

# Virtual Desktop SOLUTIONS

**Ease of Management.  
Ultimate Data Protection.  
Real Control.**

**No infrastructure consolidation and optimization solution is complete without desktop virtualization.**

Mainline's Desktop Virtualization Solutions enables you to take consolidation and optimization beyond the datacenter, positively impacting the bottom line through improved efficiency, resource management and measurable return on investment.

**Mainline's Desktop Solution Offerings bring together the latest virtualization and server technologies, enabling customers to satisfy critical business needs as never before:**

- • Improve security of sensitive customer data and meet regulatory compliance requirements
- • Lower costs through consolidation, desktop standardization and power consumption reduction
- • Centralize management and control, reducing the time required for deployment and maintenance
- • Enable a high-performance, reliable information network that is responsive, flexible and empowers company growth
- • Provide network and data access for remote and outsourced employees

By applying server virtualization and consolidation methodologies to the desktop environment, Mainline has created an opportunity to reduce a significant cost component of every business – desktop management.

## The High Cost of Traditional Desktop Management

Businesses are rethinking how desktops are deployed and managed. Traditionally, desktops are purchased, deployed, repaired, maintained and ultimately, recovered and disposed. More than 70% of the total cost of ownership of a desktop environment is comprised of paying for the time spent setting-up, deploying, maintaining, repairing and replacing desktops.

## How Desktop Virtualization Works

Through Desktop Virtualization, companies host individual desktops inside virtual machines running in their data center on more reliable, more fault-tolerant industry-standard servers. Users access these desktops remotely from a PC or thin client using RDP (remote desktop protocol) or PCoIP (personal computer over internet protocol). Since applications are managed centrally within the corporate data center, organizations gain better control over their desktops and the data that these desktops access. Operating systems and application installations, upgrades (ex. Windows XP to Windows 7), patches and backups can be completed in the data center, and then easily deployed to the end-users without visiting individual desktop systems. This allows for easier management of specific needs for certain users, as well as global changes and updates for all users.



## Mainline, IBM, VMware & Leading Vendors Deliver a First-of-its-kind Virtual Desktop Solution

This first-ever hotel deployment of a Virtual Client Solution was implemented at Staybridge Suites' 100th hotel, and is changing the way business is done.

Virtual Desktop Infrastructure (VDI) was recently deployed at Staybridge Suites' 100th hotel, enabling thin-client computers in each guest room. Individual desktops are hosted on IBM BladeCenter servers located in the hotel's data center and are accessed remotely via the thin-clients using remote desktop protocol. Staybridge has defined its IT strategy around delivering an exceptional guest experience. This includes leveraging VCS to provide always-live internet on secure thin-clients in every room. Because security is so critical, a "clean slate" approach is taken upon guest check-out, deleting all information accessed during their stay.



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## Benefits of Desktop Virtualization

Desktop Virtualization Solutions from Mainline empower companies, both large and small, to realize numerous benefits from this new model of desktop deployment and management.

### These benefits include:

- Lower acquisition cost: Thin clients deliver the exact same user experience as a dedicated PC, including customizations like wallpaper and user-defined dictionaries, but at a much lower acquisition cost (up to 30% less expensive versus traditional PCs and even Citrix) while reducing power consumption by up to 50% versus traditional PCs.
- Lower management costs: Faster deployment, faster repairs and easier remote management translate into less time required to maintain a growing desktop environment. By reducing the total cost of ownership by up to 35%, it is no surprise that desktop virtualization has been called the “future of the corporate PC.”
- Security and reliability: Virtualizing the desktop centralizes sensitive data onto more easily managed, reliable and secure servers. For example, if a thin client laptop is lost or stolen, security is not compromised because sensitive data is not stored on the actual thin client laptop. The thin client is simply the means for securely accessing the data that is stored in the data center. The method of deployment and solution structure make Desktop Virtualization ideal for offsite facilities used for development, call-centers, order processing or other transaction-based tasks.
- Flexibility: Desktop Virtualization enables dynamic user management, including data access rights, desktop resources (CPU and memory) and application usage. User access can be tracked and users can log in from any thin client, not just their assigned workstation, leveraging roaming profiles to ensure a consistent and personalized desktop experience every time.
- Compliance: Desktop Virtualization enables organizations to move sensitive data normally stored on a PC into the corporate data center in order to maintain data integrity and meet regulatory compliance requirements, such as HIPAA, Sarbanes-Oxley and Gramm-Leach-Bliley.
- Management: Organizations with branch offices and remote employees can manage their desktop environments and applications in the corporate data center, where backups, upgrades and complete maintenance can be performed from one central location, reducing or eliminating the need to send IT administrators on-site.
- Disaster Recovery: Complete desktop environments are encapsulated inside VMware virtual machines and maintained in the corporate data center where, in the event of a disaster, they can be instantly recovered and redeployed.

## Mainline: A Recognized Leader in Desktop Virtualization

Mainline has established key partnerships for all Desktop Virtualization components, including connection brokers and thin clients, to ensure that customers have the solution options that best suit their needs. Built upon a foundation of IBM System x and BladeCenter servers, IBM TotalStorage and VMware virtualization software, Desktop Virtualization delivers exceptional performance and reliability at price-points that are difficult to ignore.

Mainline’s trained team of industry-leading systems engineers have expertise in both server and desktop virtualization that is second to none in the industry, acquired through real-world deployments. From consultation to proof of concept to production deployment, Mainline is your complete solution partner for Desktop Virtualization Solutions.

To learn more, contact your Mainline Account Executive or call Mainline directly at **866.490.MAIN (6246)**.



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