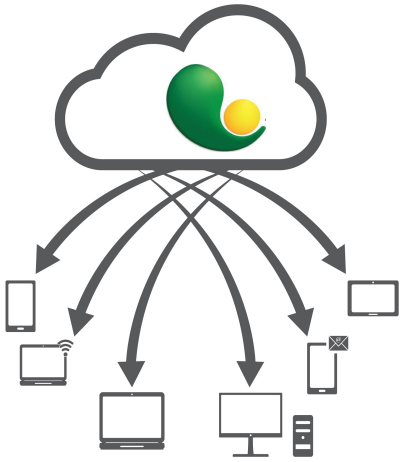
Hanas DaaS Case Study



Overview:

The prospects for virtual desktop technologies include the ability for office workers to utilise their business assets from just about anyplace, including their tablets, without transporting those assets directly into mobile devices and exposing them to security dangers. Already, businesses are saving millions by reducing the number of servers they would have deployed to host operating systems. Cloud-based developer platforms are helping businesses deploy new and dynamic applications with less overhead and reduced time to maturity.

Austraserv DaaS is a desktop virtualisation solution that delivers a complete Windows desktop experience as an on-demand service to any user, anywhere. Whether users are task workers, knowledge workers, or mobile workers, Austraserv DaaS quickly and securely delivers individual applications or complete desktops while providing a high-definition user experience.

Background:
Hanas New Energy Group is one of the world's most diversified energy solutions providers and has committed itself to facilitating China's energy transformation. Utilization of new energy sources such as wind

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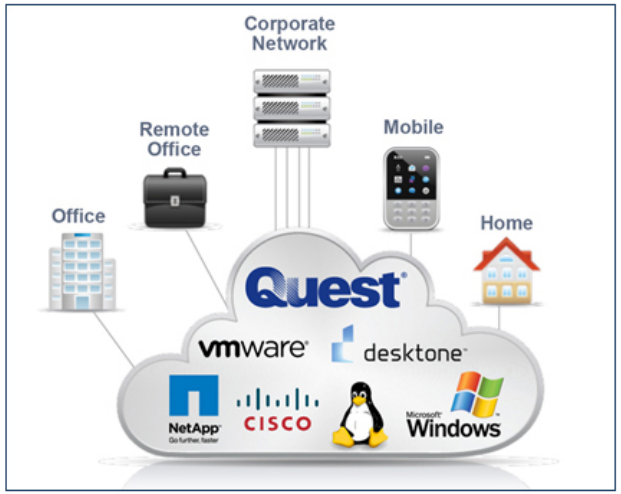

Apart from cost savings, the organisation was also looking for better ease of use and management of desktop infrastructure through a virtual model. The organisation did an extensive evaluation of various enterprise-class virtualisation vendors, using criteria primarily centred on cost savings and ease of management.
After gathering customer references, doing a comparative financial analysis, and conducting proof-of-concept testing for each technology vendor under consideration, the organisation chose to implement Austraserv VDI.

Tailored Solution:
Hanas has **150 desktops** for the students spread throughout **its 4 locations** as well as **50 laptops** used by field sales and technicians. Hanas was initially looking for a desktop virtualisation solution, but when management found that it could also implement server virtualisation within the same model, it decided to also incorporate moving the servers to the cloud as well.

With the initial implementation of Austraserv VDI, the organisation is **serving 50 field sales** engineers and 150 seats. They run a concurrent model, with machines booting up when desktops are consumed. Upon the success of the first phase of implementation, Hanas plans to implement Austraserv VDI for all desktops in its environment at a **rate of 100 desktops** every year until they have virtualised all in the district.

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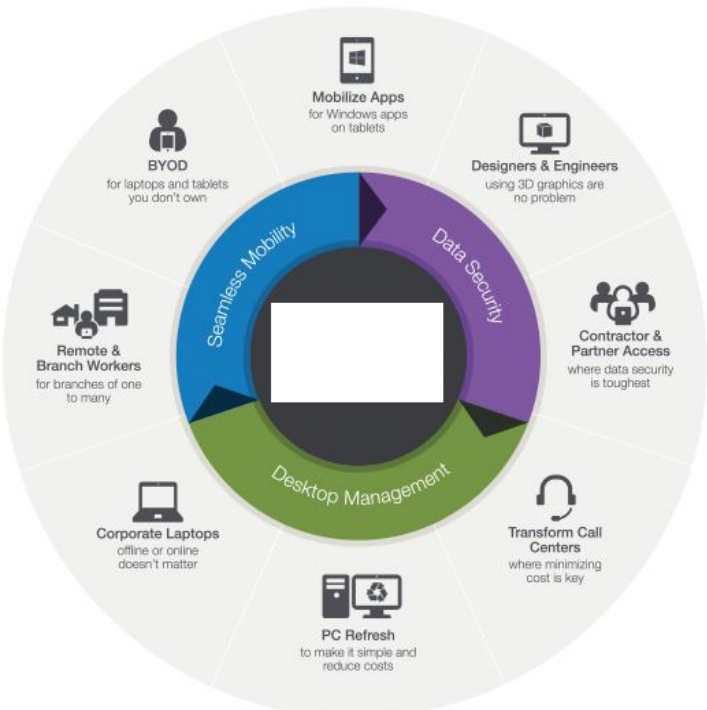
Outcomes:

The main features of Austraserv VDI that the organisation cites as most valuable to it include:

1) Accessibility from any location or device
2) Centralised management
3) Shortened implementation cycles that the director of technology characterised as a “dramatic decrease.” The organisation talked of shortened upgrade cycles with the ability to upgrade all machines from one central gold image, which it was not able to do before.

The organisation noted that improvements like these were “huge in terms of maintenance and time.” Another major benefit of desktop virtualisation through Austraserv VDI that the organisation cited was the ability to “level the playing field” by providing remote access to business critical applications to all the field based staff, regardless of the model/make of computer equipment that was available at home.



Hanas field staff could now access the same image on their personnel computers through their home machines, or in office, outside of work hours.

Benefits:

While conducting in-depth follow up interviews with Hanas about its use of Austraserv VDI, results suggested that the organisation has achieved the following benefits:

- Improved service levels by providing a better user experience for staff from any location or device.
- Improved IT staff efficiency through centralised management.
- Desktop cost savings through cost avoidance of a PC refresh through initially

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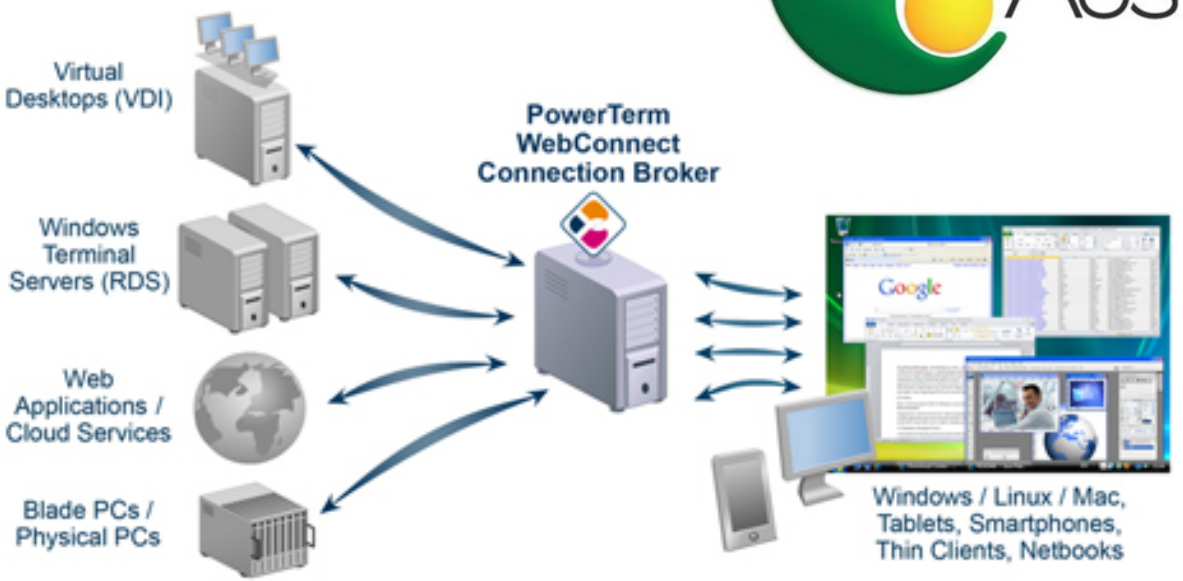

- repurposing desktops as thin clients.
- Fewer workforce interruptions and downtime issues.
- Ease of implementation and ease of use.
- Opportunities to leverage enterprise software programs
- Server cost savings from virtualisation of infrastructure
- Time savings on application upgrades.
- Improved desktop provisioning and corresponding time savings.