

Making VDI affordable for everyone

A straightforward solution to
implement desktop virtualization
easily—with infrastructure
costs under \$200 per user



Even as the economics of desktop virtualization have improved dramatically in recent years, some organizations continue to perceive it as a niche or high-end technology beyond their reach. In part, this is due to complex sizing processes that can make it difficult to assess the true server and storage requirements of a solution. To make VDI simpler to plan and implement, Citrix and Dell have worked together to deliver an affordable desktop virtualization solution—with a validated approach that delivers its full benefits for only \$200 per user in infrastructure costs.

The benefits of desktop virtualization are well established. By decoupling the client operating system, applications and data from the underlying hardware, IT can deliver dynamically assembled desktops on-demand to users anywhere, on any device. Users gain the flexibility to use any device they choose, including laptops, thin clients, tablets and even their own personal devices. This centralized approach can greatly improve IT efficiency and agility while enabling more effective security and control. While the advantages of desktop virtualization are clear, however, its cost structure can be harder to determine.

The buying process for desktop virtualization typically begins simply enough with the evaluation of software solutions, but becomes more complex once hardware comes into the picture. Suddenly, the IT administrator has to work through confusing shared storage calculators and become an expert in the IOPS required to support the implementation. Reference architectures highlight a plethora of server and storage features—and upsell opportunities—while avoiding the most important factor for the customer: cost.

Citrix and Dell have taken a stand to simplify the cost structure of desktop virtualization and make clear just how affordable this technology can be. Together, the companies offer a simple, cost-effective desktop virtualization solution, designed specifically with the IT administrator in mind, that makes all the benefits of desktop virtualization available for only \$200 per user in hardware infrastructure. Designed for the rapid deployment of baseline desktop virtualization, the solution can be upgraded easily with more advanced features as your needs evolve.

Improving economics of desktop virtualization

2008

User desktops:

Microsoft Windows XP
Minimum 512 MB RAM

Servers:

Max. 4 cores, 8 GB RAM
Up to 12 users/server

Hardware infrastructure cost:

\$800 – \$900/
virtual desktop

2013

User desktops:

Microsoft Windows 7
Minimum 1 GB RAM

Servers:

Max. 16 cores,
256 GB RAM
Up to 112 users/server

Hardware infrastructure cost:

\$200/virtual desktop

Desktop virtualization by Citrix and Dell for only \$200 per seat in storage and server costs

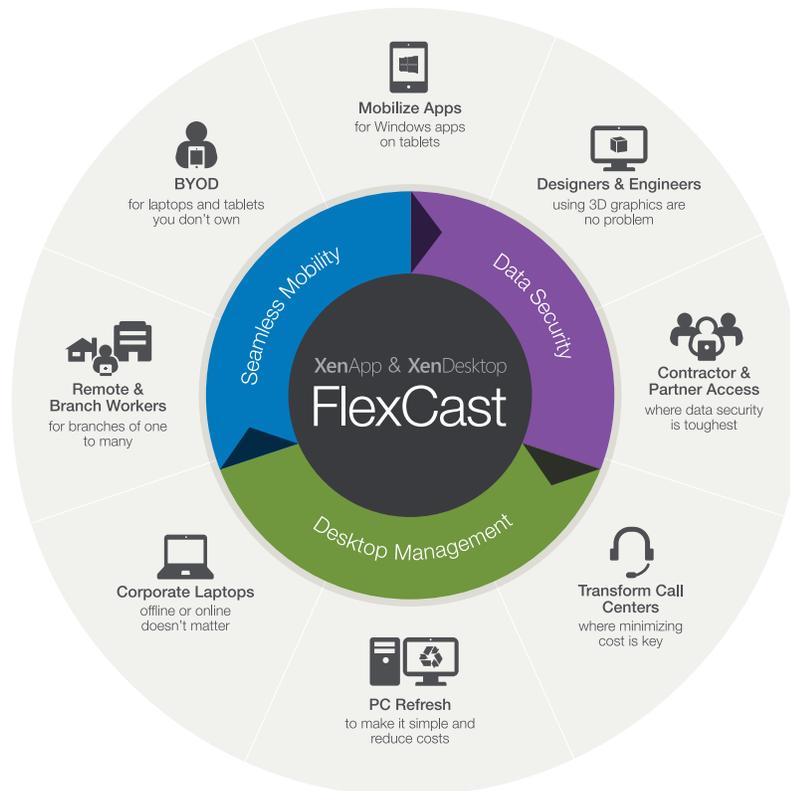
Citrix and Dell have collaborated to configure and validate a solution delivering virtual desktops to up to 90 users per server. Ideal for a small deployment or a pilot effort to test user acceptance, the integrated solution is powered by Citrix XenDesktop desktop virtualization software running on a Dell PowerEdge server, the hardware platform for Dell Desktop Virtualization Solution (DVS) solutions. Total costs for Dell hardware components come to only \$200 per user. This low-cost, simple-to-deploy solution is an ideal way to provide a foundation for desktop virtualization, and is also appropriate for pilot projects that will lead to larger initiatives as well as small-scale projects such as upgrading labs or setting up demo kiosks. Even taking into account additional costs for XenDesktop and Microsoft VDA licensing, the overall price of the solution is equal to or less than the cost of a physical desktop, while yielding new benefits in mobility, security and manageability.

Organizations seeking to scale the solution can grow seamlessly into a larger distributed architecture by simply adding more servers while continuing to leverage the initial investment. For organizations seeking more advanced shared storage features such as live migration, high availability, dynamic motion and VM failover, Dell offers a simple upgrade path with two options for shared storage.

Leveraging affordable desktop virtualization for use cases throughout the organization

The new economics of desktop virtualization bring its benefits within reach of organizations of all kinds and sizes. The falling cost of these solutions has come in tandem with an ever-wider array of challenges and priorities they can be used to address. VDI is only the beginning; XenDesktop with FlexCast technology provides the flexibility to deliver virtual apps and desktops using a variety of methods to balance user requirements, cost and manageability in the right way for each use case in your organization, including:

- Mobilize Windows apps on tablets
- Deliver virtual 3D graphics apps for designers and engineers
- Provide contractor and partner access where data security is toughest
- Transform call centers to minimize costs
- Simplify PC refresh and reduce costs
- Support corporate laptops—both online and offline
- Empower remote and branch workers
- Allow BYOD for laptops and tablets



Conclusion

As the solution configured and validated by Citrix and Dell makes clear, there's no reason to perceive desktop virtualization as an option only for larger organizations or IT budgets. At a hardware cost of only \$200 per user, you can deliver the virtual desktops your business needs today to address your most pressing requirements and use cases. To examine the complete reference architecture and validation testing of the solution, and to learn more about Dell DVS solutions and Citrix XenDesktop, please refer to the resources listed below or contact your Citrix or Dell sales representative.

Resources

[Citrix XenDesktop](#)

[Dell DVS Enterprise for Citrix](#)

[Dell DVS Enterprise Architecture for Citrix XenDesktop and XenApp](#)

[Dell Cloud Client Computing TCO Calculator](#)

[Contact Dell](#)



Corporate Headquarters
Fort Lauderdale, FL, USA

Silicon Valley Headquarters
Santa Clara, CA, USA

EMEA Headquarters
Schaffhausen, Switzerland

India Development Center
Bangalore, India

Online Division Headquarters
Santa Barbara, CA, USA

Pacific Headquarters
Hong Kong, China

Latin America Headquarters
Coral Gables, FL, USA

UK Development Center
Chalfont, United Kingdom

About Citrix

Citrix (NASDAQ:CTXS) is a leader in virtualization, networking and cloud infrastructure to enable new ways for people to work better. Citrix solutions help IT and service providers to build, manage and secure, virtual and mobile workspaces that seamlessly deliver apps, desktops, data and services to anyone, on any device, over any network or cloud. This year Citrix is celebrating 25 years of innovation, making IT simpler and people more productive with mobile workstyles. With annual revenue in 2013 of \$2.9 billion, Citrix solutions are in use at more than 330,000 organizations and by over 100 million people globally. Learn more at www.citrix.com.

Copyright © 2014 Citrix Systems, Inc. All rights reserved. Citrix, XenDesktop, XenApp, FlexCast and VDI are trademarks of Citrix Systems, Inc. and/or one of its subsidiaries, and may be registered in the U.S. and other countries. Other product and company names mentioned herein may be trademarks of their respective companies.