Channel partners’ comments on
Cisco Desktop Virtualization Solution with Citrix XenDesktop

ATEA
“As a Cisco Unified Computing partner and being the largest Cisco partner in the Nordics, ATEA sees a great opportunity in combining the Cisco Unified Computing with the Citrix desktop virtualization in a combined solution. The combined architecture with Cisco, Citrix and Netapp enables Atea to even better capture the market growth in the Desktop Virtualization market, since Atea already enjoy close and strong partnerships with Cisco, Netapp and Citrix.”
-- Henrik Hviid, director Communication Solutions, Atea A/S

BECHTLE
"We believe the partnership between Cisco, Citrix and NetApp is great for the market, specifically because Cisco UCS is a strategic desktop virtualization platform. The desktop virtualization platform from these three vendors guarantee optimal TCO and low costs. Bechtle has identified and won several accounts in the German market where Cisco UCS, Citrix and NetApp build the best platform for customer needs. Moreover, Bechtle has built a UCS specialist team and will add approximately 20 additional specialists in the coming months to address the needs of the German market. Bechtle has already set up a demo center and is one of three partners in Germany able to demonstrate this desktop virtualization platform."
-- Roland König, director, Bechtle IT system houses Munich/Regensburg

COMPUTACENTER
“Desktop virtualization is fundamental to optimizing workplace IT; with this combined solution organizations will not only be able to simplify adoption but also de-risk their investment. As a priority European/EMEA implementation partner, with our unrivalled accreditations and investments with Cisco, Citrix & Netapp, Computacenter is able to deliver an end-to-end IT services that will help our customers achieve maximum business value from the combined Cisco and Citrix desktop virtualization solution, resulting in lower costs and higher user satisfaction.”
-- Matt Lovell, chief technology officer, for Computacenter

"From the early beginning, Computacenter has been doing virtualization within the client computing environment. The close partnership between Cisco, Citrix and NetApp, enables us to better address the desktop virtualization needs of our customers. The unique combination of desktop virtualization from Citrix, unified computing from Cisco and storage technology from NetApp gives our customers quick and trouble-free implementation as well as a great ROI."
-- Michael Hurst, Solution Leader at Computacenter Germany

DIMENSION DATA
“Desktop virtualisation makes it possible to be agile in the delivery of desktop services to end-users, while reducing the associated cost. Citrix has long demonstrated its expertise in this area and we believe the combination of their technologies with Cisco’s computing platform, creates a compelling value proposition for our clients. Dimension Data’s long-standing partnership with both companies means we will integrate their offer into our desktop virtualisation value proposition immediately.”
-- Steve Joubert, group executive for Solutions at Dimension Data
FORSYTHE
“Desktop virtualization is gaining significance in the marketplace as a more secure, flexible way to deliver Windows desktops to business users in any location, on any device. As an IT consultancy and integrator, Forsythe is currently helping many of our customers plan, design and implement desktop virtualization, and they need simple, scalable solutions that integrate software, hardware and support. Because of our focus on helping clients optimize their IT costs, we are excited by this collaboration between three of our partners—Cisco, Citrix, and NetApp—which we believe will simplify customers’ implementation and operation of virtual desktop solutions.”
-- Gary Brown, Forsythe vice president of x86 solutions.

MTM
“Cisco and Citrix have provided the first desktop virtualization that delivers the best end user experience, highest cost savings and best scalability. When you add NetApp’s unified storage to Cisco Unified Computing System and Citrix XenDesktop in fully validated, end-to-end desktop virtualization reference architecture, along with MTM Technologies services and support, customers are able to quickly optimized desktop virtualization across their business without having to worry about interoperability.”
-- Jed Ayres, senior vice president for MTM
Note: MTM Technologies will be showcasing Cisco, Citrix and NetApp virtual desktop solutions in a 19 City Roadshow beginning October 4th, 2010. Details and registration can be found at www.virtualdesktopalliance.com

SOFTCHOICE
“Cisco has been a strategic partner to Softchoice in the growth of our data center business. Our relationships with Cisco, NetApp and Citrix are incredibly strong and the partnership these three vendors bring to the table with this validated design gives us the ability to offer up another set of great options for our customers as they go down the path of desktop virtualization”
-- Frank Ball, director, Communications Infrastructure, Softchoice

S&T
“S&T is a System integrator in Eastern Europe with main focus on solution areas in the Datacenter area, meaning Desktops & Operating systems, Networking & Security, Storage & Virtualization. With thousands of Desktops either outsourced or managed by S&T we do have proven expertise in this area. VDI is one of our core offerings and we have already successfully integrated VDIs in some countries with 2 vendors. Windows XP, Windows Vista and Windows 7 operating systems are part of these projects. Since the main issue for customers is reliability, it is very helpful that Cisco, Citrix and Netapp pre-test are focusing on a packaged and pre-tested solutions. This definitely helps to position and sell VDI solutions to customers, because we can overcome worries and fears much easier when presenting VDI as a complete solution. “
-- Michael Clemens Fritz, director, Networking & Security, S&T System Integration & Technology Distribution AG