

Wyse Rewards “Up and Coming Reseller” Oriel Technologies for Innovation In Virtualised Desktop Integration

Wyse Technology, the global leader in thin computing, recognised Oriel Technologies as the 2007 “Up and Coming Reseller” last month for innovations in the industry’s hottest area: Virtualised Desktop Integration (VDI).

The annual award acknowledges Oriel’s winning approach to VDI, which included extending their existing VMware Lab to incorporate VDI Solutions in addition to deploying a VDI solution internally.

“As VDI gains momentum, more and more people are asking, ‘Show me how it works for real’,” says Wyse Technology sales manager, Ward Nash.

“Oriel is unique in one big way: they focus on VDI,” he says. “Not only can they clearly explain the difference between server consolidation and the virtual desktop in a seminar, which is great; but they can also invite you in to see VDI ‘live’ in the Solutions Lab and can substantiate what they’re talking about from their own experience.”

Oriel Technologies Rodney Haywood said the award affirmed the hard work they had done with their vendors to really implement best practices into the customer base.

“VDI is not a product. It is an integration of technologies involving different vendors,” he says. “There are many ways to architect a VDI implementation and customers can find the options available to them a bit of a minefield. Oriel’s objective in focussing on VDI and formulating reference architectures in our Solutions Lab is to save customers time, money and risk when researching and implementing it for the first-time. Customers find great value in a partner that can guide them through the minefield. Having also implemented VDI internally we can attest to the benefits ourselves.”

According to Haywood, VDI becomes more compelling when they see the integrated solution in action. He says while there are a core set of underlying business drivers for VDI that are largely the same for all organisations – for example reducing the cost of managing the desktop, and meeting regulatory requirements such as data access and security - there is an even broader list of sub-benefits that address other business pain points and objectives.

“VDI is taking off because it offers convincing savings and efficiencies; consolidation of computing resources, lower operating costs, rapid deployment, centralised security and greater control,” he explains.

“Our own experience revealed TCO savings right from the initial deployment – our previous deployment time for a new desktop was more than an hour, this has dropped to under ten minutes with VDI and a Wyse thin client,” says Haywood who describes Oriel’s internal VDI solution as an integration of best-practice technologies including Wyse V10L terminals on Wyse Thin OS, a VMware ESX cluster based on HP servers and storage along with the VMware VDM Broker.

Haywood expects their TCO savings to compound over time, especially factoring ongoing maintenance. As new customers explore VDI, Haywood anticipates many will discover sub-benefits, such as voluntary “Green” compliance with international standards, and measurable power and cooling savings.

“Larger organisations are looking at VDI to gain similar benefits on a bigger scale; but, like us, certainly welcome the added bonus of a reduced environmental footprint and lower energy overheads.”

Nash agrees. “From PM Kevin Rudd talking thin computing and ‘green’ to forums discussing the possibilities of virtualised desktops – pretty much everyone wants to see VDI integrated and working well. Oriel is a company that is walking the walk, not just talking the talk on VDI. That alone is a great reason to recognise them with our Up and Coming Reseller award.”

“We work with Wyse on VDI because they are best practice in thin computing: best performance, best price and best integrated solution when working with VDI,” says Haywood. “It’s great to be recognised by them for being best-practice in what we do, too”.

About Wyse Technology

Wyse Technology is the global leader in thin computing. Wyse and its partners deliver the hardware, infrastructure software, and services that comprise thin computing, allowing people to access the information they need using the applications they want, but with better security, manageability, and at a much lower total cost of ownership than a PC. Thin computing allows CIOs and senior IT professionals to reduce costs, manage risk, and deliver access to information. Wyse partners closely with industry leaders Microsoft, Citrix, VMware, and others to achieve this objective. Wyse is headquartered in San Jose, California, with offices worldwide and ANZ head office in North Sydney, NSW.

For more information, visit the Wyse website at <http://www.wyse.com.au> and <http://www.wyse.com.au/green/index.asp>

About Oriel

Oriel Technologies is an Australian systems integrator, providing IT infrastructure services and solutions since 1995. Oriel’s expertise is in designing, implementing, supporting and managing individually tailored solutions with specialisations that include Virtualisation, Server and Storage Consolidation, Unified Communications and Managed Services. Oriel’s focus is on providing IT solutions that support its clients business strategies. Visit www.oriel.com.au for further information.

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