



BYOD How-To-Guide

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Two smart people I work with



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The BYOD Landscape & Problem

Seismic Changes in IT

Legacy to Next Generation

Legacy IT	Next Generation IT
Windows Apps	Web, Windows, Native Apps
Windows OS	iOS, Android, Windows, OSX
Complex Server-Storage-Network Data Center Infrastructure	Cloud and Hyper-Converged Infrastructure (HCI)
Managed Devices	Un-Managed and Managed
	Big Data Enabled Analytics

More than 80% of the devices are un-managed

Managed Devices

- Corporate Owned

Un-managed Devices

PC/Mac/Phone/Tablet owned by:

- Employee
- Consultant
- Student
- Contractor
- Partner
- Acquired Company Employee

And change is happening 10x faster



Devices updated **quarterly**

vs.

PCs, Apps, Infrastructure
updated every **3-5 years**

The BYOD Problem

How does IT enable
secure access to :

- windows desktops
- windows apps like SAP
- network file shares
- SaaS apps like Office 365
- web apps like SharePoint
- native apps like Box

from any device

Windows
Desktops & Apps

Network
Shares

SaaS & Web
Apps

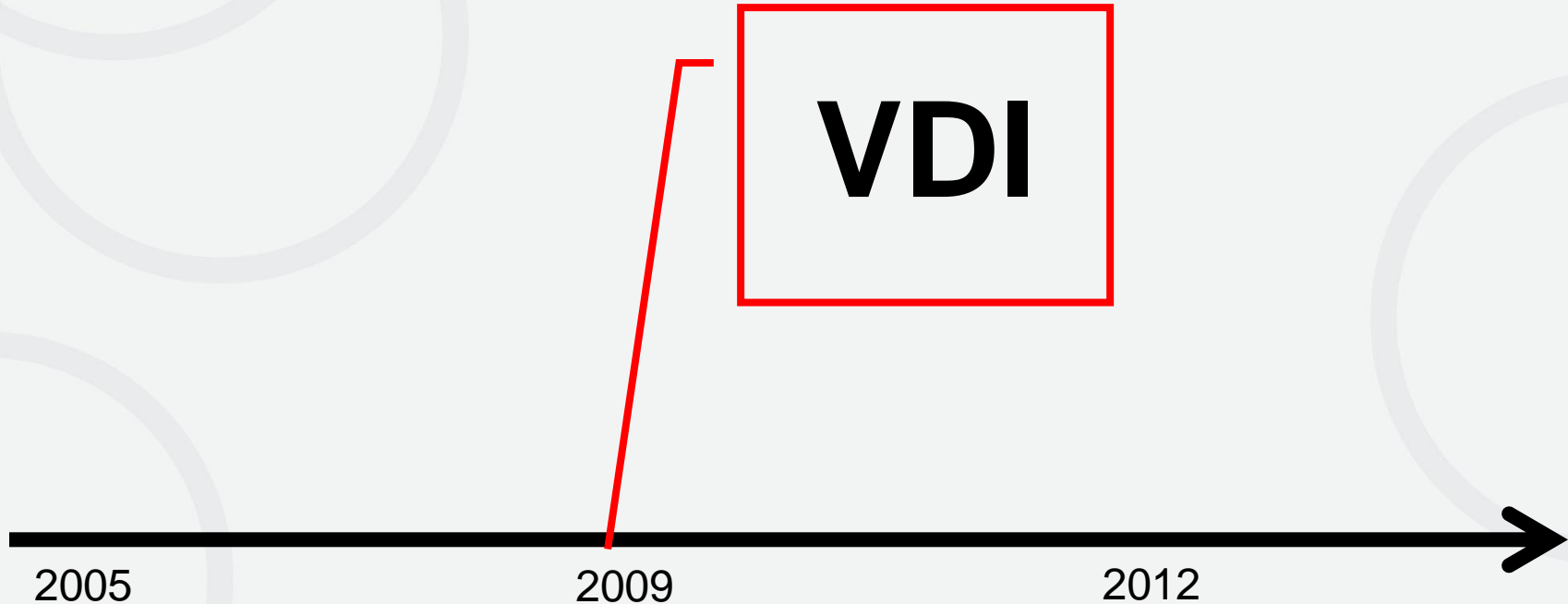
Hybrid
Native Apps

Device
Management

Windows	Mac OS	iOS	Android

Existing Solutions & Challenges

First, we tried solving the problem with VDI



VDI works for less than 10% of users

Poor User Experience

Remote Windows Experience for all Applications

No offline

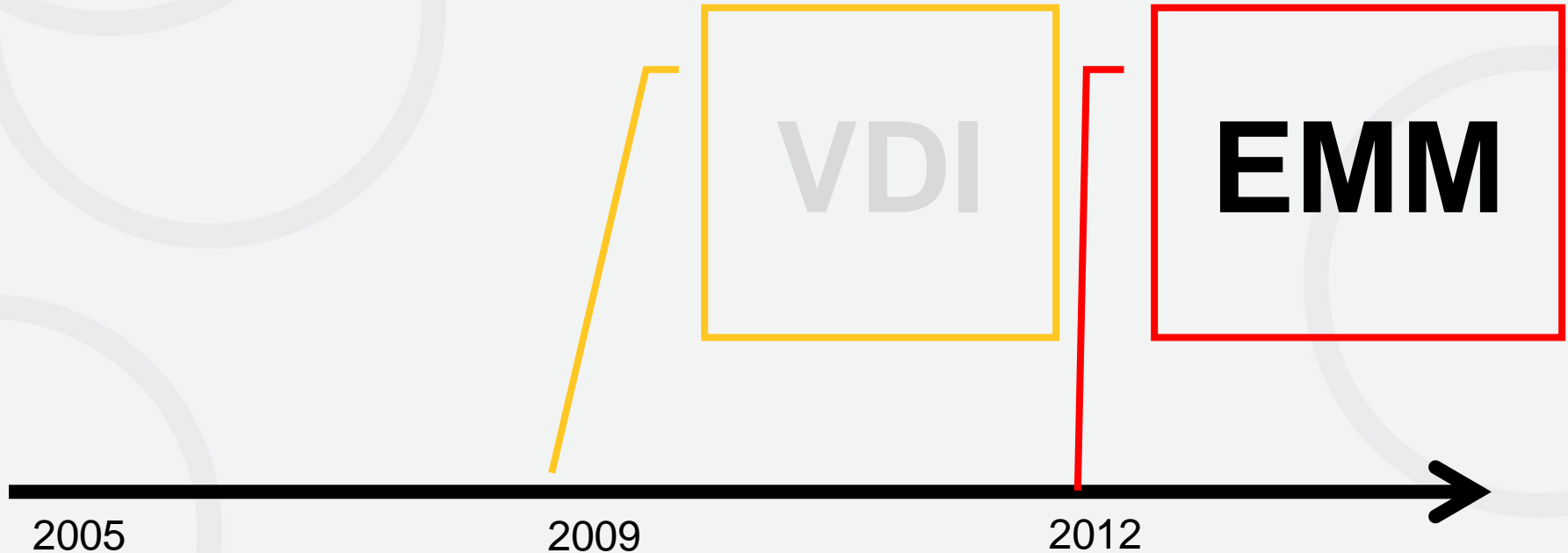
Who wants a Windows desktop on mobile?

High Total Cost of Ownership

Expensive Storage Required, including SSD

High Operational Complexity

Then, we tried solving the problem with MDM (EMM)



EMM is good for less than 20% of devices

End Users

- 80% of devices are owned by end users
- End users do not want IT to lock down their personal device

IT

Complex Alphabet Soup of solutions to deliver apps and data:

- EMM
- Secure Browser
- MAM
- MCM
- Per-App VPN

Solution Requirements

BYOD Solution Requirements

1. Make it simple for the end user

Unified access to all apps and data

Make the experience app-centric, not technology centric

Make their seamless: no VPN logins, single sign-on to apps

2. Protect the data, not the device

Since the devices are mostly un-managed, the focus has to be on protecting the data

3. Design for speed

Since the world is moving 10x faster you need to choose a solution that can keep up with the speed of device evolution

Your users need a workspace...

- For unified access to virtual desktops, apps, and data
- That's available on any device, managed or un-managed



A workspace must make access seamless...

**Just click/touch
an app to
launch it**

VS.

Today's User Experience

1. Turn on laptop
2. Fire up VPN
3. Login into VPN
4. Use RSA Token
5. Fire up Browser
6. Login into SharePoint



Multiple technologies: VPN, RSA, Browser

Multiple logins and passwords: VPN, RSA, SharePoint

A workspace must protect the data at rest or in motion

- Allow IT to control whether data can be downloaded into the workspace
- Allow IT to control whether the data can be taken outside the workspace
- Encrypt any offline data in the workspace
- Policies for copy/paste, downloads, wipe, single sign-on, etc.
- Ability to wipe data inside the workspace, without touching personal data on the device

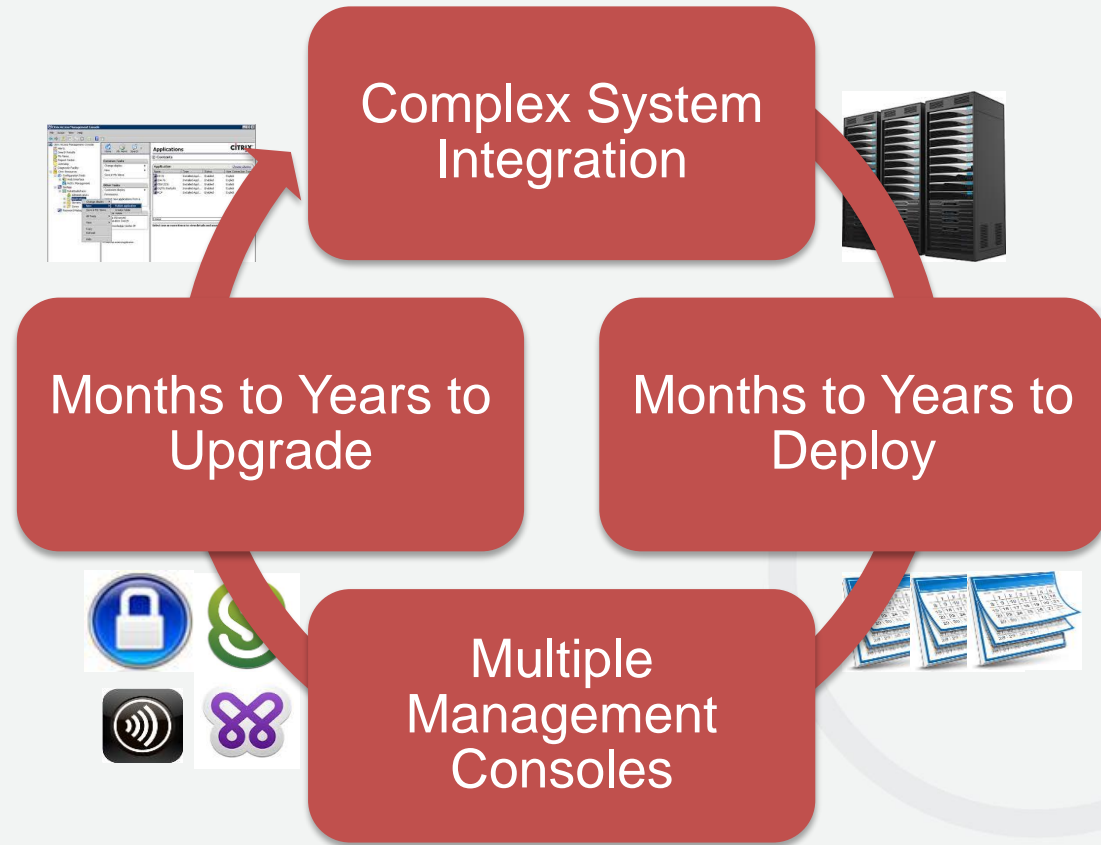


- SSL back to data center
- Leverage existing 2FA auth, if any



Legacy on-premises architectures are slow

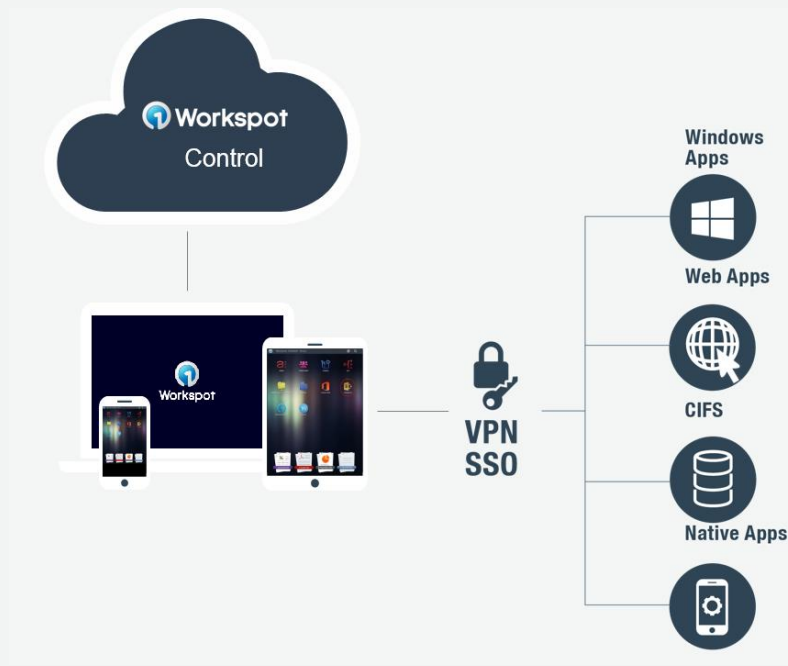
- Too long to deliver value
- Upgrades take too long



Can we use the cloud to deploy 10x faster?

It's possible with a next generation architecture that:

- **Leverages** all your existing investments: SSL-VPN, SSO, Auth/RSA, Apps, File Shares, XenApp, and others
- 100% Cloud, Single Pane of Glass for management
- Modern Control Plane Architecture – cloud is not a proxy, no credentials in the cloud, no apps are moved to the cloud



Workspot solve BYOD with Workspace as a Service



one workspace
on any device



show value in
60 minutes



twitter-feed of end
user business
activity



Take our 60 minute challenge!

Solve BYOD in 60 Minutes
or keep the 10 licenses for free for a year.



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