

ComputerVault for Outsourcing



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HCI / VDI / Outsourcing / IP Protection / Productivity / Cost Savings

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Introduction

ComputerVault Hyper-converged infrastructure with Virtual Desktops offers a significant competitive advantage for outsourcing vendors in acquiring new customers and retaining existing ones. ComputerVault Virtual Desktops provide a technological solution that overcomes the challenges associated with outsourcing and especially offshoring.

Given the job losses experienced during the Covid-19 crisis, there may be fewer people working onshore in the United States with H1-B visas in IT organizations in the future. Increased denials for visa renewals has been observed already and suspensions for new visas are being contemplated.

Shortages of skilled onshore workers for IT positions may compel companies to outsource more functions to onshore and offshore providers if adequate numbers of onshore workers are not available.

Competition for outsourcing business will be fierce, however, once demand ramps up after the coronavirus crisis. Customers will make decisions about which outsourcing vendor to hire based on which vendors best overcome the challenges associated with outsourcing.

Outsourcing Challenges

Both customers and offshore providers must address the typical outsourcing challenges:

1. Data Security
2. Protect Intellectual Property
3. Maintain Productivity
4. Cost Control

ComputerVault

- **Protect IP**
- **Secure Data**
- **Productivity**
- **Save Money**

Ideally, virtual desktops accessed by the outsourcing vendor's staff provide the best mechanism for data security, preventing the theft of intellectual property, and enhancing cybersecurity. Virtual desktops have the advantage of preventing the downloading of customer data and files to a local computing device, such as a laptop, PC or flash drive. Customer data remains within the customer's network and may not be removed.

Existing virtual desktop products, however, lack performance, i.e., they are "slow," when compared to a local PC or laptop. Not only is the outsourcing staff frustrated, but this lack of performance lowers staff productivity, which is noticeable to the customer. Furthermore, they cost too much to make the widespread use of virtual desktops practical.

ComputerVault for Outsourcing

The answer to all these challenges, and the deficiencies of other virtual desktop products, is ComputerVault; the Cutting-Edge technology that offers any business a competitive advantage and makes remote workers just as productive and secure as being in the office, because:

- Performance:** Faster than a local PC in the WAN
- More Secure:** Stops IP theft, malware and phishing attacks
- Save Money:** Less expensive than any other virtual desktops or a PC

ComputerVault Virtual Desktops perform faster than a PC or laptop on the end-user's desk, even when hosted halfway around the world. It ensures that corporate IP and data remains in the customer's network. Lastly, ComputerVault costs less than any other virtual desktop product. It even costs less than buying and supporting PC's.

ComputerVault has the performance and price that can make it the primary computing device for all users, whether they work from the office, from home or offshore. ComputerVault is licensed with a subscription and 24x7 software administration and support is included with every ComputerVault subscription.

ComputerVault Installation and Support

ComputerVault HCI deployments integrate the customer's infrastructure with their outsourcing vendor's infrastructure, so that the customer's resources, data and files may be accessed, without removing intellectual property, data and files. Included in the ComputerVault license, is remote support of the ComputerVault technology stack by the ComputerVault Administration Staff. This means the neither the customer nor the outsourcing vendor needs to hire ComputerVault administrators. The ComputerVault Administrators install ComputerVault from an ISO image and remotely configure the deployment.

The ComputerVault Admin Staff does not have access to either the customer's nor the outsourcing vendor's resources, data or files, however. This is true regardless of where ComputerVault is deployed.

ComputerVault may be deployed wherever is most advantageous:

- Customer's site or datacenter
- Outsourcing Vendor's site or datacenter
- Colocation Facility selected by customer or vendor
- ComputerVault Colocation Partner's facility

ComputerVault

- Deploy Anywhere
- Support Anywhere
- Performs Anywhere

Data Security

Regardless of the location, the ComputerVault Admin Staff will connect to the deployment and support it. Because of its distributed architecture, ComputerVault makes this process seamless for the customer's end-users, the outsourcing vendor's staff and the ComputerVault staff.

In essence, ComputerVault Virtual Desktops act as a buffer between the outsourcing vendor's staff, the ComputerVault staff and the customer's resources, data and files. Customer data and files may not be removed, downloaded or copied from the customer's infrastructure

Protect Intellectual Property

Whenever workers are offsite, companies are concerned about the location of corporate data and files. Data residing on lost or stolen laptops, phones and tablets present a significant risk as does the outright theft of intellectual property.

ComputerVault Virtual Desktops prevent downloading and copying of data and files from the virtual desktop to an endpoint device such as a PC, laptop, phone, tablet or thin client.

Outsourcing providers using ComputerVault Virtual Desktops have a competitive advantage in that they are providing a technological solution to this issue for their customers, rather than relying only upon policies and procedures.

Productivity

Productivity for remote workers depends on their ability to reliably connect to corporate resources and have all their tools and application perform as they would with a PC in a LAN. Experience has demonstrated, however, that even with a PC or laptop and a VPN, the reliability and poor performance of the VPN significantly inhibits worker productivity.

The loss of productivity increases the cost and time to deliver required services and reflects poorly on the outsourcing vendor. Both the remote workers and the customers are frustrated by this situation. Merely purchasing more VPN capacity and expensive telecom circuits usually does not alleviate the issue.

Because of the efficient transfer protocols and network optimization of ComputerVault Virtual Desktops, performance of it in the WAN is still faster than a local PC. ComputerVault as a built-in VPN that can use any telecom

circuit including broadband Internet. Customers and outsourcing vendors need not purchase and support third-party VPN solutions when they use ComputerVault. This is an additional cost saving.

When additional capacity is required, simply add additional inexpensive and abundant broadband Internet connections. ComputerVault multiplexes or aggregates these connections with load-balancing and fail-over between connections, providing rapid provisioning on demand.

With support for data, voice and video, any collaboration tool or software application is supported as well. Workers are just as productive offsite as they are onsite.

Save Money

At 1/3rd to 1/6th the cost of competing virtual desktop products, ComputerVault costs less than buying and supporting PC's. With their exceptional performance they can be the primary end user computing device. Since support is included, there is no need to hire software administrators. The entire technology stack is 100% proprietary, so no other software is needed to use ComputerVault to get the following cost savings:

- Lowest TCO
- Optimized for COTS Hardware
- Needs no ComputerVault Administrators (support included)
- Needs no additional Network Gear or VPN Solution

Conclusion

The entire ComputerVault HCI technology stack was engineered for the efficient use of compute, storage and network resources with Commercially Available Off-the-shelf hardware. No network gear is required for deploying a ComputerVault HCI, so it inexpensively offers performance and flexibility in hosting resources where they are most advantageous.

ComputerVault

ComputerVault helps outsourcing firms acquire and retain customers because outsourcing firms can now guarantee their customers:

- Win Business
- Improve Bottom Line
- Work Anywhere
- Data Security
- Intellectual Property Protection
- Workers will have Onsite Productivity
- Cost Savings

ComputerVault represents a tremendous competitive advantage for outsourcing firms, and drives initiatives to digitally transform business.



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