

BUILDING A VDI BUSINESS CASE

HOW TO BENEFIT FROM REMOTE WORKING

This no-nonsense guide takes you through the key points you'll need to consider when you're looking into investing in an effective, sustainable and scalable remote working solution that improves workforce mobility and productivity *for all* users, without increasing IT cost and complexity.

Drawing on real-world experience and business outcomes from leading practitioners in the Architecture, Engineering and Construction (AEC) space, it outlines essential steps to building a business case for virtual desktop infrastructure (VDI).





OVERCOMING INVESTMENT OBSTACLES

Organisations are increasingly turning to VDI as an easy to scale remote working technology solution, where large upfront CapEx costs are largely replaced by OpEx. However, many IT teams quickly found off-the-shelf platforms simply couldn't cope with the demands of power users working with big data or graphics-heavy applications. The result has been that these users have effectively become shackled to their office IT set-up.

These obstacles increase the stakes for IT teams seeking financial approval for further IT investment from a C-suite striving to overcome post-pandemic balance sheet challenges.

To overcome purse-string-tightening cynicism at board level and user reluctance arising from bad former experiences, it's now crucial for IT teams to build a compelling case - one which includes both an effective technology solution for all users and a successful long-term deployment model in order to unlock return on investment.

Put simply, does your case for further investment in VDI still have legs?

DOES YOUR VDI ARGUMENT STACK UP?

In our experience, the answer to that question is almost certainly 'yes' if you:



Have a need for long-term flexible or remote working



Last looked at upgrading traditional desktop or on-premise VDI over a year ago



Have encountered problems with your VDI deployment



Need a more efficient way to share large files and collaborate with partners



Want to improve access to big data and applications



Need to review your disaster recovery strategy



LEVERAGING WORKFORCE MOBILITY

VDI has come a long way in recent years. Network, compute and storage technologies are more reliable and higher performing. Thin provisioning has reduced wasted storage by allocating space only as needed, while linked clones enable virtual machines (VMs) to share disks via virtual storage area networks. Summed up, such improvements better utilise existing resources and significantly cut costs.

In the hands of Creative specialists, VDI has now been engineered for the most demanding of settings, like super users working with big data or graphics-heavy applications, releasing these employees from their traditional office IT systems.

Crucially, our purpose-built VDIPOD solution gives users tools and experiences identical to or better than they enjoy in the workplace.

Creative VDIPOD combines best of breed technologies into a Desktop-as-a-Service (DaaS) solution that was purpose built to truly enable working from anywhere across the entire workforce, from knowledge users with basic IT needs through to high graphics and data users. At last, IT teams can successfully provide workforce mobility for everyone in a single VDI solution.



“We got as far as a trial with one solution, but it was much too slow and couldn’t handle our big files and applications. Now we have a number of instances where Creative VDIPOD beat the user’s previous laptop or PC setup for speed and overall experience.”

Ronnie Vasconcelos
Director of IT, Broadway Malyan



“Nobody else has the technical expertise and deep industry understanding to do what Creative can.”

Nuzrul Haque
Vice President IT Business Partner, SNC Lavalin





WHAT DO THE NUMBERS LOOK LIKE?

First, scrutinise the numbers - but be careful to avoid comparing apples with oranges.

When comparing on-premise or cloud-based VDI options like WVD managed in-house with Desktop-as-a-Service delivered by an MSP, start by calculating the total cost of ownership (TCO), usually over a 5-year period. In-house expenses should include PC hardware refreshes, virtualisation software and additional GPU, together with costs associated with administrator salaries, power, rack space, out-of-hours staffing and training costs to support the deployment.

Creative VDIPOD can enable you to deliver greater ROI from your IT investment.

VDIPOD will enable you to

- ✓ Enjoy 60-70% saving on traditional CapEx cost of purchasing high spec workstations and laptops to manage big data, graphics and CAD applications
- ✓ Move to lower spec laptops or thin terminals to work on VDI
- ✓ Sweat existing hardware assets for longer as all performance will be provided by Creative's DaaS solution
- ✓ Remove large CapEx cycles and move towards a predictable monthly OpEx payments



PRODUCING A SOLID BUSINESS CASE

A business case for any IT investment must, of course, be founded on a solid financial argument. But, in our experience, mounting a successful campaign for VDI adoption requires a more holistic approach.

Beware of companies offering VDI solutions designed solely to save money. While businesses can and do achieve IT cost savings by

implementing virtual desktops, the reality is this isn't always the case. Before and after IT infrastructure costs often remain flat or rise slightly.

So, while it's right to do a cost comparison, a business case based purely on cost saving is unlikely to fly and ignores a host of wider benefits that companies can unlock through investing in virtual

desktop infrastructure.

Pretty much without exception, Creative clients who have overcome the hurdles of financial approval and seen the best results from their VDI investment have justified and built support on the basis they can unlock significantly greater value for around the same outlay.

BUILDING A VALUE-DRIVEN CASE



Productivity benefits are often overlooked. Creative VDIPOD users enjoy the same (as a minimum) or in some cases superior experience than they get in the workplace. That's because our Desktop-as-a-Service (DaaS) solution was purpose built to meet the demands of high graphics and data users, enabling workforce mobility for all employees.



The value of enabling project teams to work and collaborate effectively from anywhere should not be underestimated. With VDIPOD, team members in different time zones can work together on complex designs and models, delivering projects faster at less risk and cost.



Don't forget to factor in technological gains. Creative VDIPOD offers enhanced data security, built-in disaster recovery, faster IT provisioning, speed of access, improved version control and time saved eliminating rework and duplicated effort.



To optimise ROI, choose a deployment model tailored to your business needs, deciding which workloads to deploy in the cloud and which to retain on-premise. Creative VDIPOD is the only platform that can be consumed in the cloud, on-premise or in a hybrid model in a single, seamless solution for all users.



Our DaaS solution is delivered as a managed service, with businesses paying a set amount per user, per month, meaning predictable OpEx payments and no more large upfront CapEx costs. Businesses benefit from access to the latest technologies, optimised and managed by industry specialists.



Take advantage of Creative Scalable Pricing, one of the most flexible virtual desktop offers on the market. Unlike normal VDI approaches based on fixed hardware or cloud solutions, you pay per user, per month, per profile by purchasing credits that you can stipulate and reallocate anyway you like, providing instant scalability as and when you need it.

SOME OF THE BENEFITS OF VDI TO FOCUS ON



WORKFORCE GAINS

- Greater mobility
- Richer collaboration
- Increased productivity
- Better decision-making
- Improved version control resulting in less rework
- Equal or improved user experience
- Enhanced work-life balance



IT GAINS

- Eliminates need for expensive refreshes, maintenance and support on PCs and laptops
- Smaller storage footprint
- Built-in disaster recovery through geographic data centre redundancy
- Less provisioning, patching and helpdesk traffic
- Centrally managed updates, leaving more time to spend on innovation and transformational IT projects
- Capacity that scales up and down as business needs change



CFO/BUSINESS GAINS

- Faster time-to-market
- Improved business uptime and productivity
- Recurring savings on PC refreshes, software licences and support contracts
- Stronger balance sheet
- Predictable OpEx payments and no more large upfront CapEx costs
- More agile IT platforms for growth



HOW CREATIVE CAN HELP

With our unparalleled experience of delivering VDIPOD solutions within the AEC sector, we can provide real-life usage data and feedback to help you benchmark performance in real time and develop a proof of concept to validate improvements within your environment. So, you can strengthen your business case with meaningful numbers, combined with powerful workforce, IT and business gains.

To arrange a free, no-strings consultation, please contact:

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