



VDI 2.0 is perfect for
Remote Office Branch Office (ROBO)

We built VDI 1.0



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Large number of unsolved ROBO scenarios for VDI

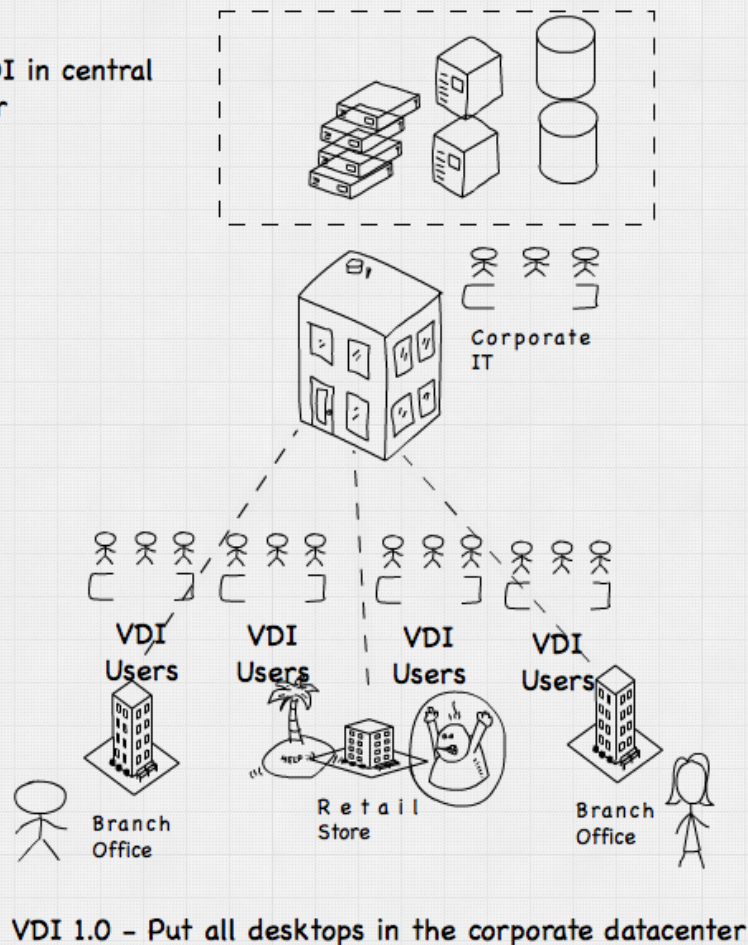
The VDI 1.0 bandwagon was all about centralizing the management of desktops using virtualization and enabling remote access to desktops for ensuring better security and compliance. Over the last decade, Citrix XenDesktop and VMware Horizon products have established a multi-billion dollar market selling centralized desktop management in the datacenter.

There are over **11 million branch offices** worldwide. Most global organizations have majority of employees working outside the main business headquarters. However, most enterprises have failed to deliver VDI to branch offices. They have not been able to simplify the IT operations in branch offices and VDI pilots have failed despite a lot of promise.

VDI 1.0 does not work for ROBO

- **WAN reliability concerns:** end to end WAN reliability concerns and cost makes it hard to centralize all the desktops
- **Poor performance over high latency links:** network latency over 100ms makes it difficult to provide consistent performance to end users. WAN optimization appliances couldn't solve this problem either.
- **Complexity:** expansion of the VDI management stack from a single product to a unwieldy suite of components has resulted in a lot of complexity that defeats the original OpEx promise.

Deploy VDI in central
datacenter

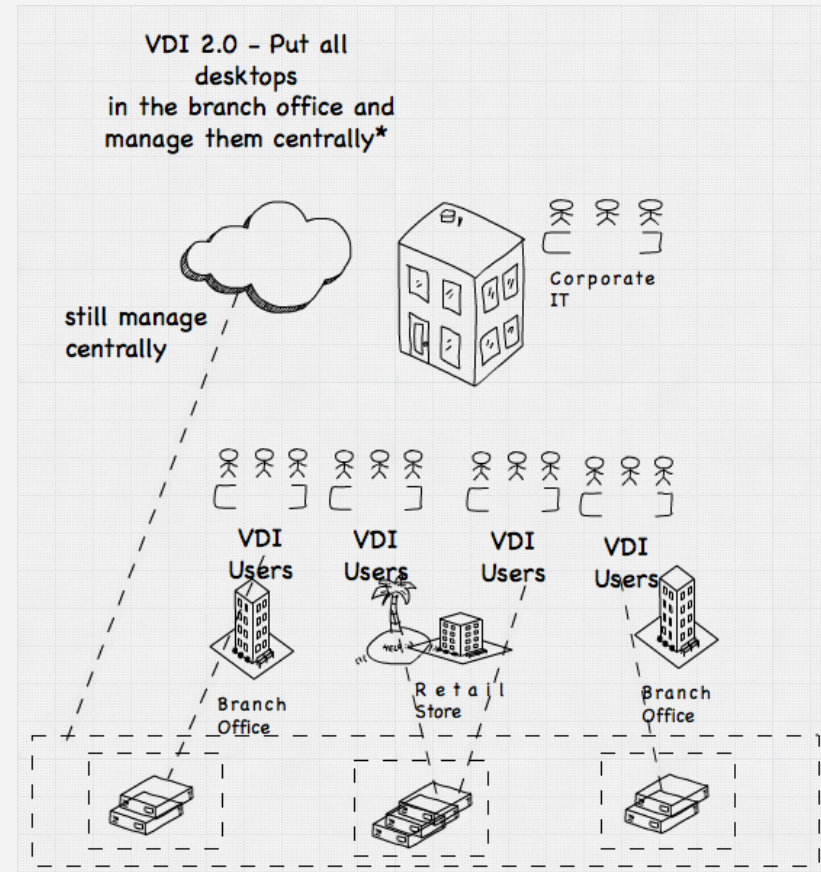


VDI 1.0 - Put all desktops in the corporate datacenter

We need VDI 2.0

Here is another way of solving VDI. We are calling it [VDI 2.0](#) :

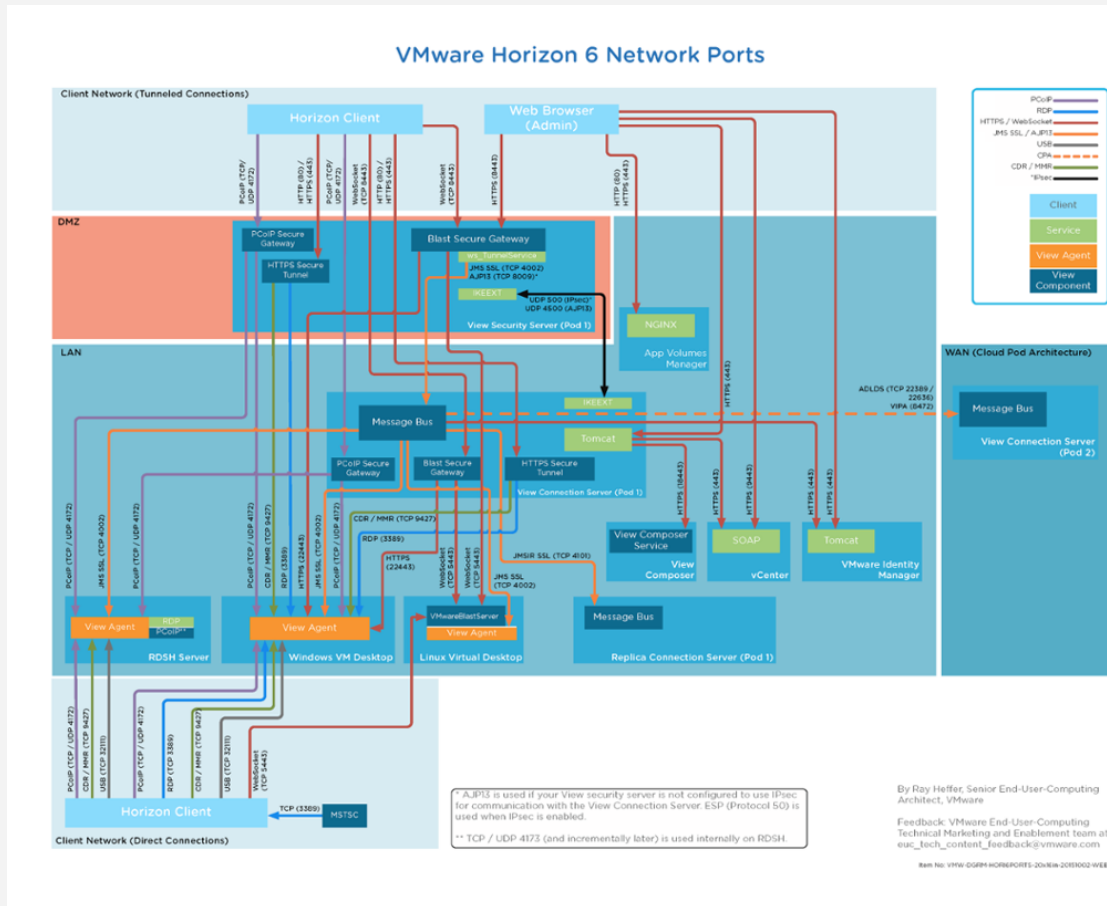
- The virtual desktops should be hosted in the branch office.
- All the VDI management should be **centralized/SaaS'ified**. This includes all the components: connection brokering, image management, load balancers, storefront or app store and workspace logic amongst other things.
- Infrastructure management should be simplified. We see **hyper-converged** vendors providing the right building blocks for simplified management.
- The solution needs to be **elastic** without any capacity limitations both at the infrastructure and management layers.



VDI 1.0 cannot do that

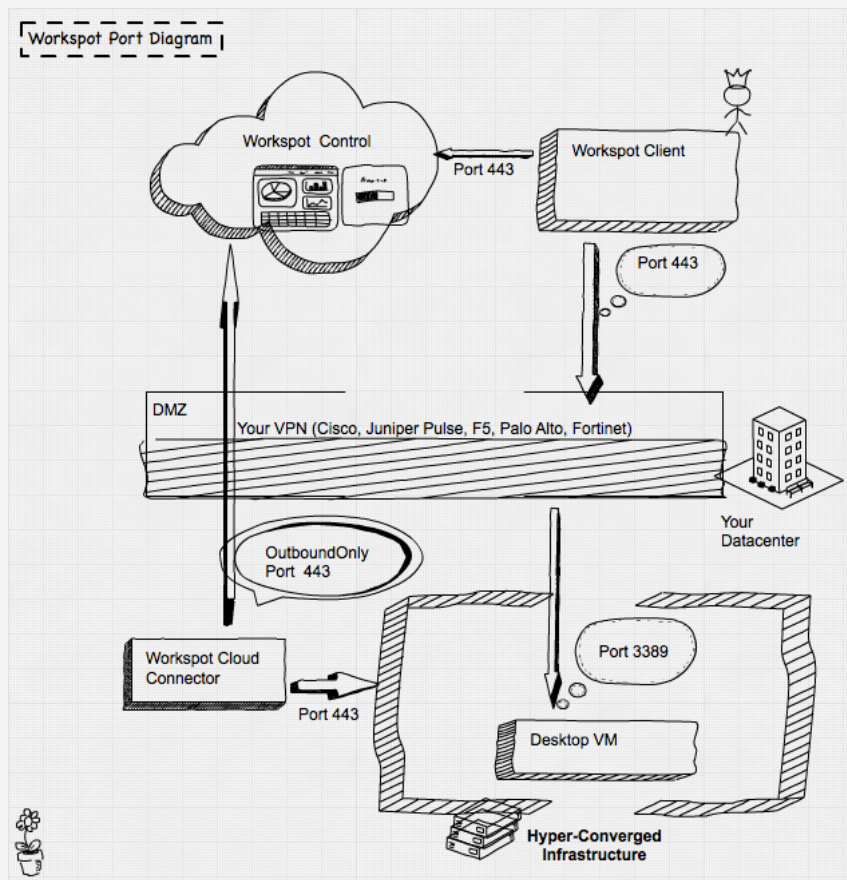
This is not possible with existing products in the market. For instance, the incumbent product in the market today requires months of work just to configure the network.

A picture is worth a thousand words!



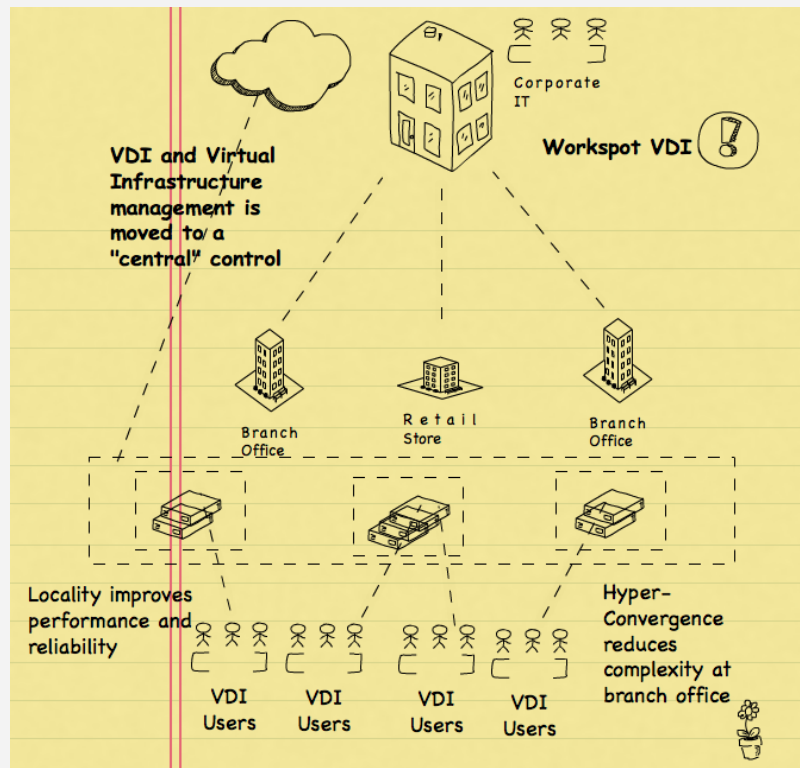
VDI 2.0 Architecture

Here is the proposed VDI 2.0 architecture. A “cloud connector” is co-hosted with converged infrastructure in every branch office for handling provisioning and infrastructure operations. All the VDI management tasks and connection brokering is handled in the cloud. Existing security policies on the network and infrastructure are embraced and no rip-and-replace is done for modernizing the VDI solution.



Simpler VDI deployments

VDI deployment is simplified because the “management overhead” is reduced considerably and branch office deployment and management is still centralized. This applies to all deployments and is not constrained to ROBO architectures.



Deploy locally, operate from the cloud

- Users are closer to their desktop, so no UX issues because of latency or bandwidth
- Users can continue to work even if network connectivity to corporate data center is down





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