

# READY FOR **ANY** vForum2015

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為企業資安而生—  
VMware View 御用終端裝置及管理

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# 不斷變化的雲端計算

全球現在有  
**30億人**

使用互聯網，其中很多人都訪問社交媒體



桌面虛擬化是  
**10大技術趨勢之一**

Gartner Strategic Technology Trend for 2015.



到2016年將有  
**3500萬**  
雇員使用智慧型手機。  
現在有2500萬個雇員自帶設備辦公。



**超過一半**

的中型市場公司正在他們的業務中使用雲端模式 (SaaS)。

到2017年將會有  
**2680億**  
個應用被下載。



每天有  
**2.5倍100萬<sup>3</sup>**

位元組位元組被創造出來。您將如何管理這些數據，使其發揮更大的價值？



# 客戶的Client問題仍存在?

## 電腦化後產生的終端管理問題

週期性電腦採購

人力少管理困難

無法提升生產力

軟體控制與資安

浪費

耗時

缺乏工作彈性

風險問題

# 它如何運作的

您的員工

任何網路

您的雲端資料中心



- 區域網路
- 廣域網路
- 無線網路

- 應用
- 數據
- 運算

無論您的員工在哪裡,都能為其配備安全的IT資源

雲用戶端計算提供了一些新的可選方案  
供您用來構建自己的雲

各種技術和服務的組合能夠支援和優化...

服務



Wyse客戶端



數據中心



Wyse  
Software

... 您自由選擇雲和桌面虛擬化的模式

VMware  
VDI

伺服器、桌面和應用

共享的遠程桌面  
工作階段主機

工作區即服務(WaaS)

# VMware Horizon View 御用終端解決方案(Dell Wyse)

Dell客戶端裝置位居市占率  
- 世界第一

No. 1





# Head News: 戴爾工廠全面佈署自有Dell Wyse方案

## – 完成佈署10條PC生產線

### 建立更好的工厂流程

戴爾中國成都工廠通過推出瘦客戶機大幅降低生產線成本——資本支出下降了一半，減少運作費用，同時交付了 300 万台台式機



“我们现在拥有 10 条生产线。到目前为止，Wyse 瘦客户机已经帮我们制造了约 300 万台戴尔台式机。”

#### 客户资料



公司	戴爾
行业	技术
国家	中国
员工人数	全球十万名（其中 1000 名为云客户端计算员工）
网址	<a href="http://www.dell.com">www.dell.com</a>

#### 业务需求

位于成都的戴爾中國新工廠決定將台式機生產線的生產效率最大化。

#### 解决方案

該工廠部署了 Wyse 瘦客戶機，由戴爾 PowerEdge 服務器、戴爾 Compellent 存儲和戴爾網絡交換機共同支持。

#### 收益

- 通過採購瘦客戶機來取代傳統的台式機，資本支出下降了 50%
- 節省了高達 96% 的能源成本
- 以最少的时间和费用推出终端
- 最大化正常运行时间——在 12 个月内生产 300 万台台式机
- 通过快速履行订单提供卓越的客户服

#### 解决方案一览

- 云客户端计算

- 戴爾製造流程已經率先進入工業4.0標準
- IT架構完成由實到虛的里程碑



# Dell推出4大桌面應用:

PC終端管理

Simplified PC  
PC Replacement

Wyse  
WDM

低成本桌面

One-Dell  
VDI Solutions

VMware  
Horizon View

高階應用

Advance  
VDI Solutions

EVO:Rail  
R630XC  
(Nutanix)

繪圖流程

低成本,資料不落地  
硬件式繪圖架構

Workstation  
Appliance  
VDI/PCoIP

# 全系列Dell Wyse客戶端產品

## 3000 系列客戶端



### 性價比和靈活性

適用於為任務型工作者和知識型工作者運行廣泛多樣的商務應用程式。

## 5000 系列客戶端



### 主流性能

適用於為知識型工作者和重度消費者運行要求苛刻的虛擬桌面應用程式。

## 7000 系列客戶端



### 高性能和多用性

適用於為重度消費者提供最高性能和廣泛多樣的外設連接。





**WYSE**

## ThinOS

- Inherently virus immune and extremely secure
- Low to no management overhead
- Easy to deploy & works out of the box
- Instant ON with rich multimedia
- Limited peripheral support
- No local application support
- Supports both ARM and x86



suse  
ubuntu

## Linux

- Supports unified communications platform such as Lync & VXME
- Supports local Linux applications
- Good peripheral support
- Flexible management options via Wyse WDM & INI file management
- Based on open source
- Supports both ARM and x86



Microsoft

## Windows Embedded

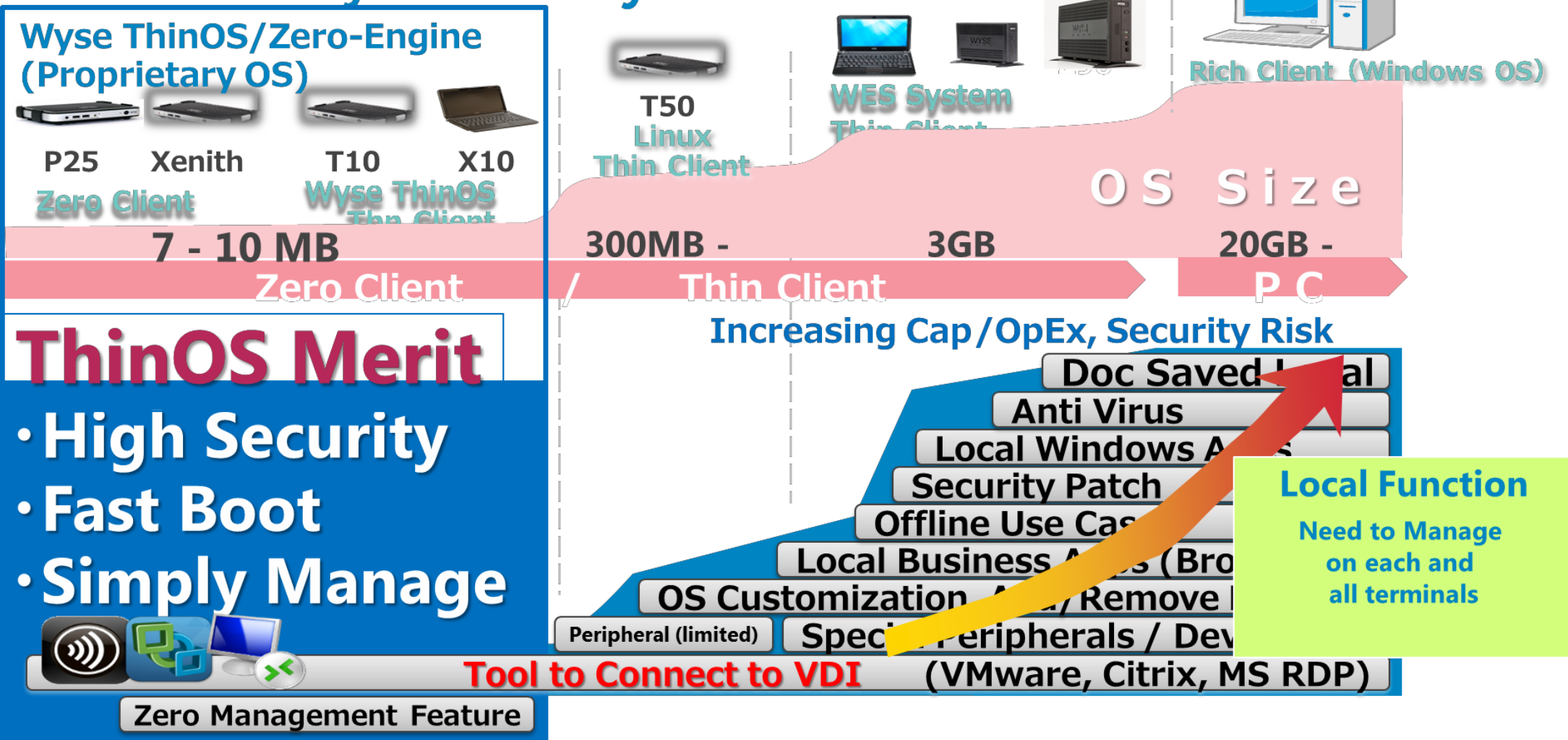
- Supports unified communications platform such as Lync
- Supports local Windows applications
- Robust peripheral support
- Flexible management options via Wyse WDM & WCM
- Based on Microsoft Windows OS
- Supports x86 architecture only

easier to manage / more secure

more flexible / more peripherals

# 作業系統極小化為IT發展趨勢

## Comparing Local OS at the Terminal What is Really Necessary



# Wyse 7000 series



# Wyse 7000 series platforms



## Dual Core AMD

- Ideal for knowledge workers and power users
- Best peripheral support via optional PCI 2.0 slot
- Windows Embedded, SUSE Linux, and Cloud Desktop configurations available



## Quad Core AMD

- Ideal for power users with graphics intensive workloads
- Optional support for up to 6 displays
- Windows Embedded, SUSE Linux, and Cloud Desktop configurations available



# Wyse 5000 series





# Wyse 5000 series platforms



## Dual Core AMD

- Handles rich content creation, HD video, 3D graphics, and unified communications
- Ideal for knowledge workers
- ThinOS, Windows Embedded, SUSE Linux, and Cloud Desktop configurations available



## Quad Core AMD

- Increased performance of quad core processor for more demanding tasks
- Ideal for knowledge workers and power users
- Windows Embedded, SUSE Linux, and Cloud Desktop configurations available



## Teradici for VMware View

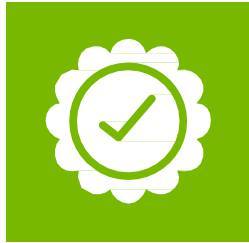
- Designed specifically for VMware View
- Ideal for knowledge workers and power users
- High performance PCoIP protocol



# Wyse 5000 series all-in-one



# Wyse 5000 series all-in-one benefits



## Fast and Secure

- AMD G series dual core 1.4GHz processor, along with ThinOS, deliver high speed
- AES disk encryption and zero attack surface provide virus immunity



## Elegantly Simple

- Sleep industrial design and small footprint complements any customer facing business
- One power cord keeps it clutter free and makes it easy for users

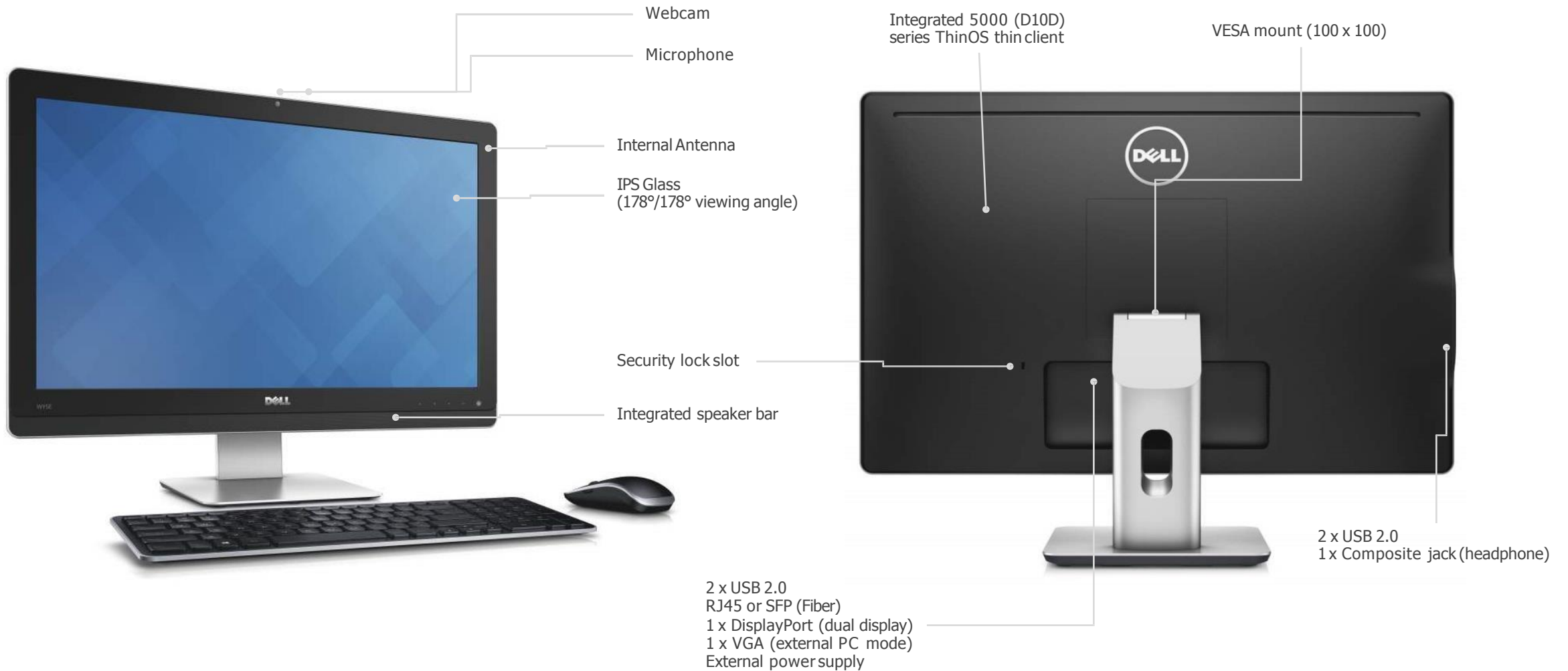


## Effortless management and scalability

- Remote management that reduces cost and overhead
- Simple one-cord design and out-of-box automatic setup makes deployment effortless



# Wyse 5000 series all-in-one client



# Wyse 3000 series



# Wyse 3000 series platforms



## Single Core ARM

- Most cost effective
- Ideal for taskworkers
- ThinOS and Ubuntu Linux configurations available



## Dual Core ARM

- Increased performance of dual core processor
- Ideal for task and knowledge workers
- ThinOS and zero client configurations available



## Dual Core Intel

- Dual core Intel offers enterprise level performance
- Ideal for task and knowledge workers
- Windows Embedded configuration available



# Wyse Device Manager

Powerful and secure thin client management from a single console.

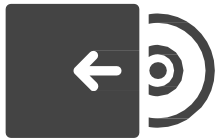




# Wyse Device Manager overview

**Wyse Device Manager (WDM) is the most widely used thin client management platform.**

Powerful, easy to use and highly scalable, WDM software enables you to configure, monitor and manage Wyse endpoint devices, from only a few to thousands. From a single console, you can easily issue software images, patches, updates and add-ons, and manage all aspects of remote cloud clients — helping to ensure peak user productivity at your endpoints.



Software imaging  
& updates



Asset  
tracking



Health  
monitoring



Policy  
management



Remote  
administration



# Wyse Device Manager benefits



## Security

- Enable IT to securely update and image clients remotely
- Manage endpoints using fully encrypted, HTTPS-based transmissions



## High Availability

- Clustered database support and load balancer ensure maximum Wyse Device Manager uptime



## Scalability

- Supports all Wyse thin and zero clients
- Manage any number of thin clients, from as few as one to tens of thousands from a single management server



# Wyse Device Manager specifications

## Workgroup Edition

## Enterprise Edition

	Free	Per seat subscription
Cost	Free	Per seat subscription
Managed devices	All Wyse thin and zero clients	All Wyse thin and zero clients
Number of devices supported	Up to 10,000	Tens of thousands
Maximum simultaneous updates	25	500
CIFS (Windows File Share) repository	✓	✓
Default HTTPS mode	✓	✓
Relay Wake-on-LAN	✓	✓
Send messages to devices	✓	✓
Reset OS configuration	✓	✓
SQL authentication: Mixed or Windows mode	✓	✓
Profile Manager	✓	✓
Enhanced logging and service logs window	✓	✓
New settings for P-class devices	✓	✓
High availability		✓
Peer assisted deployment		✓
Dell ProSupport available		✓



# Wyse Device Manager competitor analysis

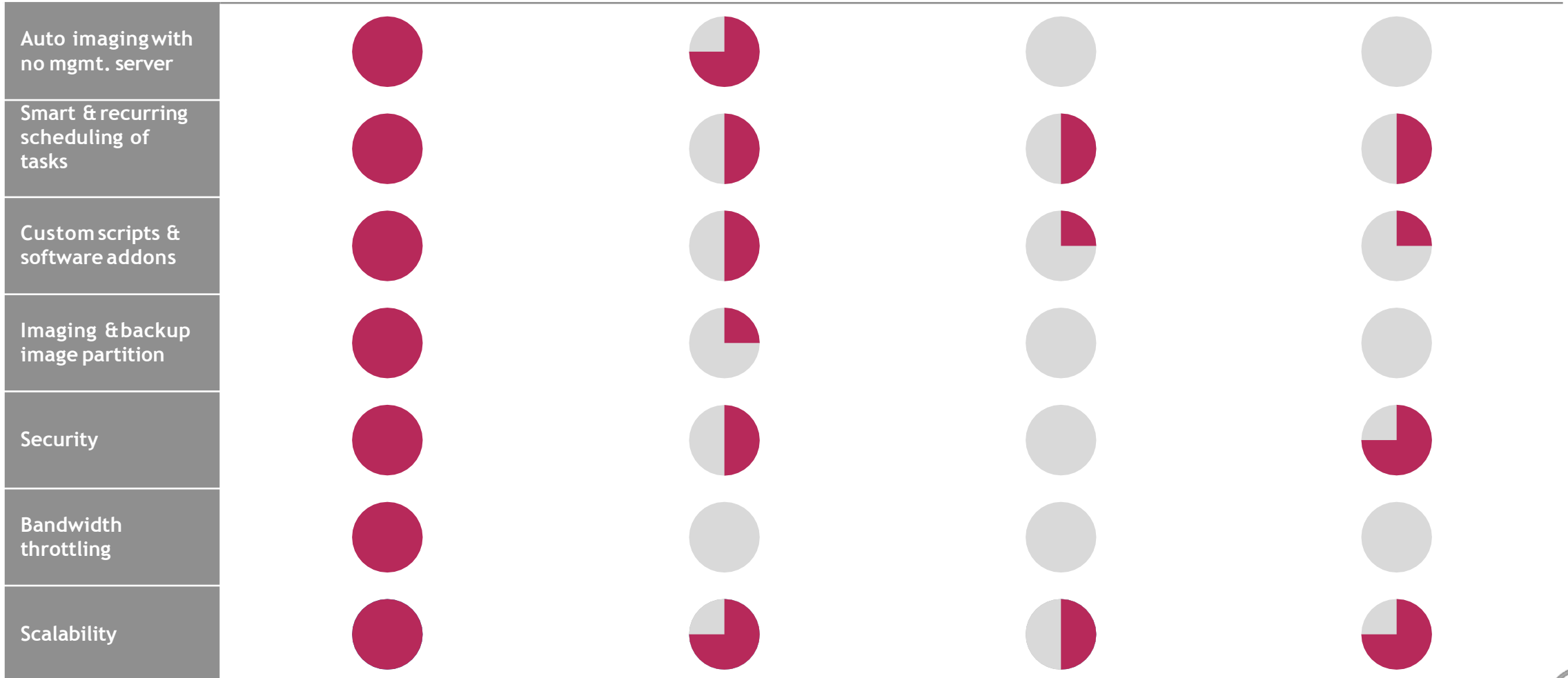


WDM 5.0 Enterprise

HP Device Manager 4.5

Devon IT Echo 3.2

Igel UMS 3.0



# Dell 超融合一體機方案

# Dell提供企業級的融合式一體機架構,融合多樣化的應用

## Dell R630XC+Nutanix Engine



### Support VDI Platform:

- Dell vWorkspace
- Citrix XenDesktop
- Microsoft RDS
- VMware



戴尔的解决方案,专门针对 VMWARE EVO RAIL 进行了特别的优化

- \* 戴尔的 2U/4 节点服务器, 提供共享本地存储
- \* 为客户提供硬件一体化的单一服务界面
- \* 增值软件服务和技术支持



### VMWARE EVO RAIL 软件堆栈

- \* EVO RAIL 快速部署、系统设置与系统管理引擎
- \* 基于 vSphere 和 vSAN, 实现计算、交换与存储的全面虚拟化



### 虚拟基础设施版

特别适用于虚拟基础设施和通用型工作负载的部署

### VMWARE HORIZON 版

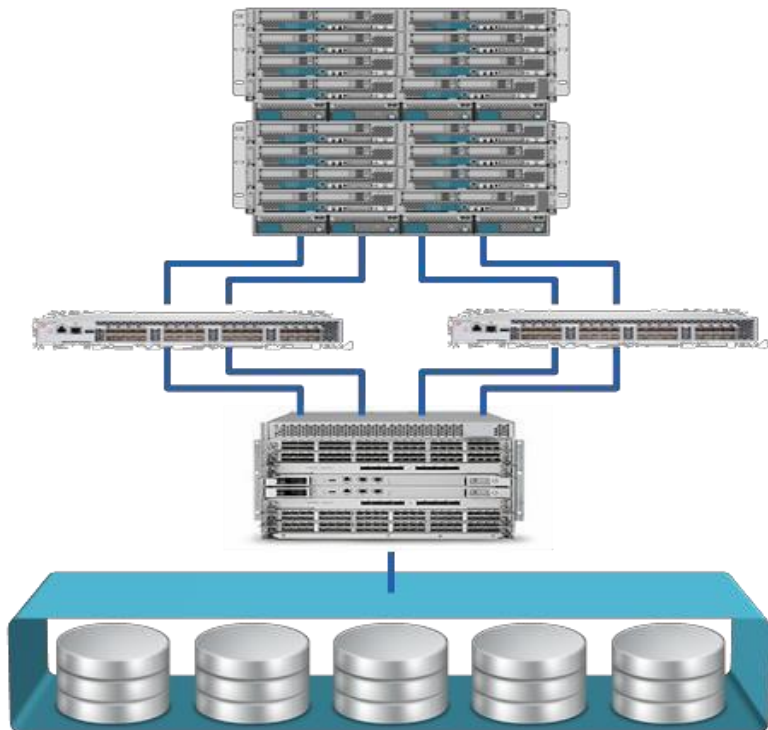
特别适用于虚拟桌面系统  
(基于 VMWARE HORIZON 部署虚拟桌面)

### Support VDI Platform:

- VMware View

Is your data center  
*/ future ready? /*

## Traditional Infrastructure



## Web-Scale Converged Infrastructure

Software-based...

- High performance
- Linear scalability
- VM-centric design





# Dell XC Series of Web-Scale Converged Appliances for VDI

1U Compute and Storage Solution  
powered by Nutanix software

27%



Lower cost than traditional  
solutions for desktop  
virtualization

6X Faster  
time to value

Compared to traditional VDI solutions

Source: [Wikibon.org](http://Wikibon.org)

## Highly scalable compute and storage solution for VDI

### Business agility

- Pay as you grow, scale-out expansion.

### Simple and efficient

- Preconfigured solution with flexible ratios of compute and storage.

### Enterprise reliability

- Backed by Dell and based on proven PowerEdge servers and fault-tolerant software architecture.

### Appliance architectures

- Citrix, VMware and Wyse vWorkspace

## Graphic options for centralized workstations

### 1:1 Assignment



Dedicated mobile, fixed or data-center based workstation

### GPU Pass-Through



Direct assignment of GPU to user

### Virtualized Graphics



GPU is shared similar to CPU and Memory



## Dell Precision Rack 7910

- Rack Workstation platform, 2U form factor
- Intel Haswell-EP architecture
- Dual socket CPU platform running Intel Xeon E5-2600 v3 family of processors up to 160W and 18 cores
- Support for up to 1.0TB 2133MHz RAM
- Supports up to 8 x 2.5" SAS/SATA disks
- Support for up to 2 x nVidia GRID K2a (active) cards
- Support for up to 4 x discrete single width Gfx cards

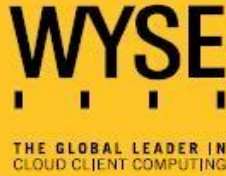
目標: 研發, 多媒體單位



# Dell Wyse成功案例



# The Bank of Tokyo-Mitsubishi UFJ, Ltd.



## Case Study



**BTMU revives its office automation (OA) environment with 50,000 Wyse thin clients, protecting itself and its customers against critical information leakage while streamlining internal processes and workflow.**

The Bank of Tokyo-Mitsubishi UFJ, Ltd – Japan’s leading major bank – has implemented a virtual desktop infrastructure (VDI) solution. As a company known for the security of its OA environment, the bank actively invests in leading IT solutions. Wyse cloud client computing solutions were chosen to meet the challenging requirements of this financial institution. When the implementation is completed in 2012, 90% of the bank’s existing legacy PCs will be replaced with Wyse thin clients, including Wyse mobile thin clients, totaling 50,000 devices.

### Viewpoint

“ We advocate the vision of Wyse’s Cloud Client Computing portfolio, which integrates unified communication, zero client computing and desktop virtualization.”

BANK OF TOKYO-MITSUBISHI UFJ

**Need to strengthen preventive measures against information leakage prompted the implementation of virtual desktop infrastructure (VDI).**

The Bank of Tokyo-Mitsubishi UFJ, Ltd – Japan’s leading major bank, is the core business of Mitsubishi UFJ Financial Group. Since making a fresh start when Bank of Tokyo-Mitsubishi UFJ merged in January 2006, the number of branches has expanded to 773 in Japan, and 73 abroad (as of March 2011), and diverse financial services have been deployed, such as corporate and individual business, international affairs, investment banking, and asset management.



# 1<sup>st</sup> Largest Installed Base in APJ

**Support Vendors :IBM/Wyse/VMware**  
**Ranking: #1 Account in APJ**  
**Number of Wyse Unit: 65,000**  
**Model: C10LE/T10/X90**  
**Protocol: RDP**

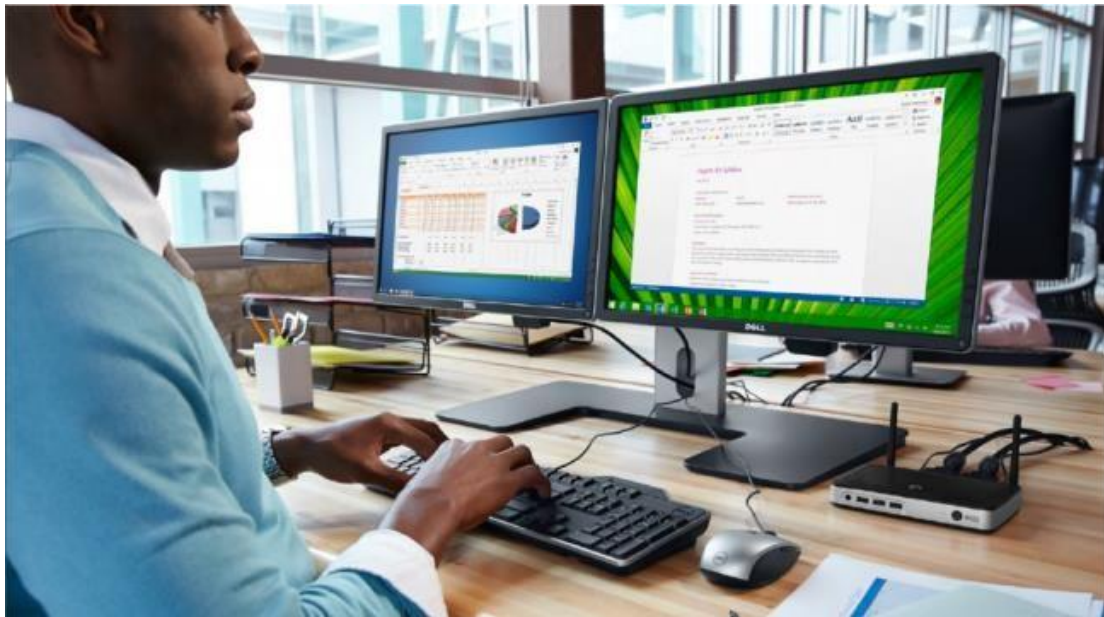




# WHY DELL ?



Only Dell does all of this!



## Infrastructure



Networking



Storage



Servers

## Software



Cloud



Management



Security

## End points



Personal computers



Tablets



Thin/Zero clients

## Services, Software & Peripherals

Workspace-as-a-Service, consulting, deployment, support, managed services and a complete S&P ecosystem



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