

FLEXIBLE COMPUTING WORKSHOP



OVERVIEW

Dell's Flexible Computing vision is to provide IT with the ability to centralize control of all end-user data and images – while still enabling end user flexibility to work from anywhere on any device. The objective of the Flexible Computing workshop is to determine the potential of Flexible Computing in your environment and explore how different scenarios can solve specific business and technology challenges. Dell Consultants can help you understand our capability, expertise and process methodology. If you need assistance in determining the right strategy and implementation approach for your organization, a Flexible Computing workshop is the first step to adoption. We work with you to determine both technical and business requirements.

ISSUES DISCUSSED?

We help you clarify your objectives for Flexible Computing by asking questions such as...

- What percentage of your IT budget is consumed by desktop initiatives?
- What is your depreciation and/or refresh rate schedule?
- How has expenditure on your desktop environment grown?
- How many system administrators are dedicated to desktop provisioning and maintenance?
- Is budget allocated by end-user department or lines of business?
- Are you meeting compliance requirements around data security?

The Dell Consultant will provide you with an overview of alternative solutions such as:

- *On Demand Desktop Streaming.*
- *Virtual Remote Desktop.*
- *Dedicated Remote Computing.*

THE POTENTIAL BENEFITS OF FLEXIBLE COMPUTING ARE CONSIDERED

Effective Data Protection

- Reduce data security risks from user theft or mismanagement.
- Address regulatory requirements and challenges such as Sarbanes Oxley, HIPPA etc.
- Alleviate business continuity concerns such as distributed data and or data loss.

The Optimization of IT Resources

- Simplify image management complexities.
- Help to improve system image and application deployment, patching and management processes using Flexible Computing.
- Consolidate personal computing processing and in the process eliminate wasted corporate resources.

End User Productivity and Flexibility

- Support evolving usage models of a distributed, remote and mobile workforces.
- Seamless data access across multiple devices, thus changing the focus from the device to the user's "digital identity".
- Reduce downtime for maintenance, patches etc.

Reduced Total Cost of Ownership

- Reduce cost of desktop to data center life cycle management (deployment, management, support).
- Balance the cost of maintaining existing systems versus the cost of innovative projects to drive the business

SERVICE HIGHLIGHT

SERVICE DESCRIPTION

The purpose of the workshop is to develop an understanding of your Flexible Computing needs and requirements both from a business and technology perspective.

KEY SERVICE STEPS

Customer

- Completion of a pre-workshop questionnaire.
- Attendance of 1st level Technical and IT Management as well as business stakeholders.

Workshop

To be conducted either at customer location or at a Dell Briefing Center.

Conclusion

Summary of discussion provided verbally and in documented format by the Dell Consultant conducting the workshop.

ACTION	RESPONSIBILITY
Guidance Meeting	All
Operational and Business Objectives Discussion	All – led by Dell Consultant
Operational and Business Objectives Analysis	All - led by Dell Consultant
Analysis Conclusion with Scenario Presentation	Dell Consultant
Presentation Summary	Dell Consultant
Workshop Summary write up	Dell Consultant

PRICING

Contact your Dell representative for an estimate.

FLEXIBLE COMPUTING SOLUTION OPTIONS – HELPING YOU DECIDE



SHIFT YOUR IT RESOURCES FROM MAINTENANCE TO MOMENTUM

Dell Global Services simplifies the management of your IT environment so you get up and running quickly, with lower deployment costs, fewer hassles, and less time spent on non-strategic tasks. You pay only for the services you need, gain instant access to the latest innovations without additional infrastructure investment, and take your business from maintenance to momentum. Dell offers services to help you address the full lifecycle of your IT infrastructure — including planning, implementation, maintenance and ongoing support.

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