

# Accelerate client virtualization return on investment



## HP Converged Infrastructure with Atlantis ILIO

Desktop/client virtualization is the right move, but you're worried about cost and ROI. HP and Atlantis Computing can help with a solution offering excellent performance, lower deployment cost and risk, and support for mobility/BYOD initiatives.

Whether you call it client virtualization, virtual desktop infrastructure (VDI), or end-user computing, HP and Atlantis Computing offer a unique virtual desktop solution that accelerates client virtualization and speeds return on investment (ROI) by:

- **Mitigating risk** – By delivering a validated solution, backed by the service expertise of two companies you trust—HP and Atlantis Computing
- **Enhancing the user experience** – By delivering cost-effective, PC-like performance for all employee desktops
- **Reducing capital outlay** – By optimizing storage performance and capacity to deliver VDI desktops that cost less than PCs
- **Lowering the operating cost** – By reducing the storage footprint in the data center and automating desktop virtualization deployment

## Taming desktop virtualization

Around the world, companies of all sizes are evaluating their desktop environments, seeking new ways to lower costs while also improving employee productivity and organization flexibility, as well as increasing security. While deploying client virtualization (CV) is an attractive option on many levels, the upfront capital expenditure cost, and time required to achieve ROI is a difficult obstacle to overcome.

Today, however, HP and Atlantis Computing offer a simple, compelling, and optimized approach to desktop virtualization—one that delivers all the flexibility, productivity, and security benefits of other CV solutions, while reducing capital outlays and operating costs.

## Simpler, more cost-effective path to CV success

Together, HP and Atlantis Computing deliver a proven solution to increase desktop performance, while also reducing storage requirements by up to 95 percent.

The key to these impressive results is combining industry-leading HP Converged Infrastructure components with Atlantis ILIO software. This advanced solution enables you to deploy CV immediately using existing images.

The Atlantis software leverages local HP server RAM and ILIO In-Memory Storage technology to run virtual desktops in an HP Converged Infrastructure environment. The result—lower costs and greater availability, coupled with complete data protection.

In addition, Atlantis ILIO complements all major virtualization platforms—Citrix, Microsoft®, and VMware—running on HP Converged Infrastructure.

## Advanced features and cost-saving benefits

- Provides I/O processing, inline deduplication, and compression to reduce the storage required for virtual desktops
- Enables greater storage density, leading to lower capital costs
- Automates and streamlines deployment of thousands of desktops
  - Reduces deployment risks
  - Accelerates deployment
  - Lowers operational cost
- Simplifies the required networking and storage infrastructure
  - Further reduces deployment risks and cost
  - Provides predictable linear scalability across workloads of all types

## Getting CV right

As you consider deploying a CV solution, you want nothing left to chance. You want the security of knowing all phases of your implementation will proceed smoothly. You want your users to feel confident their virtual desktop will offer a better experience than their physical PC.

The key to meeting these goals is working with the experts—HP and Atlantis Computing. We have the advanced products—coupled with HP's unique client virtualization methodology—to deliver greater value, mitigate deployment risks, and lower the cost of your CV project. Much more than a simple plan of action, the HP CV methodology is a proven, five-step process—discover, assess, design, deploy, and manage—that delivers the necessary people, processes, and programs to untangle the inherent complexities of CV and help you succeed.

A key part of HP's CV methodology is HP Client Virtualization and Modeling (CVAM) service. CVAM gathers detailed information about your business environment today, so you can reach your business and technical objectives tomorrow. Using a transformed client environment, you can significantly boost productivity, cost-efficiency, and ROI.

Working together as a collaborative team with Atlantis Computing, we follow best practices developed during some of the largest and most successful desktop virtualization deployments in the world. Following this proven process helps us deliver CV solutions that meet your requirements for performance, compatibility, scalability, and security. With HP and Atlantis Computing, you're covered from start to finish.

HP and Atlantis Computing work together to deliver the following enterprise-class components.

**Our solution partner**



**From Atlantis**

• **Atlantis ILIO software** – The industry's only storage optimization software that enables HP customers to deploy CV immediately using existing images.

**From HP**

• **HP servers** – Offering a complete portfolio of industry-leading platforms, including HP BladeSystem—the leading platform for virtualization and the cloud—saving up to 68 percent in data center costs with a payback in just over seven months\*; and HP ProLiant Gen8 servers, the most self-sufficient servers in the world, with more than 150 customer-driven innovations.

• **HP storage solutions** – Depending on your needs, you can choose from the following HP Storage solutions:

- **HP 3PAR StoreServ Storage** – Optimized for high availability, HP 3PAR ensures uptime and availability for uninterrupted access to virtual desktops.
- **HP StoreVirtual** – Optimized scale-out platforms purpose-built for virtualization; simple solutions reduce administrative complexity and total cost of ownership; scalable systems grow online without disruption; highly available solutions keep your applications running.
- **HP StoreVirtual VSA** – Delivers scalability and high availability for CV; a full-featured shared storage solution delivered in a flexible software-defined deployment model.

• **HP networking** – Addresses today's networking challenges and unleashes the full benefits of client virtualization; HP FlexNetwork simplifies and secures connectivity to end-user devices with integrated HP and third-party WAN optimization technologies.

• **Enterprise and Technology Services** – With proven methodology and expertise, HP and Atlantis Computing deliver the best design for your CV needs by offering a wide range of services—from assessments to modeling to installation and support.

## HP and Atlantis Computing in action

A large national life insurance company had successfully deployed desktop virtualization for its call center employees. After that success, it wanted to cost-effectively triple the number of employees using the solution, while still maintaining a positive end-user experience. The company turned to HP and Atlantis Computing to help evolve its existing solution to meet these requirements.

Using HP Converged Infrastructure and Atlantis ILIO with performance optimization and inline deduplication, the company was able to improve virtual desktop density by up to 87 percent and increase overall performance and response times up to seven-fold. As a result, this life insurance company is on track to scale its initial desktop virtualization deployment three-fold while reducing capital and operating costs and improving end-users' experience.

## Your next steps

Contact your HP representative today. Find out how a solution built on HP Converged Infrastructure and Atlantis ILIO can help your organization accelerate client virtualization ROI.

**Learn more at:**  
[hp.com/go/CV](http://hp.com/go/CV)  
[atlantiscomputing.com](http://atlantiscomputing.com)

\* IDC: Business Value of Blade Infrastructures, December 2012

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