



Cisco  
HyperFlex VDI  
for Citrix

Conquering  
the top five  
business  
challenges



# Powerful forces of digital business transformation

These are interesting and challenging times to be in business. Digital forces, such as the cloud, big data, mobility, and mobile apps, are disrupting tried-and-true business models, as well as entire industries.

These transformational advances are producing complexity, while workers are demanding simplicity. They require centralized infrastructures to keep information safe, even as agility and flexibility rule the day.

They are, in short, forcing your business to deal with five critical business challenges:

- **Be flexible:** Businesses like yours need to respond quickly to market and customer demands. Part of this effort is delivering new apps in minutes—not weeks.
- **Reduce complexity:** Mobility means applications must be available on any device. That increases IT complexity—unless you put in place the right tools and processes to greatly simplify the application and infrastructure layers.
- **Simplify IT management:** Reducing overall complexity isn't possible without reducing manual tasks, consolidating tools, and centralizing information so managers can easily monitor system performance.

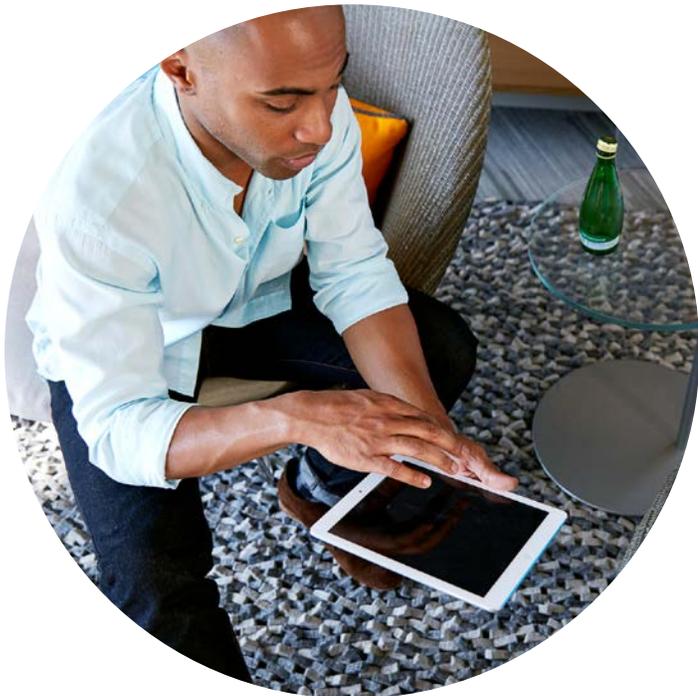
- **Manage costs:** The pressure is on to closely manage expenses. With pay-as-you-go models, expenses are transparent and predictable, helping businesses spend and save when it makes sense.
- **Improve application availability:** Increasing productivity and user satisfaction is all about access to applications—when, where, and how workers want to work.

To meet these challenges, businesses are turning to two important technologies: hyperconvergence and virtual desktop infrastructure (VDI). Let's look at both of these transformative technologies and how Citrix and Cisco decided to combine forces to deliver VDI and hyperconvergence together in a single solution.

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## 67% of Forbes Global 2000 CEOs will center their corporate strategies on digital business transformation by 2018.

 Explore more with a [digital transformation](#) infographic.



# Hyperconvergence



Before hyperconvergence, companies had to separately manage and scale the different components of their IT infrastructures: compute, networking, and storage. Because they had difficulty predicting future needs, they often bought expensive capacity they never used. Now with the software-centric architecture of hyperconvergence, we can provide these multiple infrastructure components in a single unified solution that can scale granularly on an as-needed basis.

**Cisco HyperFlex is the industry's first complete hyperconverged solution:**

- Relies on Cisco's legacy of industry-leading server and network solutions so managers can scale storage and compute easily and seamlessly across any network using a single product and interface

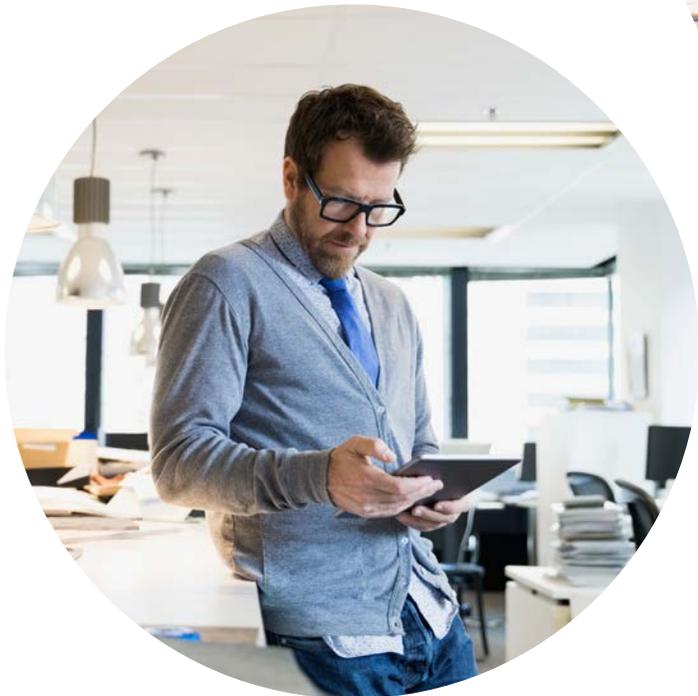
- Differentiates from competing products that may scale compute and storage well but leave out the essential networking component
- Reduces expenses with a smart pay-as-you-go model, where IT managers can meet real-time compute, network, and storage demands rather than pay upfront for capacity they may never use, **reducing data storage costs by 80 percent**
- Facilitates desktop and app virtualization with Citrix XenDesktop and XenApp software
- Integrates with NVIDIA graphics processing units (GPU) to enhance user experience
- Fits within the larger Cisco Unified Computing System (UCS) and combines with other UCS solutions
- Simplifies management so that IT managers don't have to learn new tools

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**IT consulting firm Gartner expects the market for hyperconverged infrastructure to reach \$5 billion by 2019.**

 Explore more about Cisco's [hyperconverged infrastructure](#) solution.

# Virtual desktop infrastructure



It's a recipe for complexity: Workers are more mobile than ever, using devices and operating systems of their choice, expecting to access all their apps and data anywhere, any place, and any time. IT departments face the overwhelming task of managing and updating all these devices and apps and keeping the information secure.

**XenApp and XenDesktop software are a complete solution:**

- Deploy quickly from a single platform; a single tool manages thousands of desktops and apps with a single disk image per operating system or app.
- Streamline provisioning and upgrades.
- Ensure strong security with data and apps that reside in the data center.
- **Reduce application management costs by up to 90 percent.**
- Handle workers' everyday tasks and collaboration as well as high-demand processing work such as HD video rendering (without resorting to expensive graphical workstations).

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**Only Citrix provides a complete virtual app and desktop solution to meet all your needs from a single, easy-to-deploy platform.**

 Explore more about the [XenApp and XenDesktop solution](#).

# Cisco HyperFlex VDI for Citrix



72%

of IT decision makers report higher productivity with Cisco and Citrix solutions.

## Technical look

XenDesktop on the Cisco HyperFlex platform provides industry-leading baseline and sustained Login VSI response times that are

**2.5x** faster than the leading hyperconverged competitor.



Explore more with the technical [white paper](#).



Explore more with the infographic, [Accelerate your mobile workforce](#).

You can only fully realize the benefits of VDI if it is easy to manage and cost-effective to scale the compute, networking, and storage resources it needs. Because Cisco HyperFlex enables fast Citrix VDI deployments, you'll get the advantages of scalability, simplified management, and lower upfront costs. One team can run the entire stack from application to infrastructure.

And the solution is preconfigured, so IT organizations can set up a hyperconverged architecture in **less than an hour** and provision new business apps and services in **seconds**.

The partnership between Cisco and Citrix is a deep and ongoing one. Both have applied rigorous testing, configuration, and validation to Cisco HyperFlex VDI for Citrix; and the partnership doesn't end there. Engineers continue to optimize and integrate the solution for present and future needs.

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## Learn more about the dynamic partnership between Cisco and Citrix.



[www.citrix.com/cisco](http://www.citrix.com/cisco)



[www.accelerateyourworkforce.com](http://www.accelerateyourworkforce.com)

# Response to the top five challenges



New business models, new disruptive competitors, new apps, new devices, ever-changing demands on IT resources. Cisco HyperFlex VDI for Citrix is built to help you respond quickly to the top five critical challenges you face.

## Flexibility

- Scale cost-effectively while maintaining business control with pay-as-you-go infrastructure.
- Enable a bring-your-own-device (BYOD) policy for employees to access their apps and desktops.
- Instantly deploy new applications and services.

Citrix is trusted by



**98%** of Fortune 500 companies.

Cisco HyperFlex is part of Cisco's broad, validated UCS architecture, in use by more than 50,000 customers.



Explore more about [Cisco HyperFlex VDI for Citrix](#).



**Technical look**  
Watch a demo on [Cisco HyperFlex and Citrix XenDesktop](#).

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# Response to the top five challenges

Memorial Care, a regional healthcare provider in Southern California, needed to move out of an aging data center into a proven world-class one that a single person could manage.



Explore more by watching the video, [Epic flexibility for Memorial Care.](#)

## Reduced complexity

- Deliver a single, unified software tool.
- Deploy quickly and enable preconfiguration of access rights and controls using service profile templates.
- Eliminate the need for separately attached storage.

## Simplified IT management

- Deliver greater insight and more intelligent utilization of network, compute, and storage with smart management tools.
- Require just one or two people to manage large environments.

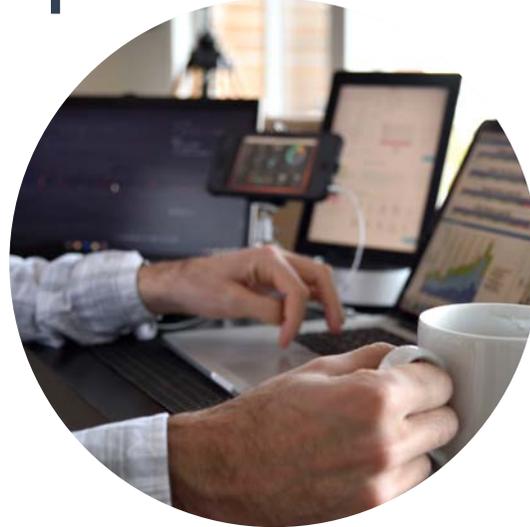
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“Citrix XenDesktop and Cisco UCS are the foundation for our success with desktop virtualization.”

Jake Hughes, Chief Architect for Infrastructure Systems, Seattle Children's Hospital



# Response to the top five challenges



## Cisco HyperFlex VDI for Citrix:

Reduces data storage costs by

# 80%

Reduces application management costs by

# 90%

## Cost management

Executives are constantly asking IT departments to do more with the same ... or less. If you build an IT infrastructure that's agile and provides users with a degree of work flexibility that delights them—all without creating burdensome complexity—you're in a position to manage costs.

Citrix and Cisco built their combined hyperconvergence and VDI solution to simplify systems and management, to drive down expenses. By independently scaling capacity and compute, you don't have to pay for capacity that you never use. And if you're lucky enough that demand exceeds your expectations, the solution cost-effectively scales.

### Virtualization can significantly reduce hardware costs:

- With a smart BYOD initiative, where users buy their own devices, you can forgo expensive PCs and upgrades by using inexpensive thin clients.
- With anytime, anywhere, anyplace access, employees are more productive, alleviating the pressure to hire new staff.
- By spending less time managing compute, networking, storage, and virtualization, your IT department is free to work on other, more strategic projects.

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## A cloudlike consumption model ensures that organizations pay only for what they need, when they need it.



Explore more by reading the white paper, [How hyperconvergence and VDI help IT grow quickly and affordably.](#)

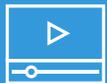
# Response to the top five challenges



By deploying the Citrix and Cisco solution, Meander Medisch Centrum, one of the largest regional hospital groups in the Netherlands:

**Accelerated deployments of new services by 400%**

**Increased VDI application deployment by 200%**



Explore more by watching the video [Tomorrow's healthcare IT.](#)

## Better application availability

What happens when you conquer the first four challenges? You address your fifth challenge, to satisfy users in a way they have never been satisfied before:

- If you increase **flexibility**, workers can access the devices and apps they want.
- If you **reduce overall complexity**, workers get apps quicker and they perform better.
- If you use a pay-as-you-go model to **manage costs**, app delivery can easily scale to meet users' growing or shrinking demands.

• If you store critical information in the data center with granular access-control policies, workers have safe access to their desktops, apps, and services.

With faster, self-service access to apps and desktops, workers are happier and more productive. And who knows what digital transformation forces they will tackle next?

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“Here’s the thing: If you give somebody a virtual desktop and they don’t have a good experience, they aren’t going to use it—especially if it’s worse than their bare-metal architecture.”



Explore more by watching the video, [Application and desktop virtualization with Citrix and Cisco.](#)

# Hands-on opportunities



## Demo

Let's show you what the new workspace looks like.



## 2-hour assessment

Let's sit together and consider the roadmap to get you there.



## Try and buy

Use a validated design to try the Cisco and Citrix technology for yourself.

