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October 2015

## Business Value Highlights

Annual benefits per user

**\$5,507**

Reduction in total cost of computing

**40%**

Reduction in user's lost time

**53%**

Five-year ROI

**398%**

Payback period

**11.8 months**

# Assessing the Business Value of Cisco's Desktop and Application Virtualization Solution

## EXECUTIVE SUMMARY

IDC predicts that by 2018, there will be approximately 40 billion devices worldwide as well as 3.8 billion mobile users who are expected to produce approximately 6.75TB of data per person per day.

Today, we are already witnessing the onset of this rapid influx of smart devices, including tablets and phones, in the enterprise via bring-your-own-device (BYOD) and mobile workforce trends.

While these consumerization trends are adding significant data security and governance complexity to IT operations, the increased employee productivity, collaboration, and satisfaction that mobile technologies offer are not lost on business leaders. Business leaders are increasingly looking to IT organizations to enable employees with access to corporate data, applications, and communication resources on their devices of choice.

As a result, more and more IT organizations are seeking the benefits of desktop virtualization such as centralized desktop and application management, access to corporate data from any device, and the ability to protect the business' intellectual property in order to meet, or exceed, business users' growing demands on technology services.

By hosting desktops and applications in the corporate datacenter, IT staff is able to more effectively ensure proper hardware configurations, manage user access, and demonstrate compliance with industry and governmental regulations such as HIPAA, SOX, PCI, and FISMA.

While desktop and app virtualization stands to significantly transform how business users access corporate resources, it can also create new challenges related to IT's ability to effectively manage, secure, and scale the supporting infrastructure. In fact, many IT organizations that have implemented desktop virtualization to reduce desktop-related capex and opex are discovering that fragmented server architectures often simply shift cost from the client side to the datacenter.

Therefore, more and more IT organizations are seeking integrated infrastructure and/or desktop-as-a-service offerings to overcome common obstacles in implementing optimized and secure virtual desktop environments while enabling a more agile and mobile workforce.