



Test & Computer Services Ltd

## Moving Multiple Computers to A VDI Environment

# Case Study



### Challenge

The client had 13,000 desktops and laptops which they wanted to move to a VDI environment. Multiple vendors had submitted tenders which varied quite widely on both the equipment required and the final solution costs. These differing solutions left the customer confused and uncertain which solution was right for their business needs. The customer decided to calculate their requirements using traditional methods of analysis and sizing but this proved very difficult due to a lack of internal expertise in using these tools. The challenge was to provide a managed solution that could be implemented allowing a controlled migration from the existing desktop and laptop infrastructure to a VDI environment while remaining within budget.

### Solution

Our consultants collected and analysed the client's data and produced a precise profile model of the 13,000 machines. The target environment for the client was clearly defined from this analysis specifying the exact storage, performance matrix, processor and memory requirements that the client would need to implement the VDI solution. This allowed the customer to approach multiple vendors for quotations which met with the customers precise requirements rather than a solution which the vendors proposed.

### Outcome

The customer gained control of their vendor relationships by requesting quotes for the exact systems they needed as opposed to the vendors quoting for a VDI solution they thought the client should deploy. The migration was managed smoothly, in agreed phases and, most importantly, on schedule and on budget. This consultancy saved the client more than £600K on the cost of storage alone.

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## 24 Years of Experience