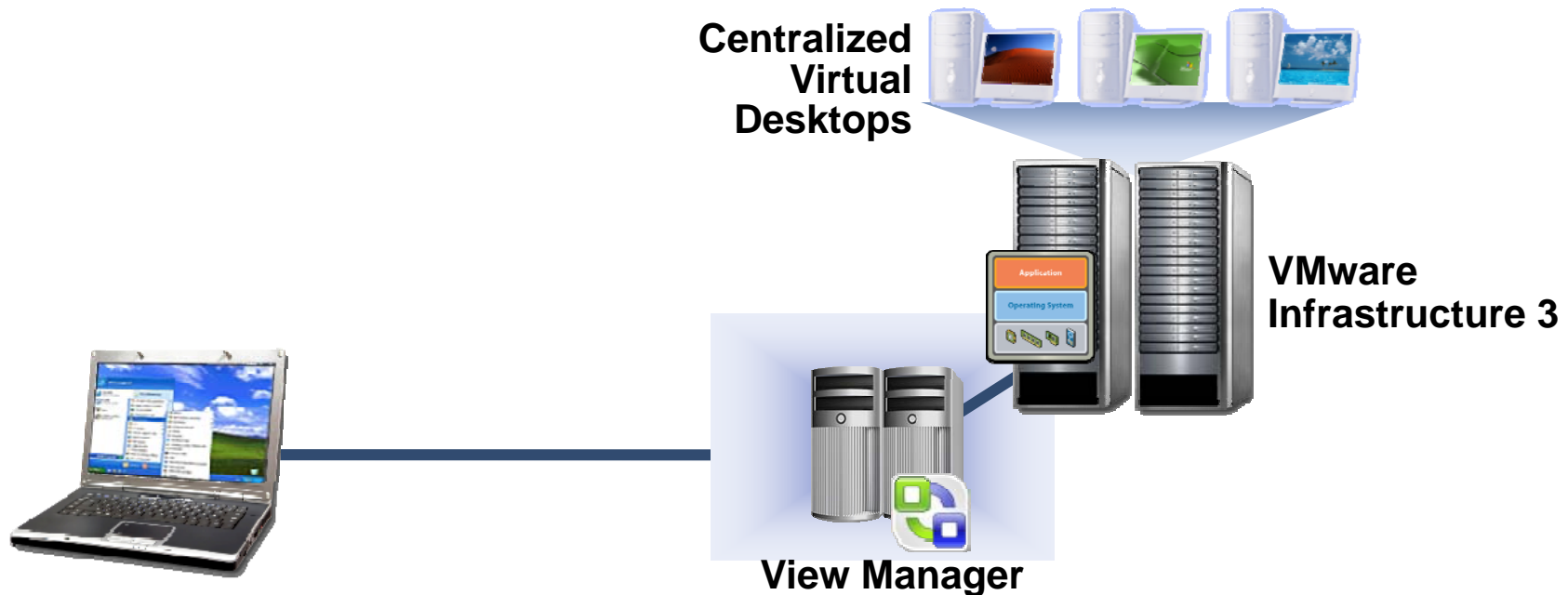
- Reduces Storage Costs
- Minimizes desktop images to be managed
- Streamlines application patch updates
- Allows multiple versions of applications to be used



ThinApp Demo

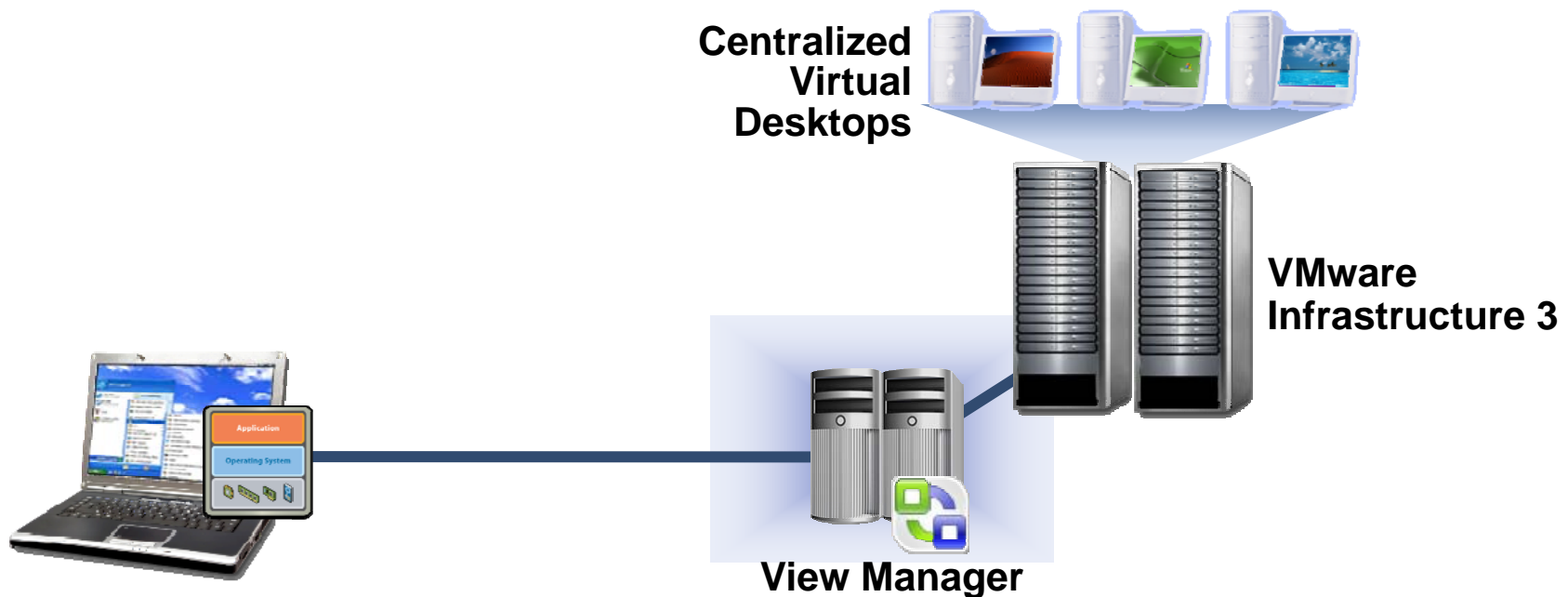
Offline Desktop (Experimental): Anywhere Mobility

- Enables end-users to check-out their hosted Virtual Machines to a local physical computer for a full user experience
- Enables administrators to extend security and encryption policies of the centralized virtual desktops to the end-user's local computer



Offline Desktop (Experimental): Anywhere Mobility

- When checked out – the virtual machine has a “heartbeat” back to the datacenter allow administrators to deactivate if necessary
- When the user checks-in, only the delta is checked in



Offline Desktop Demo

Accessing VMware View Desktops

Native Windows Client

- Provides extended capabilities to access local printers and storage
- USB device support on Windows XP and Vista

Browser Access

- Windows, Linux and Mac

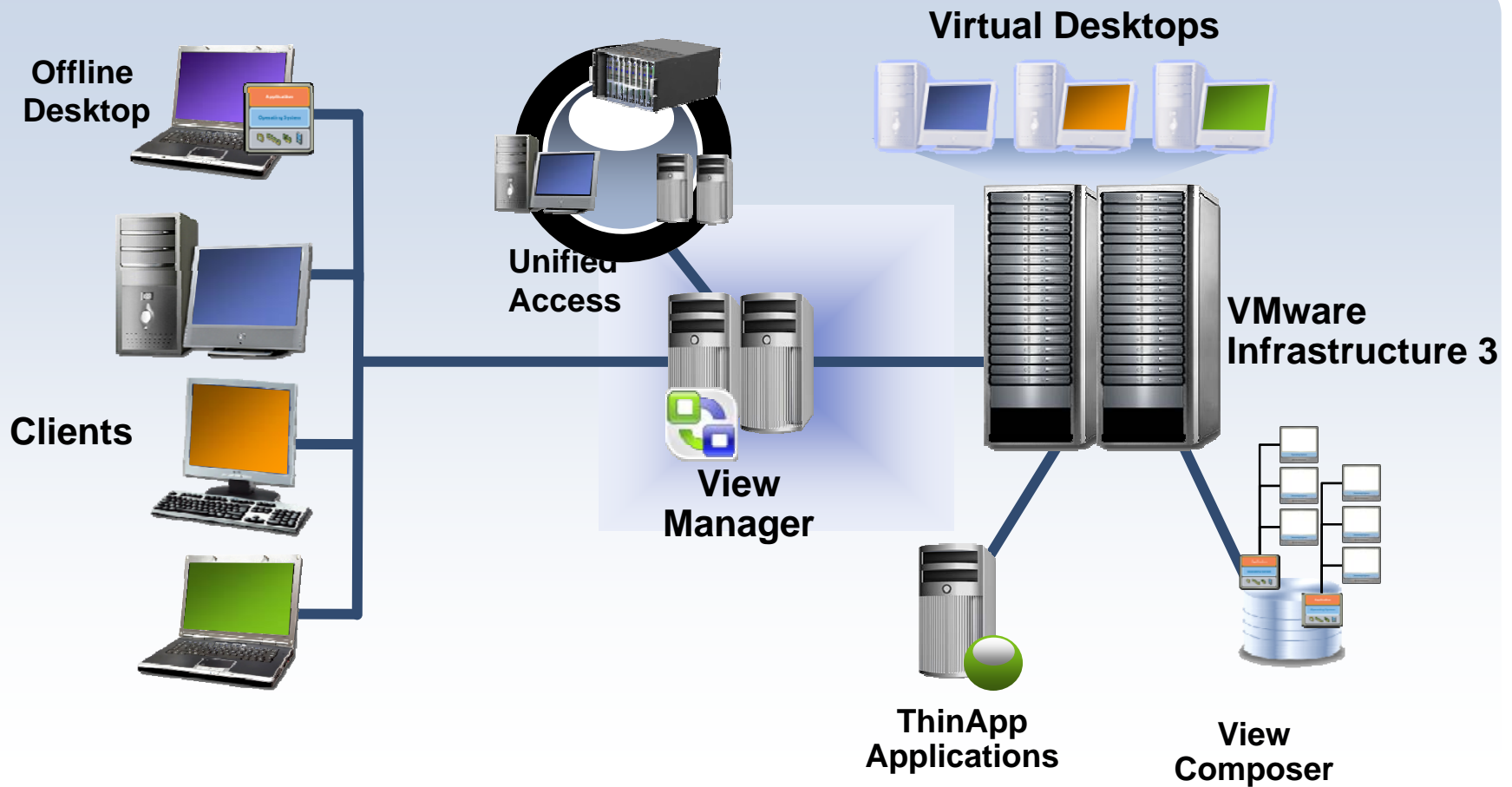
Thin- Client Support

- Broad industry support – over 45 devices
 - Linux, Win XPe, Win CE, and Proprietary
- VMware Thin Client Compatibility List

<http://www.vmware.com/resources/techresources/1053>



Summary Overview for View 3



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Where Customers Use VMware View



Desktop Replacement

Replace traditional PCs with centralized virtual desktops for better control and efficient management. End users have flexibility.



Disaster Recovery and Business Continuity

Provide continuous availability of desktops by making high availability and disaster recovery solutions more cost-effective, simpler, and more reliable.



Desktops as a Secure Service

Eliminate the need for moves, adds or changes. Allow third parties to access corporate applications in secure, controlled way.



Focused Solutions

Offshore development: giving developers control while keeping IP in data center. Platform migration: providing access to, e.g. from Vista to XP and vice versa. Application compatibility resolution. Mergers and acquisitions.

Case Study: NEC

Business Challenges

- Reduce operational costs
- Increase security
- Desktop tasks were time-consuming

Solution

- VMware View and NEC Virtual PC Center

Why VMware View

- 3 Support staff for 12,000 desktops
- TCO cut by 46%, admin tasks reduced by 1/3
- Software deployment time reduced from 3 months to few hours
- Zero data left on thin clients
- 20,000 desktops to be deployed by end of '08

The NEC logo is displayed in a bold, blue, sans-serif font. It is centered within a white rectangular box that has an orange border and a drop shadow effect.

“While it once took not only a substantial amount of effort but also two or three months to deploy new software, it is now possible for this to be accomplished in a matter of just a few hours.”

Susumu Shimano
Sr. Manager, MIS Division

Case Study: First Source

Business Challenges

- > Time to market adding desktops for new customers
- > Desktop tasks were time-consuming

Solution

- > VMware View deployment using thin clients to access virtual desktops

Why VMware View

- > Easier administration of desktops from a central location
- > Reduced time to add new PC to <10 minutes
- > End point security
- > Shift operations re-use the same thin client
- > Operational and hardware savings



"Any agent, any desk, anywhere."

"We could provide a workstation to any client, in any seat, at any office in the world... in just 8 minutes."

Shiva Kumar Ramamoorthy
Head IT

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VMware View 3 Packaging

	View Enterprise	View Premier
VI3 Enterprise		
vCenter		
View Manager		
View Composer		
ThinApp		
Offline Desktop*		

* Experimental in View 3.0

Summary of VMware View

Summary of Benefits

- Streamlined Desktop and Application Management
- Reduced Desktop Maintenance and Support Costs
- Improved End User SLAs and Desktop Business Continuity
- Improved Security and Compliance



Next Steps VMware View

More Information on VMware View:

<http://www.vmware.com/products/view/>

Download and Evaluate Solution:

www.vmware.com/download/view/

Use the VMware View TCO calculator:

<http://www.vmware.com/products/vi/calculator.html>

Take advantage of VMware View Service Offerings to accelerate your deployments

Thank you

Thank You!

Thank you