

CSC and Citrix Alliance

CSC and Citrix bring together the leading desktop virtualization technologies of Citrix and the deep desktop-outsourcing expertise and IT consulting experience of CSC — experience that includes the delivery of Citrix virtual computing solutions to more than 300,000 users. This combination of services and software solutions helps our joint customers dramatically increase business agility, improve security and enhance employee productivity.

“CSC’s Dynamic Desktop solution helps customers transform their desktops into an efficient, on-demand service, and as part of this solution, XenDesktop enables IT to accelerate the delivery of Windows Desktops and applications to all enterprise users anywhere in a simple and secure manner. Our collaboration with CSC helps extend our strategy for enabling virtual workstyles for users and virtual data centers for IT.”

Dave Jones
Vice President, Citrix

CUSTOMER BENEFITS

CSC and Citrix have partnered to provide tailored virtual desktop solutions that help customers keep pace with business and technology changes in order to grow, innovate and compete. We enable customers to empower their workers with anytime, anywhere and any device flexibility that supports employees’ increasingly individualized and mobile workstyles.

Through our alliance, our customers benefit from tested, durable solutions that optimize the desktop infrastructure by delivering superior performance, flexibility, security and efficiency through a single solution. We help clients apply the processes, tools and knowledge needed to dramatically decrease the time required to deploy or upgrade desktop systems, and take advantage of virtualization to modernize their businesses and transform the end-user experience — in ways that are right for their organizations and their people.

CSC and Citrix have worked with a number of customers on desktop virtualization initiatives designed to maximize business impact. For example, we helped:

A large health services organization implement a desktop virtualization solution serving 26,000 concurrent users — one of the largest such deployments in the UK.

A publishing and information services company implement a secure desktop solution tailored to the needs of several different types of users, such as clients, authors, employees,



partners and suppliers, each with varying security and access requirements. This has helped strengthen end-user satisfaction, lower total cost of ownership (TCO), increase availability and enhance productivity.

A large insurance company implement a 3,500-user solution to increase workforce mobility, centralize and simplify desktop management and reduce costs.

A public sector entity deploy virtual desktops across its telesales agencies to increase efficiency and collaboration using a unique pay-as-you-go model to help manage costs while providing the flexibility to scale up as needed.

JOINT OFFERINGS/SOLUTIONS

The Citrix and CSC primary joint offering is the CSC Dynamic Desktop Citrix Series. This solution supports users’ increasingly mobile workstyles through a combination of virtualization, thin-client and secure-access technologies. The result: flexible personal desktop environments that are accessible by any device, over any network.

CSC AND CITRIX ALLIANCE AT A GLANCE

- Focuses on delivering desktop virtualization solutions that increase agility and productivity
- Draws on leading virtualization technology, rigorous methodologies and decades of experience
- Provides a pre-tested, pre-configured, integrated offering tailored to each client
- Emphasizes solutions' total value of ownership, rather than just total cost of ownership

The CSC Dynamic Desktop Citrix Series is based on Citrix XenDesktop, a desktop virtualization solution that transforms Microsoft Windows desktops and applications into an on-demand service. It enables clients to securely deliver individual Windows, Web and SaaS applications, or full virtual desktops, to PCs, Macs, tablets, smartphones, laptops and thin clients — all with a high-definition user experience. The solution is tailored to fit each customer's specific needs and is delivered by CSC professionals using the CSC Desktop Transformation Services model. Customers can take advantage of the offering as a hosted, on-premise or hybrid solution, which means they can choose the approach that is best for their business. Today, there are more than 2,000 organizations using CSC Dynamic Desktop Citrix Series.

DIFFERENTIATION

Working together, CSC and Citrix offer extensive consulting expertise and simplified solutions based on proven, sophisticated technology. Our consultants are well-versed in this technology and trained to educate and guide customers — from the creation of a vision through final deployment and operations — in order to ensure that the customer's business objectives are met. As part of this relationship, CSC is a Citrix Strategic System Integrator partner, providing consulting, integration and outsourcing services, as well as a Citrix Ready partner, which means that our joint offerings are tightly integrated and rigorously tested.

Our approach draws on 50-plus years of systems integration and managed services experience to help customers determine how

to plan, build and deploy optimal systems. CSC and Citrix professionals bring deep expertise in complex environments, allowing us to deliver effective, customized solutions. Indeed, our experience has shown that there is no effective "one size fits all" approach to desktop virtualization. With that in mind, we apply our disciplined methodologies, extensive portfolio of intellectual property and broad experience in managing millions of desktops to accelerate the deployment of highly scalable solutions. And as we do so, we focus not just on the traditional TCO benefits, but on the total value of ownership (TVO) and the use of desktop virtualization as a catalyst for business growth and agility.

ABOUT CSC

One of the world's largest providers of IT services, CSC delivers leading-edge outsourcing, systems integration, and cloud and cybersecurity solutions to businesses and governments worldwide.

ABOUT CITRIX

Citrix Systems, Inc. is a leading provider of virtual computing solutions that help people work and play from anywhere on any device. More than 230,000 enterprises rely on Citrix to create better ways for people, IT and business to work through virtual meetings, desktops and data centers.

LEARN MORE

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Citrix

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