

Deriving Business Value Through Virtualized Delivery of the Corporate Desktop

Challenge

The traditional PC desktop model has challenged business and IT in terms of security, flexibility and ease-of-management. The proliferation of mobile devices and global expansion increases the difficulty of securing data and handling desktop rollout, management and support. This is further complicated as end-user devices and environments grow more sophisticated and costly. In addition, application requirements change and hardware no longer seems able to cope while security and compliance mandates add to the overall complexity.

Overwhelming? Yes, as IT and business leaders are also asking themselves how to:

- Comply with eDiscovery mandates and other security compliance directives
- Protect corporate data and employee/customer privacy information
- Enable secure access to corporate information from anywhere on any device
- Provide corporate desktop services using a more cost effective delivery model
- Achieve business value while meeting green IT objectives
- Incorporate acquisitions and business partners
- Extend the life of aging desktop hardware
- Implement without impacting the day-to-day business operation

How can we tackle these challenges while addressing security, improving management capabilities, and reducing cost?

Solution

The alternative to deploying and managing traditional desktop environments is the virtual desktop. The desktop is centrally managed from the data center, using an ultra-thin client and a secure virtual desktop. This significantly improves security, flexibility, manageability, and access to distributed desktop applications.

CSC and Sun have partnered to deliver this unique combination of services and technology to help you realize the most value from a virtual desktop strategy. Leveraging Sun's Ultra-thin client technology and innovative virtualized desktop infrastructure with our extensive industry knowledge, global reach, and systems integration expertise, you will benefit from a more complete and effective solution. Combined, CSC and Sun offer a comprehensive range of business-driven virtualization services, including:

- **Discovery and Business Benefit Analysis** to understand the client's needs in the context of business value. CSC will conduct a readiness assessment including a review of desktop applications, perform a business and cost benefit analysis, establish a strategy, and layout an implementation roadmap. This process will educate key stakeholders on the available virtualized desktop solutions and identify the best approach to desktop virtualization that will deliver the most business value.
- **Accelerated Proof of Concept** to demonstrate the virtualized desktop concept and validate the benefits of the solution. This can be built in the client's environment or using CSC's Virtualized Desktop Center of Excellence. This will demonstrate the value of, and accelerate the benefit of, the virtualized desktop.



About Sun

Sun Microsystems is the global supplier of network computing solutions that power the Participation Age.

Our proven portfolio of systems, software, and services is one of the most complete and innovative on the planet today.

Whether it's servers or desktops, software, storage, or SOA, Sun systems are built upon 23 years of experience in network computing

About CSC

The mission of CSC is to be a global leader in providing technology enabled business solutions and services.

With the broadest range of capabilities, CSC offers clients the solutions they need to manage complexity, focus on core businesses, collaborate with partners and clients, and improve operations.

CSC makes a special point of understanding its clients and provides experts with real-world experience to work with them. CSC is vendor-independent, delivering solutions that best meet each client's unique requirements.

For more than 45 years, clients in industries and governments worldwide have trusted CSC with their business process and information systems outsourcing, systems integration and consulting needs.

The company trades on the New York Stock Exchange under the symbol "CSC."

CSC

266 Second Avenue
Waltham, Massachusetts 02451
United States
+1.800.272.0018
www.csc.com

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- **Management Consulting Services** to help maximize the value and realize the full benefit of a virtualized desktop solution. These services provide guidance and best practices supporting corporate initiatives like mergers and acquisitions, enterprise collaboration, integrated mobility, program management, IT governance, organizational change, and business process management.
- **Transformational Technology Services** to implement and integrate virtualized desktop into an overall global enterprise mobility solution. These services address the changing nature of how people work to provide secure access to corporate applications from anywhere on any device, including server and desktop virtualization implementation, device evaluation and selection, network optimization, voice/data integration, and rollout logistics.
- **Security and Identity Management Services** to incorporate virtualized desktop into an overall security strategy. These services help overcome the challenges of regulatory and compliance mandates, protect intellectual property and employee/customer privacy, provide secure global access to applications and information from anywhere on any device, and fully integrate the corporate desktop to realize a comprehensive identity management solution.
- **Green IT and Corporate Social Responsibility Services** to aid with relieving the increased pressures to meet corporate green IT objectives. Using the CSC Optimization Assessment and Systems Integration Study (OASIS), these services will help identify innovative ways to decrease power consumption and reduce carbon footprint.
- **Ongoing Operational Services** to run and maintain the virtualized desktop infrastructure for the enterprise. These services can provide a range of support options from on-site managed services to full outsourcing of the corporate desktop, including desk side and level 1/2 helpdesk and service desk support.

Why CSC and Sun?

As a leading provider of outsourcing services, CSC has an adaptable, cost-effective infrastructure capable of integrating new employees and workgroups, regardless of their location. This is based on the Sun Ray virtualized desktop solution allowing CSC to provision services to match the client's needs, giving the ability to align desktop services to changing business needs. CSC and SUN combine:

- Sun's innovative Sun Ray Ultra-Thin client, integrated virtualized desktop infrastructure and secure global desktop software integrated with VMWare's virtualization technology, provides a comprehensive solution to deliver the corporate desktop securely — anywhere on any device.
- CSC's experience implementing effective virtualized desktop environments, including a large virtualized desktop implementation for their Global Financial Services Sector, and management of thousands of virtualized desktops for clients throughout the world.
- A partnership of over 20 years providing global leadership for infrastructure and desktop virtualization solutions to their joint clients worldwide.
- CSC's role-based myWorkStyle framework is a market-leading approach to managed desktop delivery delivered by CSC, the world's largest and most experienced system integrators for managed and unmanaged desktop environments.

Together, Sun and CSC can help our clients develop a total strategy; end-to-end expertise, from strategy development and solution design to implementation and ongoing day-to-day management and support.

Let the partnership of CSC and Sun help your organization modernize its desktop infrastructure, applications, and associated processes to achieve benefit to both business and IT. For more information, please contact:

Bill Henry 714.281.9225 whenry5@csc.com

Jeff Eagan 214.695.2852 jeagan2@csc.com