Brokers trade in PCs for VDI

Kotak Securities boosts productivity with 50 percent quicker access to applications while reducing desktop management time by 30 percent with an end-to-end virtual desktop infrastructure (VDI)

Business need
To continue its success, Kotak Securities wanted to drive greater efficiency and focus attention on improving the effectiveness of its desktop infrastructure.

Solution
The company deployed an end-to-end Dell VDI across multiple offices based on Dell PowerEdge servers, Dell Wyse thin clients and Dell Wyse vWorkspace software.

Benefits
- Promotes business growth with simpler desktop scaling
- Improves productivity with 50 percent faster access to applications
- Enhances IT performance with 30 percent less desktop management time
- Achieves higher desktop availability and security
- Lowers energy with thin client desktops

Solutions at a glance
- Client Support
- Cloud Client-Computing
- Servers

"I estimate applications are running 50 percent faster with our Dell Wyse vWorkspace VDI. Personnel are more productive and report higher rates of satisfaction with their IT experience."

Technical spokesperson, Kotak Securities

At the heart of every successful company is a drive to improve efficiency. And many of these businesses are creating virtual desktop infrastructures (VDI) to deliver their efficiency goals. Yet, not all VDI solutions are the same, as Kotak Securities discovered when it sought to overhaul its desktops.

The company, a growing brokerage firm in India, ran a traditional PC infrastructure across multiple offices, but it was costly to maintain. The desktops consumed a lot of power and network bandwidth, and provisioning machines often took more than a week. A technical spokesperson at Kotak Securities, says, "We also wanted to improve security and disaster recovery so that our data stayed safe and personnel had the ability to access their applications from multiple client devices."

The search for a highly flexible VDI environment
Kotak Securities started to look for possible VDI solutions. It considered VDI technologies from different vendors and discovered during tests that the Dell Wyse vWorkspace solution was easier to manage than other solutions available in market. It also came to the conclusion that Dell Wyse vWorkspace was more cost-effective and in line with the company's business requirements. The technical spokesperson says, "We wanted a highly flexible VDI solution that integrated tightly with our existing virtualization environments. We felt Dell Wyse vWorkspace was the better option."

He adds, "We saw that by choosing Dell, we gained an end-to-end VDI solution complete with servers, software and thin clients. And with one vendor, we also get a single point of contact and better accountability should any future problems arise."

Promotes efficient business growth and simpler desktop scaling
The IT team deployed the VDI back-end infrastructure, which includes Dell PowerEdge R730 and R720 servers with Intel® Xeon® processors, at its central data center in Mumbai. At first, Kotak Securities used its existing PCs as the endpoint devices for the VDI and gradually replaced these with Dell Wyse 3010-T10 thin clients. With Dell Wyse vWorkspace as the software, the IT team then rolled out the solution in rapid phases — with the VDI up and running and first users going live in 48 hours.

Today, more than 500 administrators and operations staff at Kotak Securities use the VDI. The technical spokesperson says, "We can now centrally provision desktops in minutes. We no longer spend hours deploying images onto individual PCs. A new starter begins, and we can provide them with access to the applications they require almost immediately. We are an expanding business, and our Dell VDI solution makes it easier to scale operations."

Improved productivity with 50 percent faster access to applications
Because employees access an image of their desktops with data that remains in the data center, application performance has improved tremendously. There are no longer bandwidth issues from application data having to travel across the network to employee endpoints. "I estimate applications are running 50 percent faster with our Dell Wyse vWorkspace VDI. Personnel are more productive and report higher rates of satisfaction with their IT experience," he says.

Enhanced IT performance with 30 percent less desktop management time
The IT team has time to focus on higher value tasks now that it has significantly reduced management time on desktops. As the technical spokesperson points out, the IT team needs to focus resources on the IT behind the company's traders. He says, "We can spend more time meeting the IT needs of our employees because the Dell VDI solution is so easy to manage by using Dell Wyse Device Manager. We have improved our IT efficiency by around 30 percent."

Products & Services

Services

Dell Support Services – Dell ProSupport for Enterprise

Hardware

Dell PowerEdge R730 and R720 servers with Intel® Xeon® processors

Dell Wyse 3010-T10 thin clients

Software

Dell Wyse vWorkspace

Dell Wyse Device Manager

Better services with higher desktop availability and security
Kotak Securities has increased data security now that data is no longer held on desktops. Furthermore, desktop availability is better because the Dell Wyse thin clients have been problem-free. "When you've improved security and availability like we have with Dell Wyse vWorkspace, you know your company is in a better position to succeed," he says.

"In 18 months of constant use, we've had no issues with our Dell Wyse thin clients. But if there were any issues, we would turn to Dell ProSupport. We think Dell support across India is excellent," he adds.

Lowers energy consumption with thin client desktops
The company has seen a dramatic decrease in power consumption by switching from PCs to thin clients. Electricity, in particular, is an issue in the company's remote offices, and the company sometimes relies on its own power generators. The technical spokesperson says, "We try to limit power to avoid expense and to reduce the demand on our backup generators. By choosing Dell Wyse thin clients, we've cut power use significantly on our desktops, which is a great success."

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