

## HP Virtual Desktop Infrastructure Podcast Script:

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IT organizations are challenged to maintain a diverse infrastructure while supporting a multitude of user access devices in various locations. HP Virtual Desktop Infrastructure – or VDI – provides a fresh approach to today’s desktop environment. Explaining the value, security and performance of this initiative with me today is HP’s \_\_\_\_\_, (Name, Title).

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Q1. Why are customers so interested in HP VDI?

Q2. If you’re part of an IT organization serving thousands of employees, the desktop environment poses major challenges. Management costs are high due to labor-intensive technical support of decentralized users. Instead of focusing on strategic projects, your IT personnel probably spend much of their time on tasks like resetting passwords or maintaining hardware.

Then there’s the issue of security. It’s hard to protect client devices and the sensitive information on them. And – all the while – your organization is paying steep power and cooling costs for underutilized PCs.

HP Virtual Desktop Infrastructure centrally stores each user’s desktop, applications and data on powerful HP ProLiant servers – enabling users to access their information from client devices. You can then centrally host and manage this desktop environment from within the data center, which offers you a cost-efficient alternative to managing traditional networked desktop PCs while delivering enhanced resource utilization, security and reliability.

In fact, HP is the only end-to-end provider for all the hardware, management software, virtualization software and services needed to easily deploy and manage virtual and physical resources for your desktop virtualization solution.

Q2. Why is VDI so appealing right now?

A2. One big reason is the latest generation of HP ProLiant and HP BladeSystem servers using dual-core and quad-core processors. Because these new servers can easily handle a 60:1 desktop-to-server ratio, they enable you to consolidate management of many physical desktops onto a single server – dramatically increasing the effectiveness of HP’s storage, management tools and virtualization capabilities and lowering the cost per user.

In addition, virtualization technology from companies such as VMware and Microsoft enables VDI to address a broader user base. Virtual desktops can save customized user preferences and application configurations, replicating the current desktop environment of many knowledge workers. As a result, VDI is now part of many companies’ desktop replacement strategy.

Q3: Can you describe the components of HP’s VDI?

A3: Certainly.

- We start with an HP BladeSystem or HP ProLiant Server. The high-availability design allows desktops to run on secure and stable enterprise hardware.
- In multi-server VDI environments, a variety of storage options – such as SAN-based storage – enables users’ desktop environments to be centrally stored and backed up, with access from any server attached to the SAN.
- Virtualization software from HP partners VMware or Microsoft allows multiple virtual desktops to run on one physical server.

- An optional connection manager enables users to connect to dynamically connect to the pool of physical and virtual resources within the data center.
- Each user employs a client to access the VDI architecture. HP Thin Clients provide a low-cost, high-security solution that uses minimal power. Because underutilized PCs result in steep power costs. HP Thin Clients – in combination with the power-saving features of HP ProLiant servers – can save a minimum of \$67,000 per year per 1000 desktops at the average cost of electricity.
- The entire physical and virtual infrastructure can be centrally managed using HP Systems Insight Manager, HP ProLiant Essentials Virtualization Management Software and other HP ProLiant Essentials tools.

Q4: So...what's the HP advantage?

A4: HP Virtual Desktop Infrastructure provides a complete, end-to-end solution for desktop virtualization, offering the broadest range of hardware components – from servers to storage to thin clients. HP Systems Insight Manager provides unified infrastructure management of physical servers, storage, virtual devices, and clients. Extensive support services include capacity planning, installation and startup, and educational services.

- To accelerate deployment further, HP ProLiant and HP BladeSystem servers can be made “virtualization ready” using HP Factory Express image installation.
  - Industry-leading partnerships – with VMware, Microsoft, Citrix and others – engineering expertise, solution tools and our experience as a server market share leader combine to make HP your trusted advisor for virtual desktop installations.
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This concludes today's HP global news Podcast; we hope you enjoyed it. For more information on VDI solutions from HP, contact your local HP representative, email us at [vgi@hp.com](mailto:vgi@hp.com), or visit [www.hp.com/go/vdi](http://www.hp.com/go/vdi).

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