

# Accops brings integrated end-user computing to Nutanix HCI solution

Transform your organization into a modern, future-ready workplace.

“We are among the early adopters of desktop virtualization and we have experienced that VDI is important to get IT-driven business agility. We want to improve the user experience by upgrading our legacy infrastructure with hyper-converged infrastructure. From end user computing perspective also we wanted to simplify the technology stack by having less number of components from different vendors. Nutanix and Accops joint solution helped us simplify our desktop virtualization stack. Accops & Nutanix combination delivered an integrated solution with high performance, simplicity, and flexibility required for faster deployment and agility we were looking for from our next generation virtual desktops. We got significant improvement in user experience and cost reduction in IT operations.”

- Mr.Ashish Anekar, GM - Information Technology, Polycab, India

## INTRODUCTION

The need for Enterprise Mobility for organizations is ever increasing to cater to wide customer base. For an efficient workforce, corporate infrastructure, business applications and data has to be accessible anytime, anywhere and on any device. However, increased mobility demands for stringent security measures, and robust governance protocols. Secure access of business applications and corporate data to employees and vendors is of primal importance while ensuring flexible workforce necessary for the business expansion.

Desktop and Application Virtualization allows IT teams to manage the need of end-user computing of a large workforce from a central location, delivering access to business applications in a policy-controlled environment. In a secure digital workplace, the data and IP of the company remains within the data centre. The threat vectors arising from concurrent usage of critical business applications and non-critical applications are negated. This ensures adherence to stringent security compliances and regulations required across industry verticals.

While designing IT and security practices, CIOs and IT teams must ascertain a seamless user experience to increase workforce and operational efficiency. Employees and external stakeholders expect quick and easy access to information from any place. And enterprises focus on simplifying IT management without compromising on security and strive to create secure digital workplaces while optimizing the Total Cost of Ownership.

## SECURE END-USER COMPUTING (EUC) SOLUTION INTEGRATED ON AN INVISIBLE INFRASTRUCTURE

Nutanix makes the infrastructure invisible and simplifies datacenter operations. Accops provides comprehensive solution for end-user computing and secure remote access. The unified Accops solution suite delivers secure virtual applications & desktop at scale and has synergistic effect by integrating with Nutanix platform APIs.

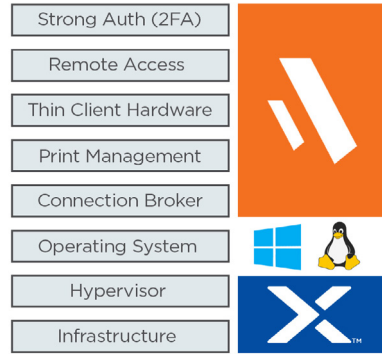
## CUSTOMER REFERENCE



Accops and Nutanix rendered comprehensive solution of Desktop & Application Virtualization and Secure Remote Access to Polycab for consolidating application delivery to their workforce. Using Accops integrated VDI running on Nutanix and endpoint management solution, Polycab's IT team could centralize the management of critical business applications and secure endpoints more efficiently. The Accops approach consisted of centralizing the access control, enhancing user experience, minimizing the cost of operations and overall time it takes to address customer issues.

“There are too many components & technologies involved in end user computing virtualization projects which can quickly take away the ROI of going to digital workspace based computing. Delivering business applications with highest security and efficiency at acceptable TCO is a big challenge for most organizations as there are too many moving components involved in end user computing virtualization projects. Accops with Nutanix reduces the complexities in delivering applications and virtual desktops reducing the technical complexities, integration challenges and skill set required as well as reducing the overall TCO.”

– Mr. Vijender Yadav, Co-Founder & CEO, Accops Systems



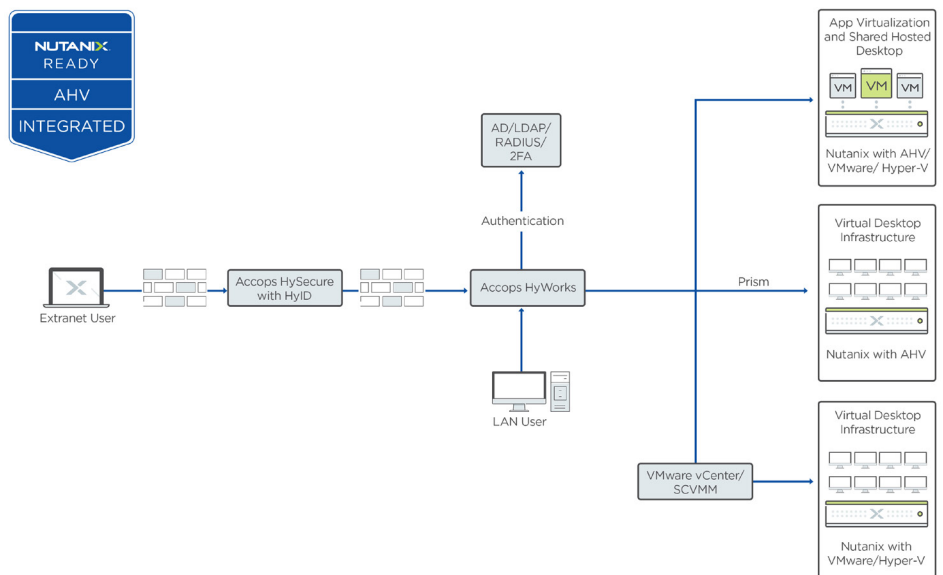
The integrated and simplified end-user computing solution comprises of:

- Virtualization of business applications & desktops
- Access gateway for secure remote access
- Multi-factor authentication, identity federation, SSO
- Thin client and central management

The solution enables IT teams to orchestrate, manage and monitor virtual applications & desktops with connection brokering for following type of delivery models:

1. Virtual applications running over Microsoft Remote Desktop Server or Linux terminal service
2. Shared Hosted desktops running over Microsoft Remote Desktop Server or Linux terminal service
3. Persistent and non-persistent Virtual Desktops provisioned over Nutanix AHV, Hyper-V or VMware on Nutanix

## SOLUTION ARCHITECTURE



---

## KEY BENEFITS

- Accops' workspace virtualization solution enables organizations to virtualize business applications and corporate desktop environment (VDI) and deliver to end users using any device or thin-client devices.
- Nutanix & Accops integrated solution is a single-stop shop to deliver virtual business applications & desktops from the datacenter.
- Customers get Compute, Storage, Private cloud orchestration solution from Nutanix and VDI, Thin-client, Secure Access and MFA from Accops.
- Comprehensive solution simplifies Virtual Desktop orchestration, management and monitoring.
- Reduced Total Cost of Ownership for end-user computing because of the truly integrated offering.
- Blazing fast virtual desktops running over Nutanix AHV, delivered via Accops access portal and clients.
- Solution also allows to deliver high graphics applications using Accops' advanced remoting protocol and high IOPS delivered by Nutanix.

For Virtual Desktops, HyWorks integrates with Nutanix AHV APIs (via Prism) to provision new desktops on demand. When VMware or Hyper-V is used as hypervisor, HyWorks integrates with VMware vCenter or SCVMM respectively to provision virtual desktops. Accops HySecure enables remote users to securely access the virtual applications over untrusted networks. The comprehensive solution saves hassles of multiple vendor coordination and associated issue of interoperability of software. Total cost of ownership is optimized as integration, training & service desk is with the same solution partner.

---

## ABOUT ACCOPS

Accops enables secure and instant access to business applications to any device from any network, enabling secure enterprise mobility for business users while keeping governance with the organization. Accops' workspace virtualization, access gateway and identity management solution suite help organizations to consolidate the distributed end user application infrastructure and bring endpoint management to the datacenter improving the overall network security and reducing the IT operational costs. Accops is the single stop shop to build an integrated workspace for business users providing seamless access to modern web applications, SaaS applications, client-server applications, legacy applications, virtual applications and virtual desktops. Accops was established in Oct 2012 and is headquartered in Pune, India. Learn more at [www.accops.com](http://www.accops.com)

---

## ABOUT NUTANIX

Nutanix makes infrastructure invisible, elevating IT to focus on the applications and services that power their business. The Nutanix enterprise cloud platform delivers the agility, pay-as-you-grow economics and operational simplicity of the public cloud, without sacrificing the predictability, security and control of on-premises infrastructure. Nutanix solutions leverage web-scale engineering and consumer-grade design to natively converge compute, virtualization and storage into a resilient, software-defined solution that delivers any application at any scale. Learn more at [www.nutanix.com](http://www.nutanix.com) or follow us on Twitter @nutanix.



T. 855.NUTANIX (855.688.2649) | F. 408.916.4039  
[info@nutanix.com](mailto:info@nutanix.com) | [www.nutanix.com](http://www.nutanix.com) | [@nutanix](https://twitter.com/nutanix)