



NetApp[®]
Go further, faster



NetApp Based Cloud Services > **Desktop as a Service**

Quest Desktop Virtualization Services

Boost business agility while reducing costs with automated, centralized control of your PCs

CLOUD SERVICE HIGHLIGHTS

Cut desktop hardware acquisition, management, and operating costs by as much as 50% while still meeting service-level agreements.

Improve PC/desktop environment security, availability, and scalability, thus lowering downtime and raising employee productivity.

Extend the useful life of your PCs and avoid application compatibility issues with OS migrations.

Reduce IT capital expenditures with sensibly customized pay-as-you-go plans.

Take advantage of Quest's no-charge desktop virtualization assessment and analysis.

Count on the secure, flexible 24x7x365 availability of an expanding portfolio of Service Delivery Centers, located nationwide (check out this map).

THE CHALLENGE

Cost-effectively managing all those end-user devices

These days, workers are no longer tied to their desks. More and more, they work from anywhere and everywhere using a wide variety of end-user devices that must be managed and maintained.

Traditionally, IT administrators have interacted one on one with each end-user device to perform tasks such as software update/patching, asset provisioning, configuration management, and troubleshooting. As the types of end-user machines proliferate, it's become difficult not to occasionally miss a device—or a critical patch—and pay the consequences: Unsecured machines, application incompatibilities, missing functionality, excessive troubleshooting costs, frustrated end users, and ultimately unhappy customers.

Staying competitive means providing workers with devices that securely deliver the application environment each one needs—affordably.

THE CLOUD SERVICE

Ease management burdens and lower costs with Quest's Desktop Virtualization Services

Desktop virtualization separates each end user's environment (operating system, applications, data, customizations) from the physical desktop that an end user works on and then centrally stores and manages that environment, called an image, in a data center.

With Quest's Desktop Virtualization services, your desktop images reside in one or more of our highly secure, highly available nationwide Service Delivery Centers and can be delivered to almost any device. Your employees can access their workplace desktop environments on demand from anywhere.

Quest can quickly make updates to all or some of your images and work around failed endpoint devices or even entire locations. What's more, your company's desktop images can be kept separate from employees' personal applications and data, which helps protect the organization's data and applications.

“Utilizing Quest’s virtual desktop services to replace our costly thin client environment has meant better performance for our end users as well as ease of management for the IT team.”

Bob Fuller

Systems Administrator, Navellier & Associates

Desktop virtualization introduces a big change to how employees and contractors use their computers: The separation of the computing device itself from the applications, data, and personal customizations of each person who uses that device.

With desktop virtualization, each end user’s computing environment is encapsulated into an image that’s stored in a data center. These end-user images can be managed as needed—updated and patched, applications and data added or deleted as appropriate, security assured, backup copies automatically generated. And those images can be delivered anywhere, any time to any device—on demand.

Quest’s Desktop Virtualization services can transform how your workers use their PCs, notebooks, and smart-phones—and what it costs to administer and protect the applications and data end users access.

Shifting from a traditional desktop computing architecture to a Quest Desktop Virtualization service that’s been customized to your business goals can save you money and enable your business breakthrough ideas.

CUT DESKTOP COSTS BY UP TO 50% WITHOUT SACRIFICING YOUR SLAS

Most organizations haven’t virtualized their desktops; they’re typically spending about three times more in PC operational expenses than they did to buy the hardware, which means they’re spending too much.

Quest’s Unified Virtual Data Center

Our unified virtualization architecture, including NetApp® virtual storage as well as desktop virtualization capabilities from VMware and Citrix, simplifies the aspects of desktop management that traditionally have generated significant cost and complexity.

Now Quest can quickly handle such essential desktop management processes as provisioning, configuration management, connection brokering, policy enforcement, patching/updating, and application assignment. Your end-user devices and the applications you use will perform as well or better than they do currently—and you’ll save as much as 50% of costs associated with hardware acquisition, management, and desktop operations.

Automated provisioning

At Quest, we can customize our Desktop Virtualization services to provision desktops in groups according to your policies. Quest can also help you customize how much you let end users work with their virtual desktops using a LAN or WAN connection versus leveraging local device resources so they can have secure, offline access to applications and data.

IMPROVE PC/DESKTOP ENVIRONMENT SECURITY, AVAILABILITY, SCALABILITY

When Quest hosts your virtual desktops in one or more of its nationwide Service Delivery Centers, you benefit from more secure, centralized, and offloaded antivirus, encryption, and two-factor authentication capabilities that minimize risk of malware infection.

Importantly, your corporate data stays in Quest’s Service Delivery Center, where your corporate security policies remain in force. Quest’s Unified Virtual Data Center offers the exceptional synergies of a simplified, unified architecture that enables unsurpassed end-to-end security and isolation in



virtualized environments. In addition, timely data backup is built into the functionality of your end users' virtual desktop images.

EXTEND PC LIFE, AVOID OS MIGRATION CONFLICTS

Quest's Desktop Virtualization services can double the speed of Windows® 7 migrations, while cutting migration costs by half, based on our ability to rapidly provision virtual desktops that your end users can access without upgrading their hardware. We can also virtualize legacy applications so they're free of OS compatibility issues.

REDUCE IT CAPITAL EXPENDITURES WITH CUSTOMIZED SERVICES

Desktop virtualization can stretch your PC refresh cycle by possibly doubling the life of your PCs.

Expertise and ongoing support for a single monthly fee

Potentially, for instance, Quest's Desktop Virtualization services could enable you to bypass much of the upgrading and hardware acquisition expenses associated with a Windows 7

migration. Instead, you'll pay a single monthly fee for a carefully and sensibly customized service that enables you to continue using your older PCs for longer—as much as twice as long as a typical PC lifespan.

Quest's deeply experienced staff of experts will work with you to understand your objectives as well as your current desktop environment—and then they'll figure out how to affordably accomplish those objectives. Our experts will work with you at every level—translating business goals into technical requirements; transforming technical requirements into implementation plans; and following through with deployment, management, and ongoing support.

You'll get the desktop virtualization capability that serves your organization most effectively—and leave the hassles and headaches to Quest.

TRY QUEST'S NO-CHARGE DESKTOP VIRTUALIZATION ASSESSMENT

To get the most for the least cost, you need a strategy to determine which types of desktop virtualization will work for your organization.

Quest offers a free virtualization assessment to help you identify your options. We ask you to set up a workstation running critical applications that will serve as a virtualization model. Then Quest experts will load an agent on the workstation to gather data while you run your applications as you normally would.

Our experts then review and analyze the data we've gathered and make recommendations about how you can exploit desktop virtualization technologies to achieve significant competitive advantage for less money than you're spending now.

NETAPP HELPS QUEST'S CUSTOMERS DO MORE WITH LESS

The ability to understand your specific business needs and then customize affordable, efficient cloud services to meet those needs is a core element of Quest's business model.

Because we want to provide you with optimum value for your IT spend, we're continually searching out and embracing third-party products and services that cost-effectively meet the challenges our customers face.

QUEST PRODUCTS AND TECHNOLOGIES	NETAPP PRODUCTS AND TECHNOLOGIES	THIRD-PARTY PRODUCTS AND TECHNOLOGIES
Quest Virtual Application Development environment design, management, and performance/fault monitoring services	FAS2000 and FAS 3000 series storage systems	HP ProLiant servers
24x7x365 incident tracking and customer notification	Data ONTAP® storage operating system	Cisco Unified Computing System™ blade servers, Cisco Nexus® data center switches
	NetApp protection software	Juniper Networks EX series
	NetApp OnCommand® management software	VMware® vSphere™, VMware View
	NetApp object storage software	Citrix XenDesktop, XenClient
		Wyse Thin Clients

Table 1) Quest and NetApp service components

That's why Quest relies on the efficiency, flexibility, versatility, and ease of management built into NetApp storage systems.

NetApp's extensive storage expertise, innovative technologies, and proven best practices make it possible for Quest's customers to do more with less—and do it with greater agility. That, in turn, enables us to boost the power of our infrastructure so we can deliver affordable, efficient virtualization capabilities to businesses of all sizes spanning many industry sectors.

Whether it's private cloud, public cloud, or hybrid cloud services, Quest and NetApp can deliver.

RELATED SERVICES

Quest Unified Virtual Data Center

Quest's nationwide Service Delivery Centers, IT resources, and expertise in virtualization technology and cloud computing provide the enhanced service levels and operational efficiency you expect, without the cost and management burdens of an in-house service.

Quest Disaster Recovery/Business Continuity

Quest brings your business reliable, scalable data storage and the ability to recover from large or small business disruptions.

Quest Virtual Application Development

Get the sophisticated cloud infrastructure your developers need to more quickly create the high-quality software applications that make your business competitive.

ABOUT QUEST

Quest is one of the nation's leading technology consulting and management firms, providing Professional, Managed, and Cloud Services in business continuity/disaster recovery, data storage and colocation, security, networking, telecommunications, wireless, and technical staffing. Visit us at www.questsys.com. Quest is a member of the NetApp Partner Program for Service Providers.

ABOUT NETAPP

NetApp creates innovative storage and data management solutions that deliver outstanding cost efficiency and accelerate performance breakthroughs. Discover our passion for helping companies around the world go further, faster at www.netapp.com.



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