

Top Motivators and Challenges of VDI

Data Collected from 600 IT Professionals Revealed:

- 61 percent have already or have plans to implement VDI
- 64 percent expecting deployment size of up to 1,000 virtual desktops

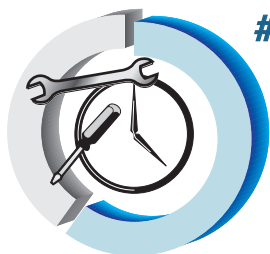
Motivators



66%

#1 66% want easy centralized management

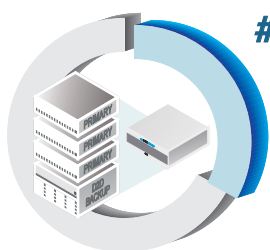
- Recommendation: L Purchase solutions that integrate and allow users to manage all systems from a single console.



60%

#2 60% are looking to VDI to reduce the amount of time spent on maintenance and making OS upgrades easier.

- Recommendation: Track actual time spent on these processes and compare with desired.



33%

#3 33% are considering VDI to consolidate storage and backup processes

- Recommendation: Look at storage infrastructure that consolidates primary and backup processes. This capability should integrate easily into a VDI deployment.

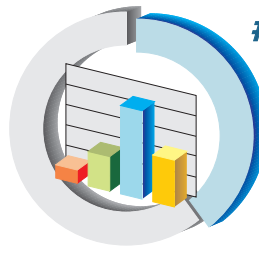
Inhibitors



54%

#1 54% acknowledge performance and cost as top storage challenges of VDI

- Recommendation: Seek solutions that are built from the ground up for VDI environments.



40%

#2 40% indicated storage infrastructure incurs the highest capital costs for VDI deployments

- Recommendation: Pursue storage solutions that leverage low-cost disk drives and high-performance flash storage in order to maximize ROI.



30%

#3 30% say overall cost of VDI deployment is biggest obstacle to adopting VDI

- Recommendation: Calculate the capital costs of each component of VDI and focus efforts on reducing highest cost component. This will work best to bring the overall costs to an acceptable level.

Top Motivators and Challenges of VDI

1. Describe your current VDI deployment status:

Have already implemented VDI	78	13%
Have a VDI pilot in place	72	12%
Planning to implement VDI in the next 12 months	107	18%
Planning to implement VDI in > 12 months	109	18%
Have no plans to implement VDI	234	39%
Total	600	100%

2. What are the key motivators driving your VDI deployment (check all that apply)?

Easy, centralized management	393	66%
Improved security and compliance	236	39%
Reduced maintenance, easy OS upgrades	357	60%
Simplification of Windows 7 deployment	178	30%
Storage and backup consolidation	198	33%
Other, please specify	74	12%

3. How many VDI desktops have you deployed (or plan to deploy)?

0	177	30%
<250	277	46%
250-500	72	12%
500-1000	33	6%
1000-2500	18	3%
>2500	23	4%
Total	600	100%

4. What is your biggest obstacle to deploying a VDI solution?

Business/end-user resistance to giving up existing desktops	123	29%
Lack of management solutions	21	5%
Storage infrastructure readiness	52	12%
Adapting IT operations processes to support VDI end users	100	24%
Overall VDI deployment costs	127	30%
Total	423	100%

5. What do you find is your primary storage challenge for supporting VDI projects?

Getting required performance	137	23%
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Containing costs	200	33%
Provisioning complexity	61	10%
Backup and DR cost and complexity	70	12%
Sizing storage to fit VDI requirements	91	15%
Other, please specify	41	7%
Total	600	100%

6. Which of these areas incur the highest VDI capital costs?		
Storage infrastructure	237	40%
Server infrastructure	173	29%
VDI software	114	19%
Client hardware	40	7%
Other, please specify	36	6%
Total	600	100%

7. What storage protocols are you considering for your VDI deployment (choose all that apply)?		
iSCSI	353	59%
NFS	211	35%
FC	163	27%
DAS	72	12%
Other, please specify	56	9%

8. What are your plans around storage infrastructure for VDI?		
Use existing storage infrastructure	324	54%
Acquire new dedicated storage infrastructure for VDI	150	25%
Acquire new shared storage infrastructure for VDI and other applications	126	21%
Total	600	100%

9. Please specify your industry vertical:		
Financial	77	13%
Legal	16	3%
Healthcare	76	13%
Education	59	10%
Services	167	28%
Other, please specify	205	34%
Total	600	100%