

Peckham

Peckham adopts desktop virtualization to provide IT service for many users through a few workstations – and save money

“We had already consolidated many of our servers. Now we are able to expand workstation service to roaming users, use existing workstations and improve performance – with minimal additional capital expense!” –Mike Behrenbrinker, Director of Technology, Peckham

Business Challenge/Technology Needs:

Peckham was faced with the same problem as many mid-size businesses today – they had old equipment that needed to be replaced. They were able to upgrade and virtualize many of their servers, but their desktops were also out of date. They also had a problem with mobile users who needed access to their own desktops wherever they might be – on the shop floor or in another building and could not use laptops as they are primarily for professionals who required mobility outside of Peckham’s facilities.

The balance between making information and IT service available anytime, anyplace and making sure it is protected is a challenge. When workers become mobile, access to their data presents a security risk. Although Peckham was aware of all these problems, their budget would simply not permit a big capital expense.

The Technology Solution:

After consulting with Corporate Technologies’ Technical Support Engineering team, Peckham chose an affordable solution that did not require them to buy new hardware. They virtualized their desktops and maintained a high level of data security by extending their virtualization to include workstations. Their four (4) VMware ESX servers are able to support the 50 virtual users. Every user can have their own desktop at every workstation since it is virtualized. User data is not stored at the workstation, but it is stored at the server where it can be secured. Since much of the processing occurs at the server, the life of existing workstations was extended by at least three years.

The users experience even better performance than with their previous dedicated workstations. Many of the monitors and keyboards of the old workstations were upgraded to give the users the feeling of a completely new workstation. The users were ecstatic! There was no need to ‘sell’ the virtualized solution to the users; new departments requested it.

Management of the virtualized workstations is much easier than management of the ‘fat-client’ PC’s. Provisioning new users, software maintenance, upgrades, and general desk-side support have been simplified, performance increased and costs are now reduced.

The Benefits:

- Users prefer the virtualized desktops
- Every user has their own personal desktop environment
- Multiple users can work from the same workstation
- Every user can work from any of the workstations
- Workstation refresh cycle was not required – no capital expense
- Information is controlled and security is improved
- Workstation sessions that become infected by Malware are contained

Save Money

- Do more with less
- Re-use existing investments
- Extend the life of hardware

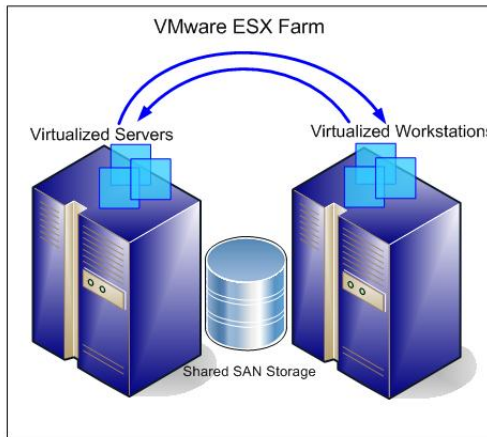
Secure your Business

Of companies that had a major loss of data:

- 43% never reopen
- 51% close within 2 years
- Only 6% survive long-term

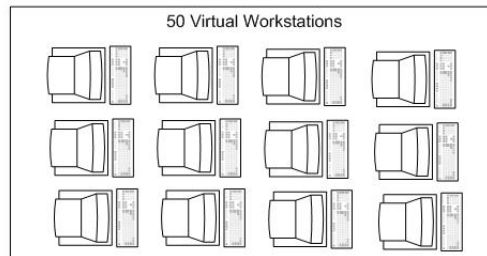
Small & Medium Business (SMB) Virtualized Workstation Solution

Server virtualization consolidated many servers down to four ESX servers



Virtualized servers are high-availability and can automatically failover in case of any server problem

Users can access their personal desktop environment from any PC as they roam throughout the facility during the day



50 PCs are shared by 250 roaming users

Summary:

The virtualization strategy adopted by Peckham could be used by almost any small or medium-sized business (SMB) that has already virtualized servers. Roaming users, multiple users requiring access to a single workstation, data security, and budget constraints are all addressed without compromise.

The benefits of virtualization are clear. The key is to apply the technology that has already been deployed to garner the additional benefits. Expense is kept in line with business needs and the solution can be rolled out in stages, minimizing disruption to the business.

Key Issues	SMB Desktop Virtualization
Personal desktop at any PC when roaming	Yes
Multiple users can use one workstation	Yes
Rapid application deployment	Yes
Tight user access control	Yes
User training/education required	No
Data security	Yes
Workstation session Malware control	Yes
Implementation (compare to PC's)	Much faster
Capital expense required	Minimal