



# UDS Enterprise

Sales Battlecard



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## Sales Battlecard

### Business Challenges



- High PC maintenance and management costs
- Need for new computers
- The licenses of VDI components are very expensive
- Provide access from anywhere, at any time and through any device
- Availability of resources 24/7
- Management of a large number of users
- Heterogeneous environment with different user profiles
- Peak demand management
- Ensure the security of corporate information
- Users of graphics-intensive applications
- Need to apply the corporate image
- Integration of VDI and vApp in the same platform
- Leverage an existing hyperconvergence platform
- Discontinued solutions
- Migration of an existing VDI environment
- Standardization of all workstations



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### Negative consequences



- IT costs soar
- Inability to afford the cost of VDI
- Work overload for the IT team
- Obsolete devices with limited performance
- Lower employee/user productivity
- Service interruption affecting business
- Very complex and difficult to manage environment
- Bottlenecks and inability to take on demand
- Danger of attacks and security breaches
- Performance issues in graphics-intensive applications
- Solutions unsupported and with no updates
- VDI environment with inefficient technologies
- Workstations with different software versions



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### VDI advantages



- Substantial cost savings
- Devices updated and with good performance
- Accessibility, mobility and BYOD
- High availability of all resources
- Centralized and very simple management
- Environment adapted to the specific needs of each user group
- Efficient management of demand peaks, fast and simple scalability
- Corporate data and sensitive information secured
- Optimum user experience with graphics-intensive apps
- Custom access portal with corporate image
- VDI and vApp on the same platform
- Great advantages of hyperconvergence + VDI
- Easy migration to more efficient technologies
- All users use the same software version



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### Why UDS Enterprise?



- Windows and Linux VDI and vApp
- Automatic management of the full life cycle
- Multiple virtualization platforms, authenticators and connection protocols simultaneously
- Hyperconvergence platforms support
- Compatibility with the most advanced technologies
- Integration with PCoIP high demand graphic protocol (special offer for UDS clients)
- High availability without extra costs
- Task scheduling and access to calendar-based services
- Increased security: SSL secured WAN & splitted authentication
- Advanced 2-level cache system: Resource savings and quick access



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### Why UDS Enterprise?



- On-premise, private, public, hybrid cloud and DaaS
- Access with any device with web browser
- Open Source based: possibility of adding own developments, product continuity is guaranteed
- 100% customizable at technical and image level
- No licensing
- Flat rate from 351 users
- Personalized and efficient support service
- Open Source components can be chosen to avoid paying licenses
- Live product, constantly evolving
- Roadmap based on customer requests



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### VDI brokers comparison



	UDS Enterprise	VMware Horizon	Citrix Virtual Apps and Desktop
Multi-Hypervisor	✓ vSphere, HyperV, KVM, XenServer, OpenStack, Azure, OpenNebula, AHV, etc...	✗ vSphere	~ vSphere, XenServer, HyperV, AHV
Multi-Authentication	✓ AD, eDirectory, Azure AD, OpenLDAP, SAML, CAS, etc...	✗ Active Directory	✗ Active Directory
Multi-Protocol	✓ RDP, PCoIP, X2Go, SPICE, RGS, HTML5, etc...	~ Blast, RDP, PCoIP	✗ HDX
Add-ons	✓ Moodle, OpenGnsys...	✗ Not supported	✗ Not supported
Unlimited Users	✓ Subscription	✗ Per user	✗ Per user
Internal Auth DB	✓ Hosted on DB	✗ Not supported	✗ Not supported
Linux vApps	✓ X2Go Protocol	✗ Not supported	✓ Extra cost
Static Machines	✓ With no limitations	~ Limited	~ Limited
Windows Desktops No-AD	✓ Any type	✗ Only AD	✗ Only AD
L2 Cache for desktops	✓ Resources savings	✗ Not supported	✗ Not supported



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### Trust UDS Enterprise







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### Some figures



- UDS Enterprise manages and deploys millions of virtual desktops and apps worldwide



- Over 1800 companies from the 5 continents have downloaded our software



- 350 business opportunities in 50 countries registered during 2019



- The UDS Enterprise team has more than 15 years experience in virtualization technologies



- Over 30 years experience in IT and software development



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### First Steps



#### STEP 1

...

Direct customers to UDS Enterprise website to dig deeper on our connection broker

#### STEP 2

...

Recommend clients to request and download one of UDS Enterprise trial versions

#### STEP 3

...

Tell them that there's a Documentation section where they'll be able to solve doubts on installation and specific configurations

#### STEP 4

...

Suggest them to have a look at the Case Studies to check how other organizations addressed similar business challenges

#### STEP 5

...

Remind them that the UDS Enterprise Team will be glad to help them with anything they need quickly and efficiently