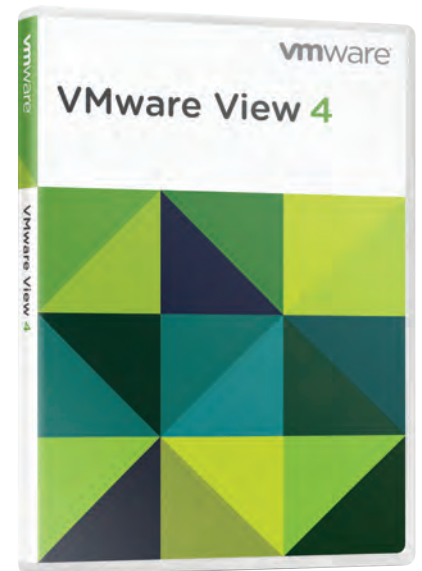


# Reduce the Overall Costs of Desktop Computing by up to 50%

## Introducing New VMware View™ 4 – Built for Desktops

**N**ew VMware View™ 4 is the leading desktop virtualization solution built for delivering desktops as a managed service. It uses virtualization to break the bonds between the desktop and associated OS, applications and hardware, and dynamically assembles and delivers desktops and applications to users with a personalized view of their individual desktops.

As a VMware® Premier Partner and VMware® Authorized Consultant, Zones has the experience, expertise and resources to help you deploy a VMware solution that will transform desktop management into a simplified and automated process, while delivering a consistent high performance desktop experience. As your advocate, we will maximize the business value of virtualization, enabling you to reduce total cost of desktop ownership by up to 50 percent, avoid potential lost revenue, and realize tangible cost savings.



vmware®

### Realize tangible cost savings

PC hardware consumes a large portion of IT budget, but PC acquisition costs are only a small portion of the total cost of ownership. Reduce your desktop acquisition, operating and management costs through desktop virtualization and improved desktop management. Free up your IT staff to work on strategic projects while meeting your service level agreements (SLAs). Take control of your desktop infrastructure by standardizing on the industry leading desktop virtualization solution from VMware. You'll see immediate, quantifiable cost savings while ensuring true business agility.

#### Reduce capital expenses

Don't let server sprawl and platform dependencies prevent your organization from achieving its goals. A VMware server and desktop virtualization solution reduces your physical infrastructure footprint by consolidating excess server and desktop hardware. Plus, it will:

- **Reduce capital expenses** through server consolidation – increase utilization of existing hardware from **5-15% to 80%**
- **Attain 50% to 70% higher VM density** per host than is possible with commodity offerings
- **Maximize** your hardware and software **investments** and achieve 20% to 30% lower cost-per-application
- **Reduce hardware** requirements by a 10:1 ratio or better
- **Eliminate** the need for a **PC refresh** during an operating system migration or software upgrade

#### Lower operating costs

Today's IT infrastructure has become increasingly complex and inflexible, with the typical company spending upwards of 70% of IT budget simply to maintain the status quo.

Quickly provision desktops to users, both local and remote, from the datacenter. Standardize desktop deployments by creating images of authorized desktops, then automatically provision as many as you need. Easily manage groups of users from a single desktop image.

- **Automate day-to-day tasks** such as hardware maintenance, patching, and performance management
- Give remote users a **high performance** desktop experience with VMware View with PCoIP while **protecting access** to sensitive data
- **Improve enterprise desktop** management and control with faster deployment of desktops and fewer support calls due to application conflicts

- World-class IT reseller nationwide for more than 15 years
- More than 175,000 IT products from leading manufacturers, including Symantec, IBM, Lenovo, HP, Cisco and Microsoft

- Lowering cost of IT procurement through strategic partnerships and automated systems
- Chosen as primary IT supplier by many Fortune 1000 companies

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Call **1-800-419-9663** or visit us online at **zones.com**

**ZONES**

## Maximize the business value of virtualization

VMware, as the industry's leading desktop and datacenter virtualization provider, offers the best and most trusted solution for transforming today's often inflexible IT environment into a private cloud, helping you reap cost savings and productivity benefits.

### Maintain business continuity

Meet work-from-home mandates in the event of quarantine or natural disaster with an emergency preparedness policy and VMware View 4, the only desktop virtualization solution that provides built-in business continuity and disaster recovery for the desktop at no additional cost.

Provide high availability for your desktops within your virtualized environment without the cost or complexity of traditional clustering solutions and back them up nightly in the datacenter as a business process. VMware View with VMware vSphere for Desktops lets you extend enterprise features such as VMotion, High Availability and Distributed Resources Scheduler to the desktop, ensuring an "always on" desktop.

- Access virtual desktop from a wide **variety of devices** over any network connection to ensure business continuity
- **Quickly provision** virtual desktops to **remote** users or groups of users in the event of a pandemic or catastrophic event when it is difficult for workers to access the office
- Keep desktops running even when server hardware goes down with **automated failover and recovery**
- Shift desktop computing resources automatically as user needs and application loads change with **dynamic load balancing**

### Minimize the cost of Windows® 7 migration

Minimize the cost and disruption of migrating users and applications to Microsoft® Windows® 7. Start the transition now by virtualizing your existing Windows applications with VMware ThinApp™, included with VMware View 4 Premier Edition. The VMware virtual desktop solution lets you:

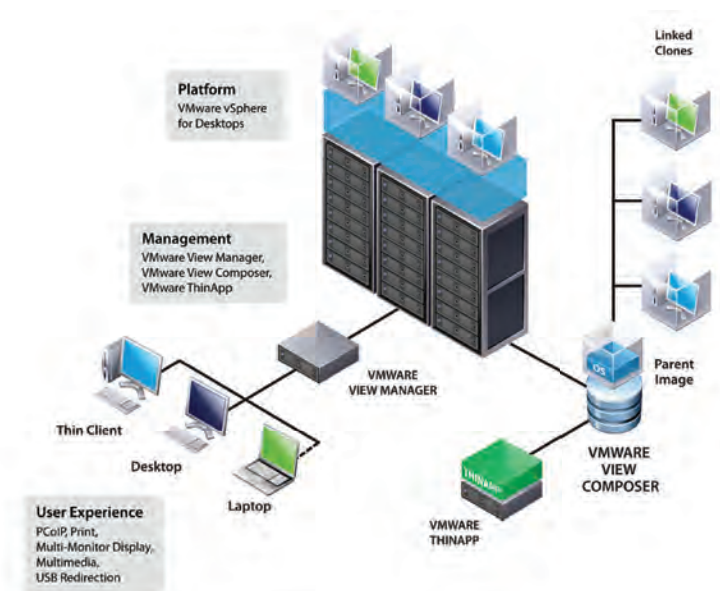
- **Eliminate costly** application porting and **reduce regression testing**
- **Update** a master desktop image **without affecting** user settings, data, or applications
- **Migrate** existing **applications** to Windows 7 by copying application files rather than installing them for faster deployment
- **Extend** the **life** of your application and hardware to **maximize** and **protect** your **investment**

### Choose the Zones ExpertConnect™ Virtualization team as your advocate

The Zones ExpertConnect™ Virtualization team is made up of experienced professionals with an extensive understanding of all aspects of virtualization. Zones has the following VMware accreditations, recognizing our expertise:

- VMware® Premier Partner and VMware® Authorized Consultant
- VMware® Sales Professional (VSP)
- VMware® Technical Sales Professional (VTSP)
- VMware® Certified Professional (VCP)

Our virtualization specialists will help you implement a custom VMware View 4 solution, enabling you to apply powerful tools traditionally reserved for mission-critical datacenter applications to your desktop environment. Plus, your organization will yield dramatic savings and maximum business value.



Call your Zones account executive today.

[www.zones.com/vmwareview](http://www.zones.com/vmwareview)