

Why Workspot

Workspot is reinventing Virtual Desktop Infrastructure (VDI) to transform how IT securely delivers desktops, applications and data to any device. DaaS 2.0 and VDI 2.0 solve the challenges with VDI 1.0. By leveraging a disruptive cloud architecture, Workspot enables IT to simplify operations, deliver high performance to any user, and at the lowest cost of any VDI solution on the market.

1. VDI Industry Leaders Run Workspot

Workspot's leadership built VDI 1.0. The company is co-founded and led by former Citrix and VMware alumni including Amitabh Sinha, the former GM of the Citrix XenApp and XenDesktop business unit and Puneet Chawla, the founding engineer of VMware Horizon View.

Collectively, Workspot's leadership team has worked with 250,000 organizations worldwide to successfully deploy application and desktop virtualization, including 95% of the Fortune 100 companies. We understand all the challenges of what you've been through with VMware Horizon View, Citrix XenApp, or XenDesktop.

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|  |  |  |  |  |
| CEO | CTO | VP Marketing | VP Products | VP Engineering |
| Amitabh Sinha | Puneet Chawla | Brad Peterson | Jimmy Chang | Prasad Krothapalli |
| Formerly Citrix GM for XenDesktop & XenApp | Formerly VMware View Founding Engineer | Formerly Citrix Sr. Director Marketing | Formerly Citrix Director Product Management, XenDesktop & XenApp | Formerly Citrix Sr. Director Engineering XenDesktop & XenApp |

2. Deploy Enterprise Class VDI in One Day on Azure or on-premises

Workspot enables you to deliver desktops and apps running either in Azure or on-premises to your users. Workspot simplifies app and desktop delivery by moving complex operational components into the cloud. The benefit of its design is that the cloud automates VDI's specialized layers of technology, resulting in peak operational performance and requiring no management from IT. Thanks to the cloud, Workspot can be deployed in a single day and can scale instantly to add more users, desktops, or locations.



3. Lowest TCO/Zero CapEx

Workspot has two deployment models:

- (i) All-Cloud also referred to as Desktops as a Service 2.0 (DaaS 2.0)
- (ii) Hybrid where control plane is in the cloud, but desktops run on premises. We refer to this deployment model as VDI 2.0

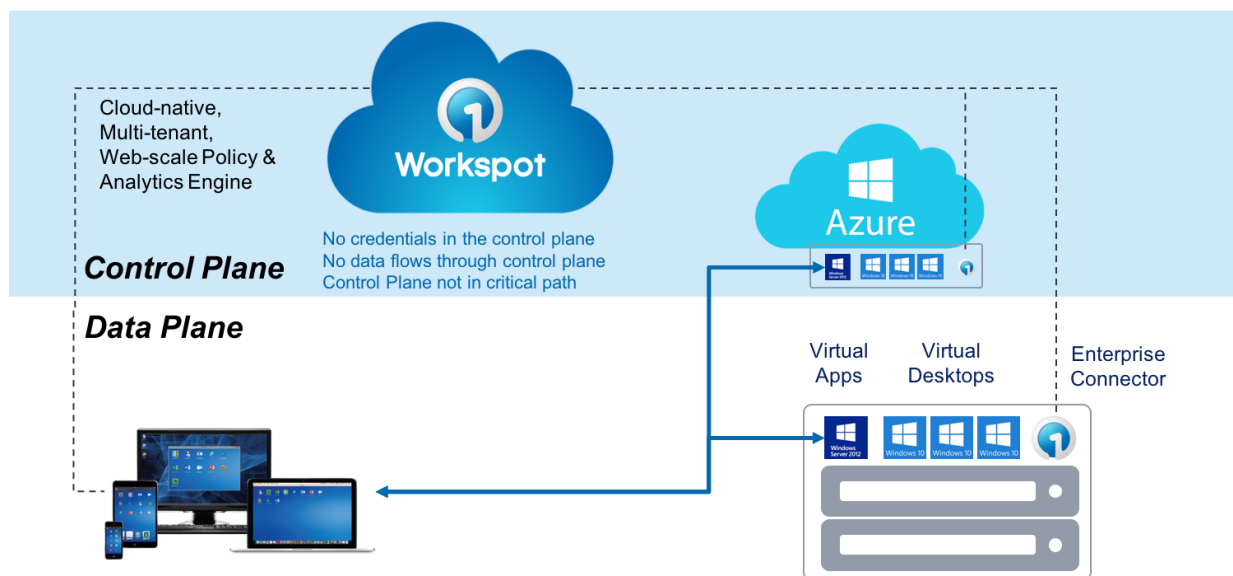
With VDI 2.0, the load balancing, brokering, databases, portal, configuration, monitoring, and image management functionalities are a cloud-centric service, requiring no deployment or ongoing maintenance resources. The benefits are:

- Upfront CapEx is reduced by 95% for VDI 2.0
- OpEx for deployment and management of component operations is reduced by 50-90%
- VDI can now be deployed in 1 day instead of 6-9 months.
- **VDI 2.0 can achieve a TCO reduction of 50%+ compared to VDI 1.0.**

Workspot VDI 2.0 simplifies the operational aspects of VDI deployment. But IT still needs to buy and manage the hardware needed to run virtual desktops. Our DaaS 2.0 eliminates the CapEx requirements for VDI. DaaS 2.0 combines the power of Azure with VDI 2.0, so that IT can deploy all their virtual desktops in Azure. With DaaS 2.0 there is no CapEx!

4. Cloud Control Plane/Single Pane of Glass

Workspot's disruptive approach to VDI is built on a unique next generation cloud control plane architecture. The separation between the control and data plane is critical for better performance, reliability, and scalability.



Highlights of the Control Plane:

- Data is transmitted securely directly between the end point and host. No sensitive data is transferred through the Workspot Cloud.
- Using a single pane of glass, IT can provision desktops and apps, set policies, and monitor performance.
- Scaling to more users is instant. The Workspot cloud doesn't require sizing, installing, configuring critical components.

“... [Workspot's] current product is doing today exactly what Citrix and VMware are talking about as long term goals...”

Brian Madden

Fiercely independent desktop virtualization expert



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5. Simple, Unified Workspace for Your End Users

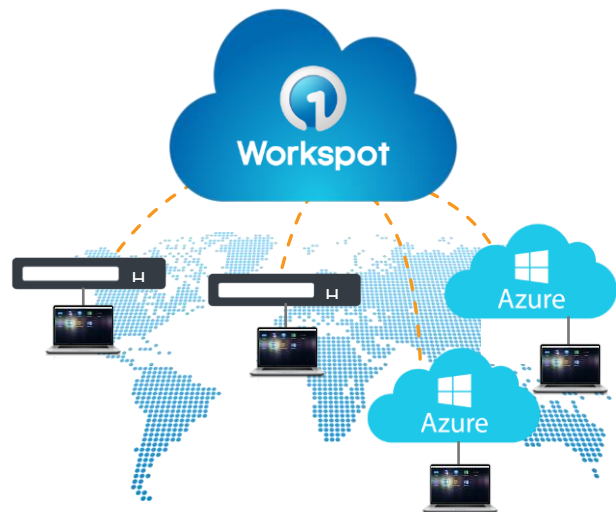
Workspot provides end users a simple, unified workspace for all their desktops, applications, and data. IT can deliver the necessary mix and match of VDI, apps, and data all in one unified workspace. Users can access any of these tools from any of their devices (PC, Mac, iOS, and Android). They have a consistent, fast, and seamless experience, regardless of their location or device. The result is reduced calls to the help desk.

Workspot delivers incredible user performance because it leverages a built-in toolkit of enterprise-grade secured browser, powerful Single-Sign On (SSO) technology and modular application engines. VDI 2.0 delivers the best-in-class experience for every class of application: SaaS, VDI, Web, HTML5, Windows client-server, and Network File Shares. Designed with future applications and workflows in mind, **Workspot delivers a future-proof workspace to end users.**



6. Cloud-First, Hybrid Multi-Site Data Centers

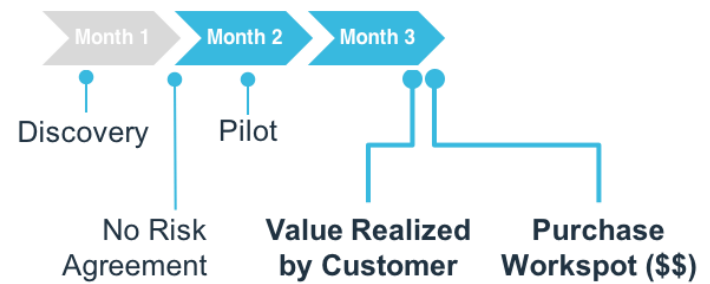
Physical data centers are expensive. Therefore, for the last two decades, IT has been consolidating data centers. This results in deployment scenarios where most of the users of a VDI 1.0 deployment are thousands of miles away. The cloud and hyper-converged infrastructure allows you to re-think your data center architecture. The cloud allows you to deploy a virtual data center closer to your end users. For example, if your remote users are in India and China, you can create an Azure data center in those locations. For headquarter users in North America, you might choose to use an on-premises data center running hyper-converged infrastructure. Our unique architecture allows you to think of data centers with a cloud-first, hybrid, multi-site philosophy. Instead of consolidating data centers, think of expanding.



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7. No Risk Engagement Model

We are focused on making our customers successful. Legacy software vendors sell you software where the risk of implementation is transferred to the customer. Projects can take months, sometimes years. And often IT is unable to see the value of the software purchased. We don't think is fair. We have designed our product to be insanely simple and we want to ensure that you see the value of the solution. For that reason, we have introduced a no risk engagement model where a customer has a 45 day period in which we will prove to them the value of our solution. If we are unable to do so to the satisfaction of the customer, we do not bill the customer.



During the 45 day period, our customer success team works with the customer to deliver a pilot. There are three stages to the pilot:

- (i) Pre-deployment Planning, involving creation of use cases and a mutual success plan
- (ii) Create Deployment Environment either on Azure or on-premises
- (iii) Pilot Users

The customer success process is offered to the customer at no extra cost. The service is included in the subscription cost.



Get Started With Workspot

Contact Workspot at sales@workspot.com. For more technical information, visit <https://www.workspot.com/vdi-2-0/>

About Workspot

Workspot is the leading 100% cloud-based Workspace as a Service platform. Built for the mobile, cloud and hyper-converged infrastructure era, Workspot is the fastest and simplest solution for solving IT's end user BYOX and mobility challenges. Workspot also solves the corporate challenge of securely delivering apps, desktops and data to any device with a single frictionless user experience across mobile, Mac and PC platforms. Workspot's 100% cloud-based platform simplifies IT's workload, requires zero maintenance, scales instantly, provides deep end user experience analytics and monitoring, and is always up to date with the latest features.

Based in Cupertino, California, Workspot is recognized by Gartner as "Cool Vendor" in endpoint computing and bestowed Skyhigh Enterprise-Ready™ for fully satisfying the most stringent requirements for data protection, identity verification, service security, business practices, and legal protection. For more information, visit www.workspot.com.

