

Webinar

07-04-2022

#Rethinkmodernworkspace

**Il workspace moderno:
on-premise, nel cloud, ibrido.
Approccio Security Driven e
modelli vincenti.
Il valore della partnership**

NUTANIXTM

citrixTM





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#Rethinkmodernworkspace



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Dentro la Trasformazione Digitale

- **La Trasformazione Digitale** è in atto
- La **tecnologia** è elemento portante
- La lezione appresa: da strumento di efficienza a **fattore di business**
- **Va fatta**: riguarda tutti ed è pervasiva
- **Opportunità ma anche rischi**: bisogna affidarsi agli esperti
- Si fa in **partnership**

Un nuovo modo di 'vivere' il lavoro

- Si 'ridisegna' il lavoro
- **Superamento del concetto tradizionale** legato all'ufficio
- Si affermano **modelli innovativi**: lavoro agile, smart working (non è remote working)
- **Indietro non si torna**: dall'emergenza a scelta ponderata e consapevole





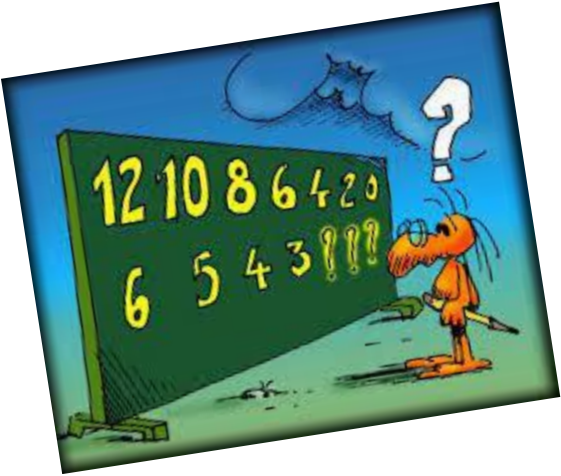
Diamo i numeri*

2019 (il passato): **570 mila** i lavoratori 'da remoto' censiti

2020 (lo spartiacque): nel **2020** il telelavoro aumenta in modo esponenziale (x la pandemia)

- **1° fase** (quella più acuta): **97% delle grandi imprese**, il 94% delle PA italiane e il 58% delle PMI
- **Oltre 10 volte più del 2019: 6,58 milioni di lavoratori agili**, 1/3 dei lavoratori dipendenti italiani
- **2° fase** (a partire da settembre 2020) i lavoratori da remoto sono scesi a **5,06 milioni**

**Osservatorio Smart Working del Politecnico di Milano*



... Diamo i numeri (2)*

2021 (il presente): Gli smart worker diminuiscono: 5,37 milioni (1 trimestre),
4,71 milioni (2 trimestre), 4,07 milioni a settembre (3 trimestre)

E il futuro? New normal, next normal, ...

- **il Lavoro Agile resterà** nell'89% delle grandi aziende e nel 62% delle PA, nel 35% delle PMI
- **4,38 milioni nel post pandemia**, con formule ibride: in media tre giornate 'agili' nelle grandi aziende, due nelle PA
- **Aumenteranno i progetti**, strutturati e informali

**Osservatorio Smart Working del Politecnico di Milano*

Smart working: i Pro

- Porta **benefici** sia ai lavoratori sia alle aziende
- Migliora l'**equilibrio fra lavoro e vita privata** (work life balance) per la maggior parte di grandi imprese (89%), PMI (55%) e PA (82%)
- Migliora **efficacia ed efficienza** per grandi imprese e PA. Più incerto l'impatto su tali prestazioni nelle PMI
- E in senso esteso... **maggiore sostenibilità sociale e ambientale**

...

**Osservatorio Smart Working del Politecnico di Milano*



...e contro

- **Lati negativi:** tecno stress, over-working, ...
- In calo anche la percentuale di lavoratori pienamente ingaggiati
- In alcune situazioni **peggiora la comunicazione tra colleghi**

...

**Osservatorio Smart Working del Politecnico di Milano*



Ibrido è bello: alla ricerca dell'equilibrio

- **La modalità ibrida piace** (in equilibrio fra lavoro in sede e a distanza): per **8 aziende italiane su 10** è l'immediato futuro
- **Perché convince?** Flessibilità dei dipendenti, agilità e produttività per i datori di lavoro
- **Nel 2021 più del 40% delle imprese ha accettato l'hybrid working** (IDC)
- **Entro il 2023 il 70% delle organizzazioni implementerà questa modalità**, a causa di accelerazione digitale e la mutabilità dei mercati (IDC)



Si fa in modo diverso

- Da valutare e abilitare a **‘tutto tondo’**
- Tecnologie, persone, processi, policy, regole, spazi e luoghi
- Richiede un **ripensamento profondo**
- Mai come oggi, **non si può fare tutto da soli**



e “a prova di legge”

- **7 dicembre 2021** – Firma del **Protocollo nazionale sul lavoro in modalità agile** tra sindacati e organizzazioni imprenditoriali
- **31 marzo 2022** – **Fine dello stato di emergenza sanitaria**. Si conclude lo **smart working** ‘semplificato’
- **Ora le regole cambiano**: accordi individuali tra datore e lavoratori, con prospettiva di disegno collettivo (si sta lavorando in questo senso)
- Circa **200 accordi aziendali sullo smart working**: il 29% degli accordi censiti contro il 6% registrato prima della pandemia (Corriere della Sera).
- Il lavoro agile è già **‘normato’ in 13 contratti nazionali** (Corriere della Sera)

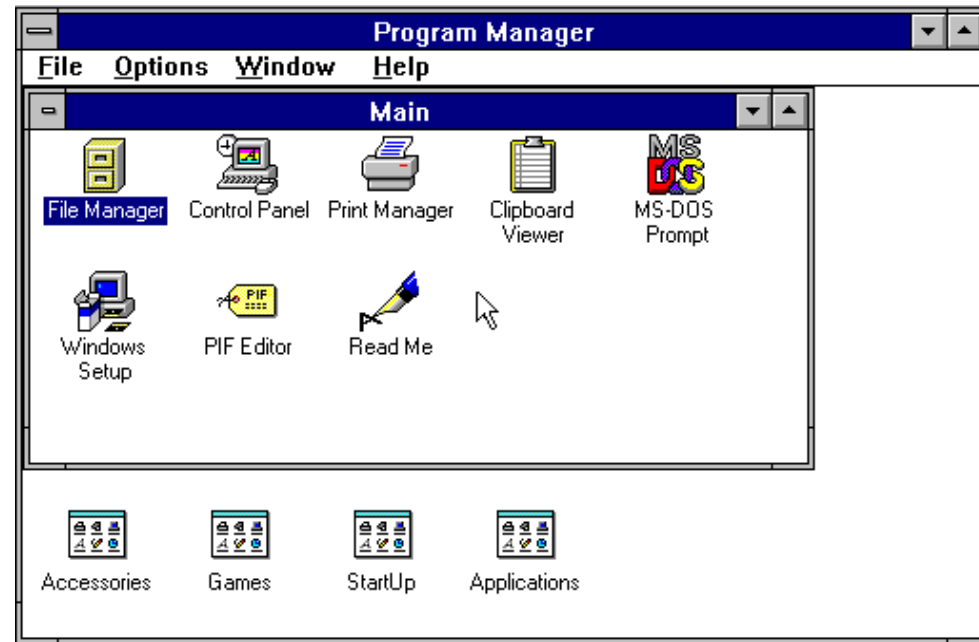
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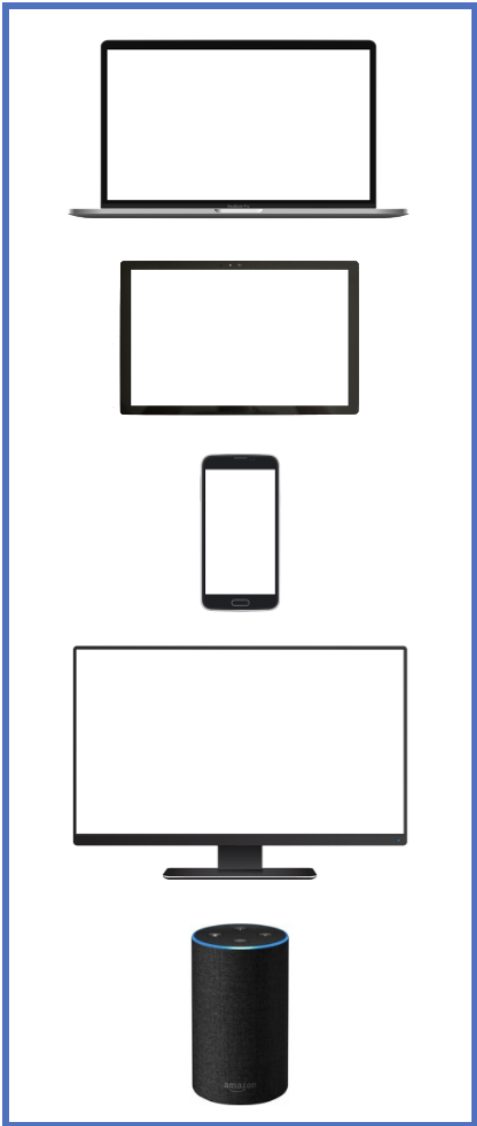


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Strategic Account Sales Engineer
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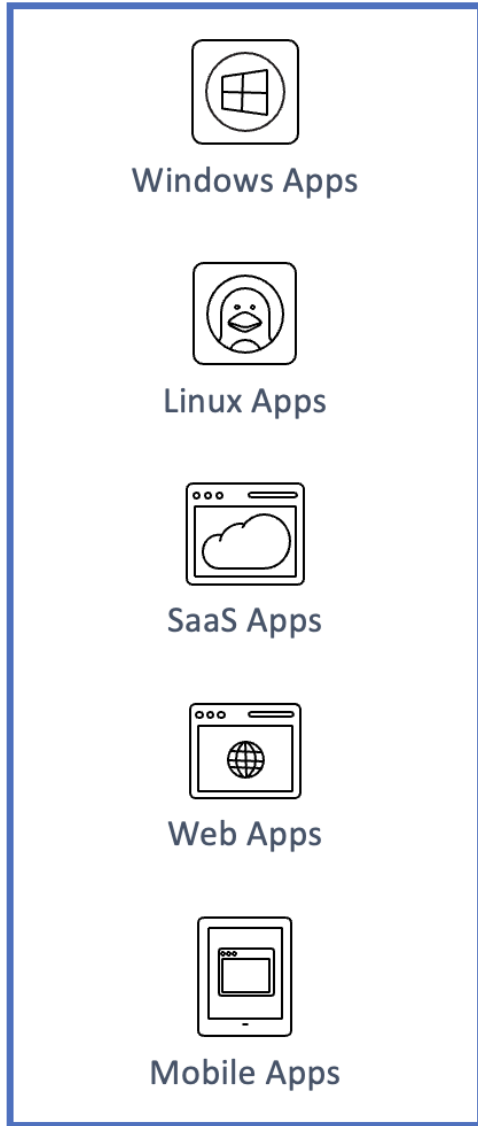
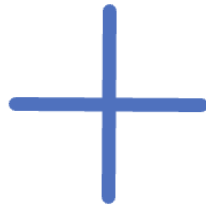


- Single device
- All content was local
- Limited to Windows apps
- Users must be physically present

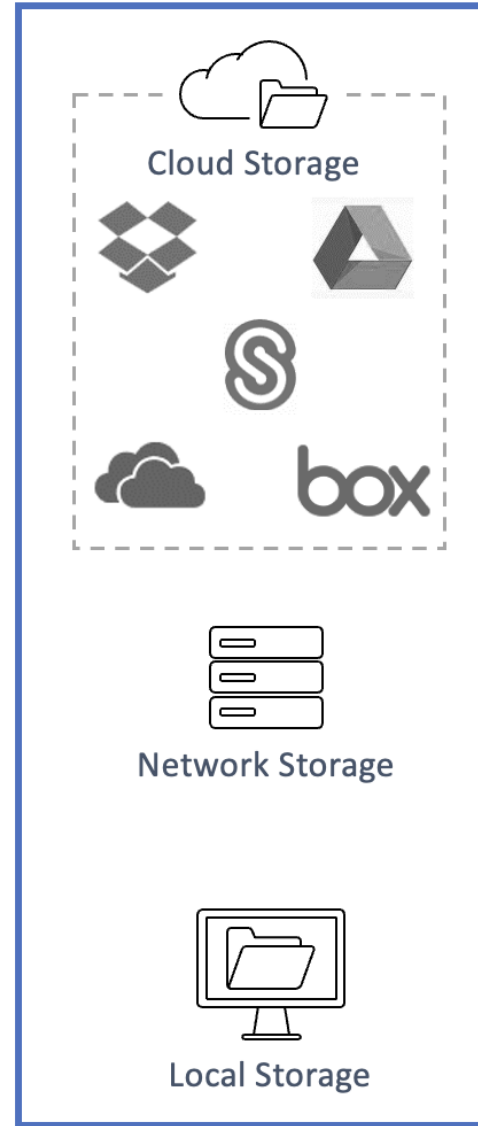
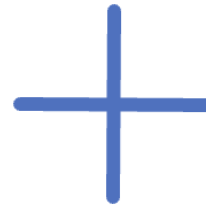




My Devices

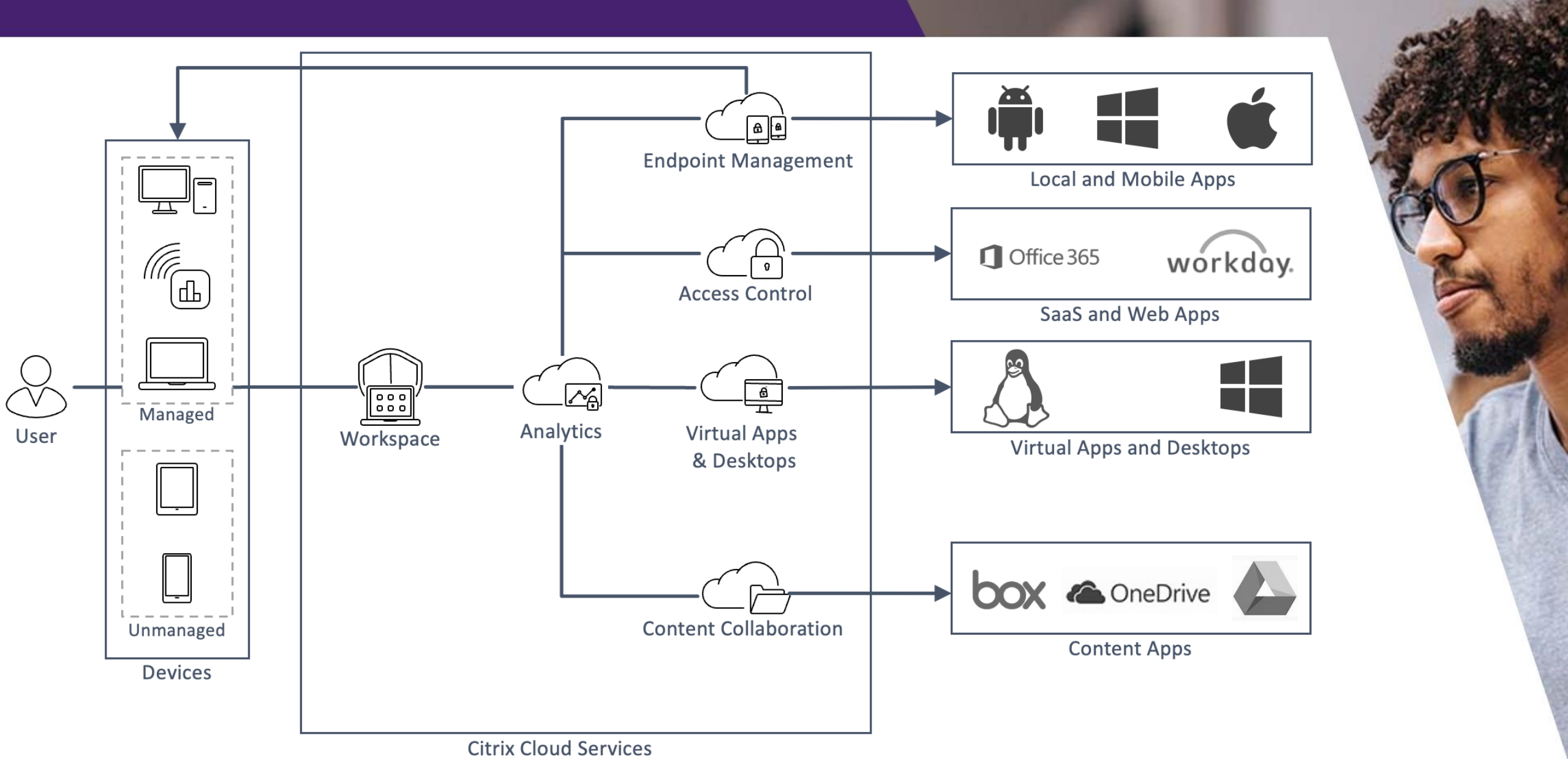


My Apps



My Content





Empower mobility for your hybrid workforce

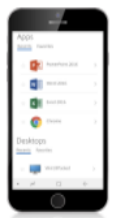
Ensure secure and unified access from anywhere, on any device

- Single pane of glass for mobile, web, and SaaS apps
- Greater control with secure access policies



Simplify critical & mundane tasks

- Get notified on the move and take quick actions to stay productive



Seamless ecosystem integrations with OEM vendors to deliver a cost-effective, ergonomic workstation

- Support for your pooled/persistent workloads



Modernized user experience with industry leading native integrations

- Leverage shortcuts to user specific apps, Virtual assistant integration, widgets, and more



Optimized high-definition virtual app and desktop experience with proprietary Citrix HDX technology and protocols





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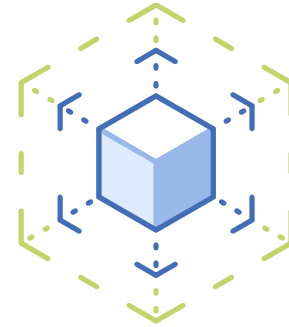
Common Legacy VDI Roadblocks



Long deployment times



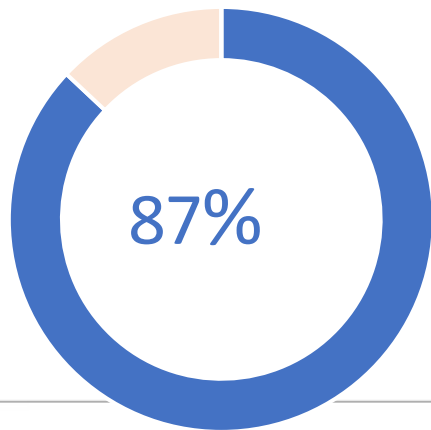
Large upfront investments



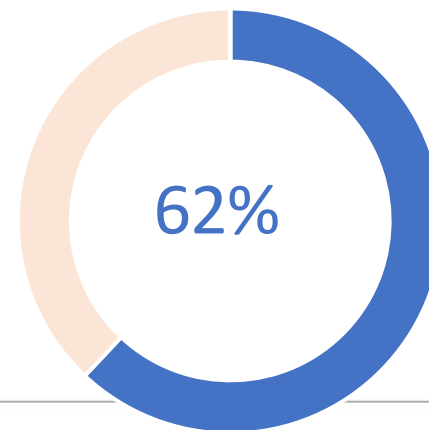
Limited scalability



Unhappy end users



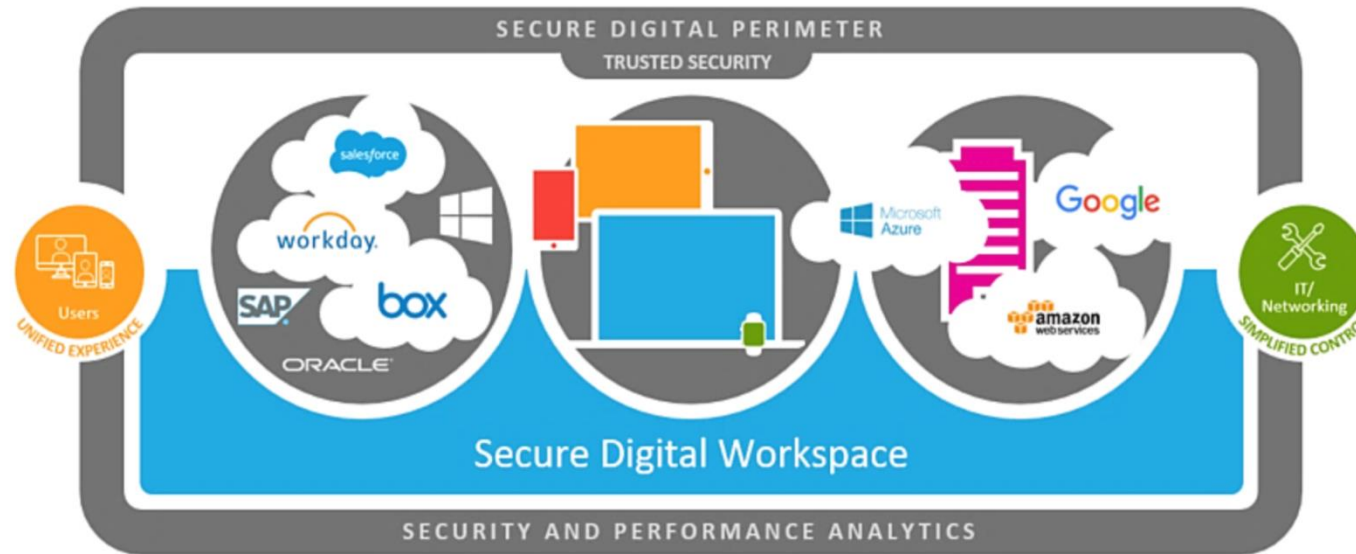
Of respondents said they initially adopted or accelerated EUC implementations due to COVID-19



Of companies say that their hosted desktop vendor/solution has not changed as a result of COVID-19

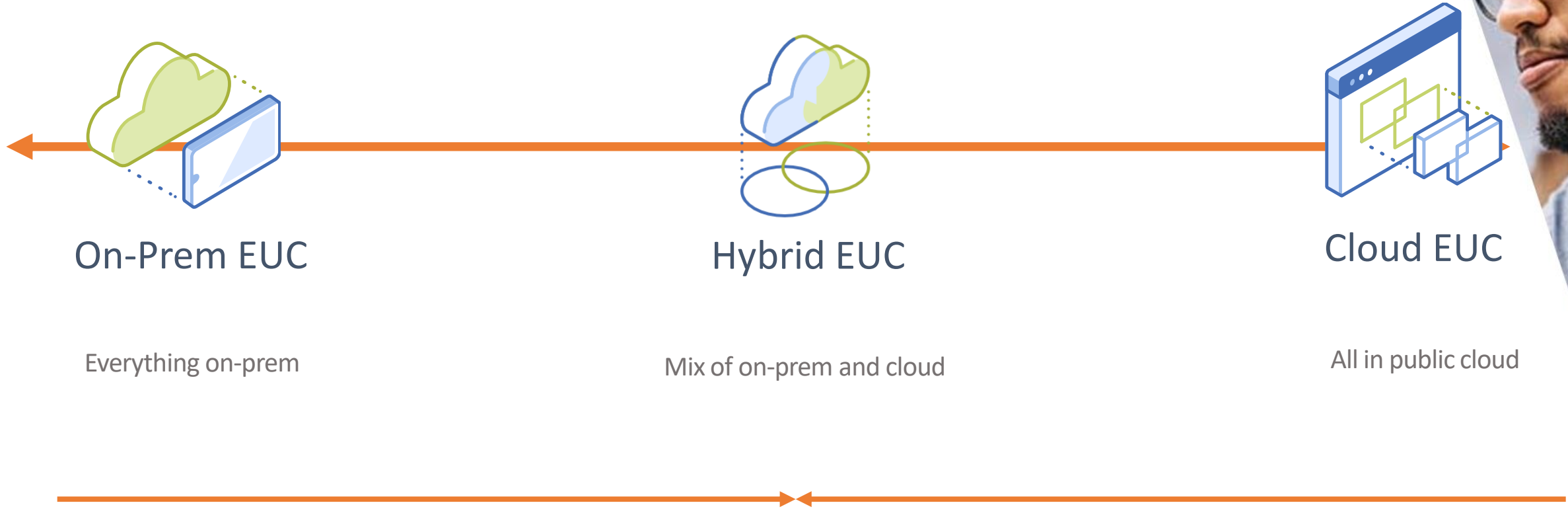


The Demands for Remote Work have Changed



- Enable digital transformation with a **Hybrid & Multicloud** strategy
- **Secure** your digital business
- **Consolidate** critical business services
- Maintain productivity in an increasingly **mobile** workstyle

What is the Future of EUC?



Industry trend: “shifting center” over time, **the future of EUC is hybrid**

45% of EUC workloads already hybrid

Citrix Cloud Services + Nutanix Cloud Platform

Cloud-based management and delivery for all Citrix workspace technologies



NUTANIX™ Cloud Platform

Hyperconverged Infrastructure Services

Virtualization | Storage | Management & Operations | Security | Compliance | User Profiles

Hybrid Cloud

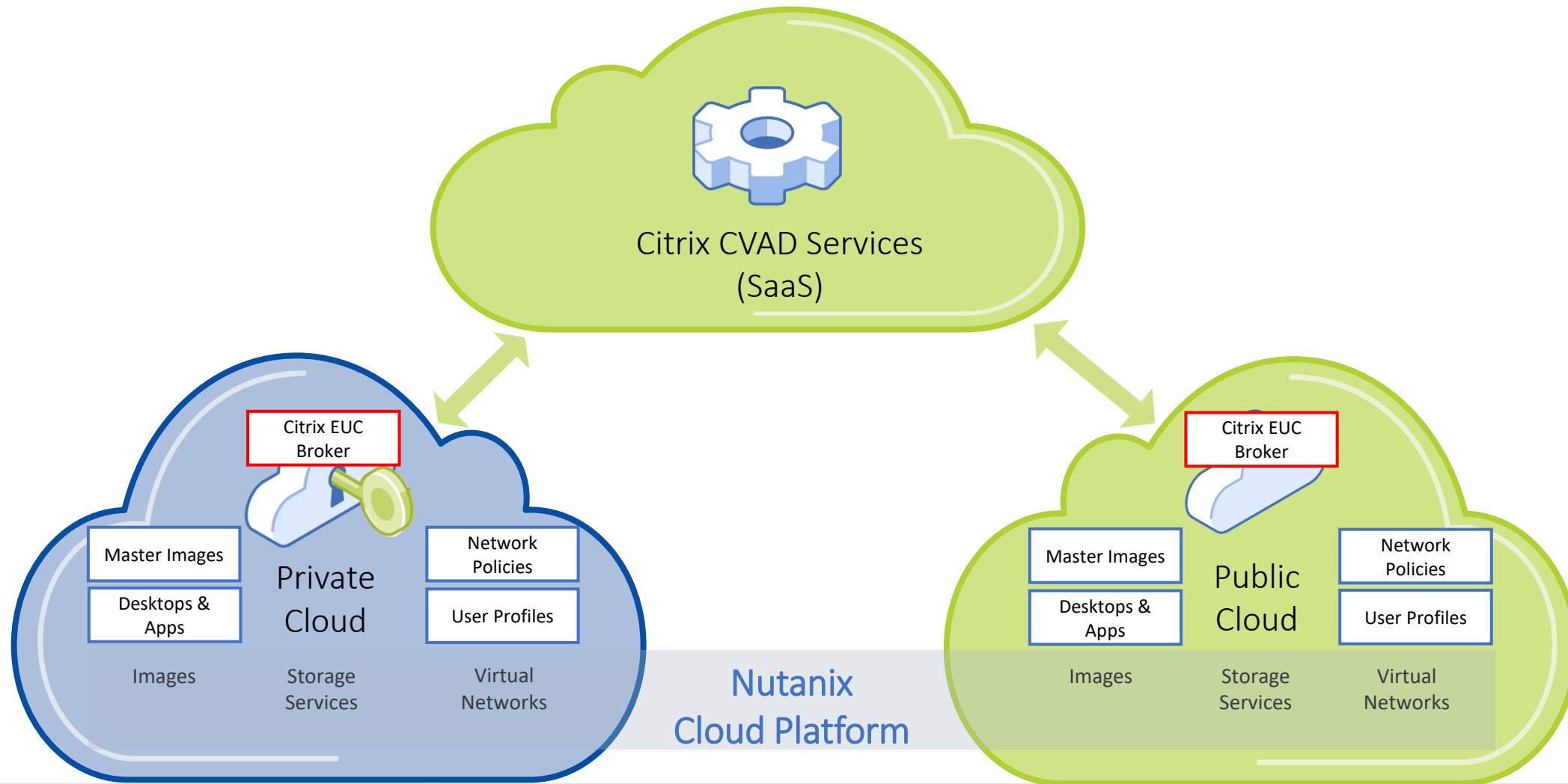
1-Click Mobility

Seamless Operations

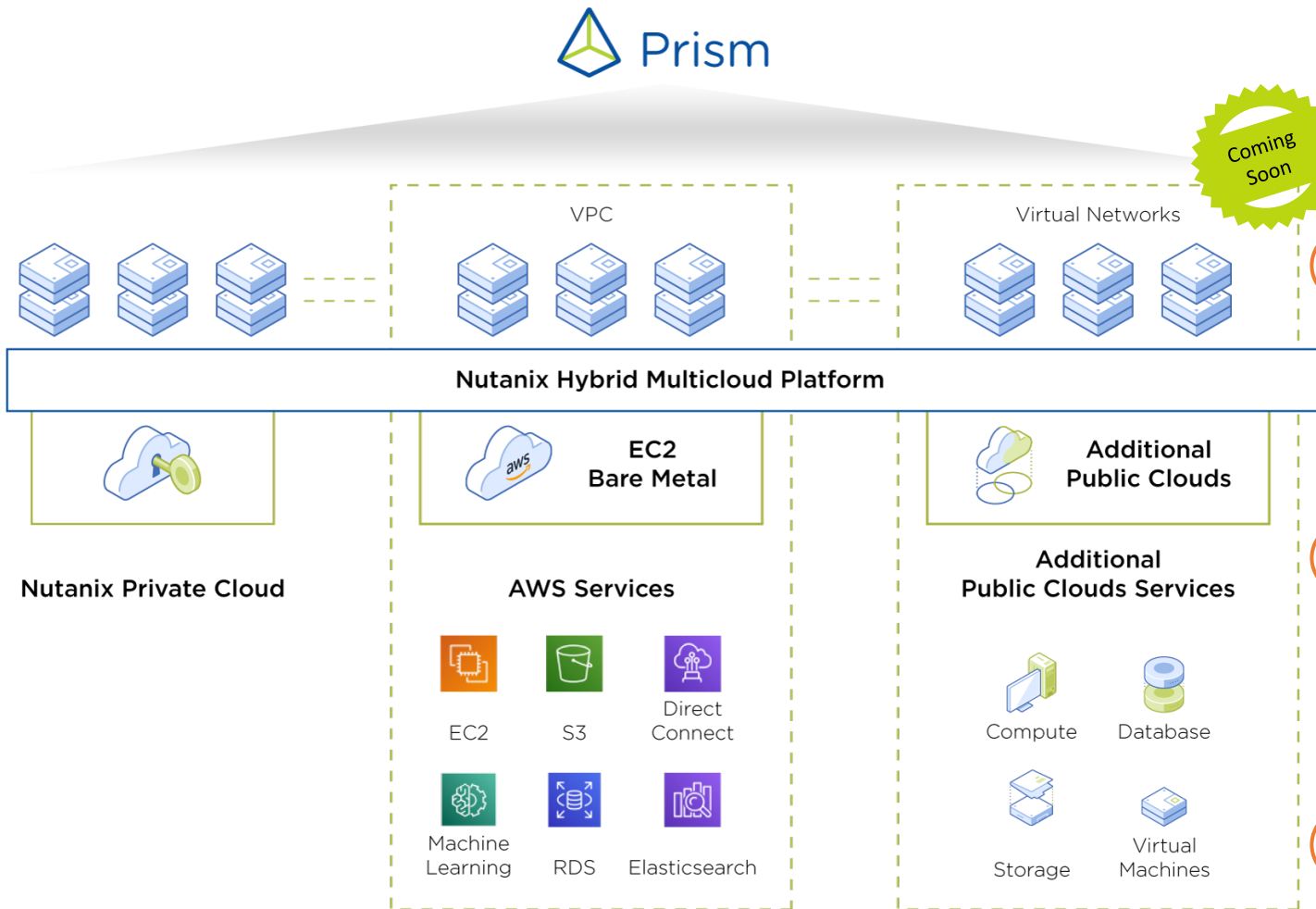
Public Cloud

Cloud Management

Offload and Centralize Citrix EUC Control Plane



Hybrid and Multicloud EUC with Nutanix Clusters



Coming Soon

1 Your hybrid cloud, your way

2 Mobility without compromise

3 Native integration with Cloud networking



Seamless Integrations

Co-developed Plug-in Architectures



**Citrix Studio
(including MCS)**

- Configure and manage deployments
- Create machine catalogs using a snapshot from master image on Nutanix



Citrix Director

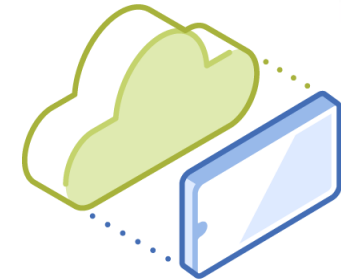
VM-level performance statistics for AHV

- VM IOPS
- VM I/O Bandwidth
- VM Average I/O Latency



Provisioning Services

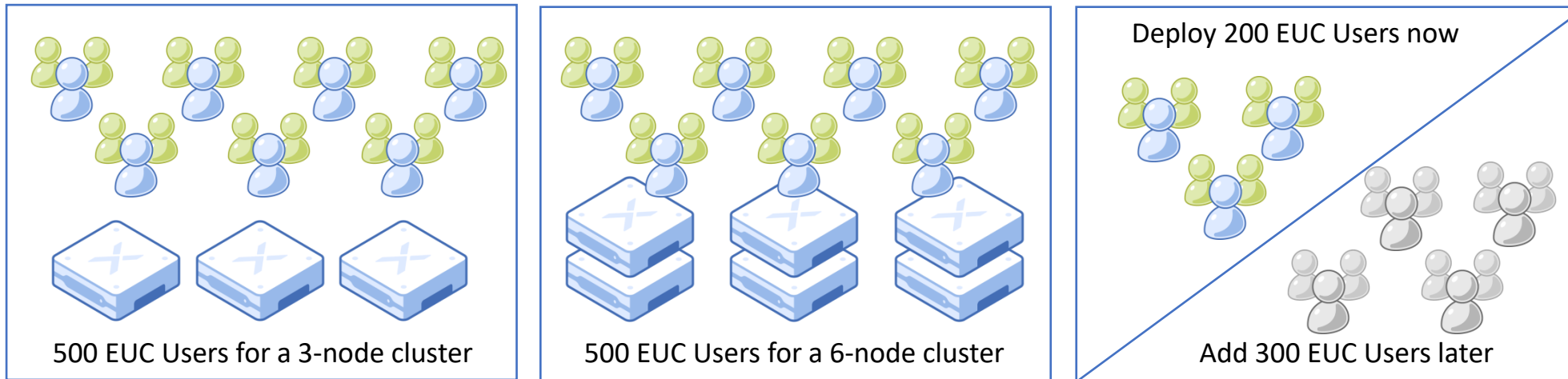
Stream images using a master image on Nutanix



**CVAD Services
(Citrix Cloud)**

- Full Prism integration for combined services
- One Click deployment

Industry Exclusive: Flexible Per-User License Model



Scenario 1

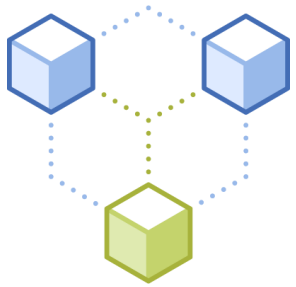
Scenario 2

Scenario 3

Same Software License

- License Independently as Needs Grow
- Transferable to Upgrades or Expansions of Infrastructure
- Seamless Disaster Recovery
- Share Desktops Across Concurrent Users in Different Time Zones or Work Shifts
- Eliminating the Variable Cost of Infrastructure Software - Size of VM's Independent, Number of Copies Independent

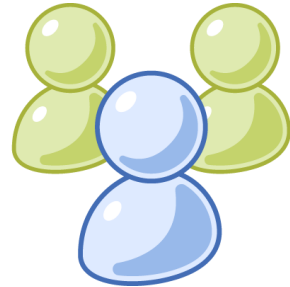
Friction-Free End User Computing



True Hybrid and Multicloud

Seamless portability between on-prem & public clouds

- Burst 2k desktops in under 2 hours
- Co-developed plug-in architecture



Per-User Pricing Model

Match infrastructure consumption to Citrix per-user cost models

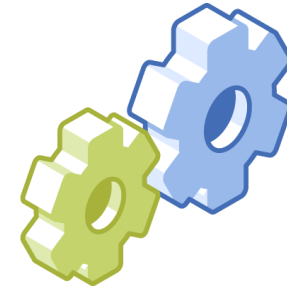
- Industry exclusive
- Calculate all inclusive cost per-user top to bottom



Excellent Experience at Scale

Linear scaling with a consistent user experience

- Predictable performance and costs from 100s to 1000s of end users



Improved Efficiency

Start small and scale as needed with the industry's best ROI

- 164% ROI and less than 6-month payback
- 90% faster time to deployment

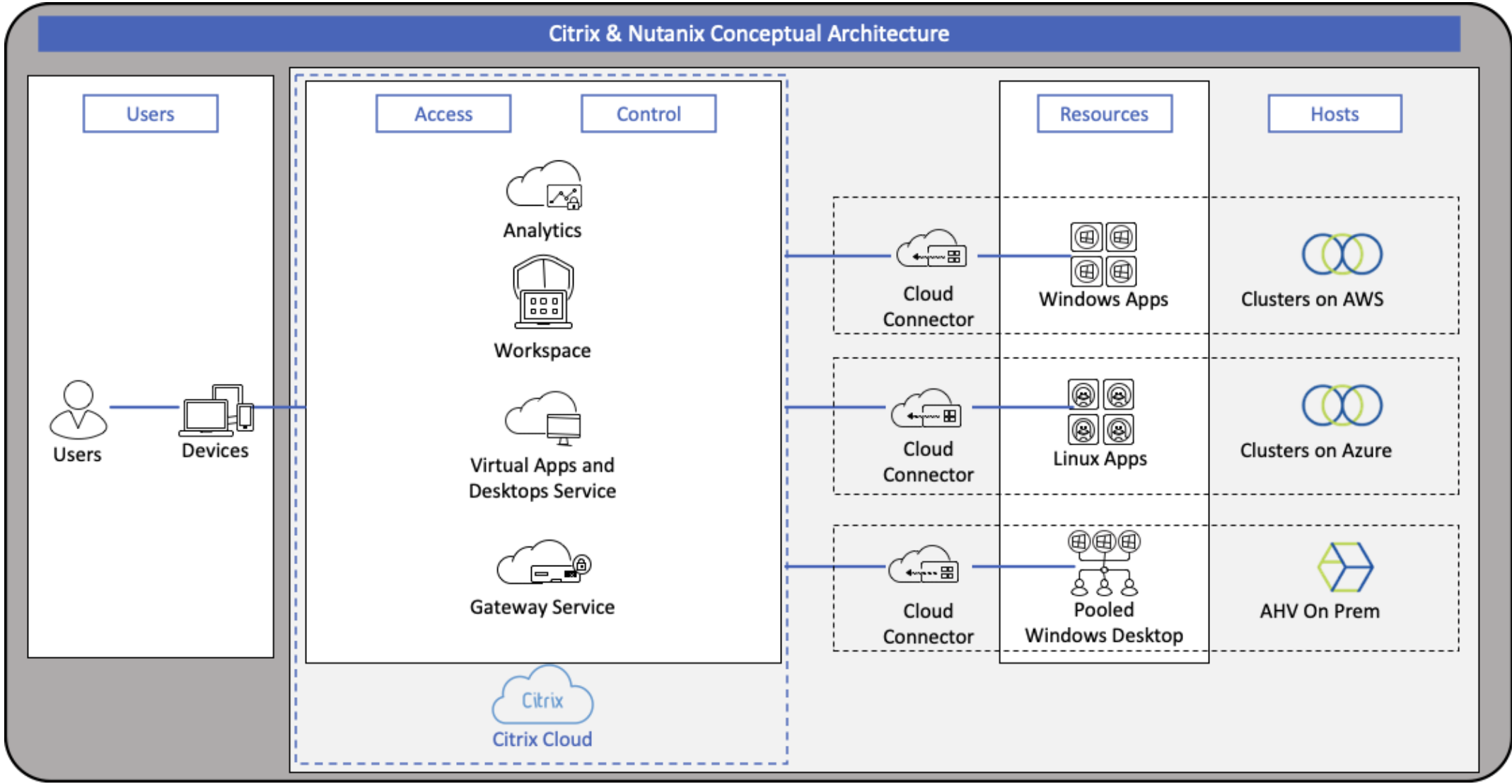
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Citrix & Nutanix Conceptual Architecture



Simplify Digital Workspace Server and Storage Resource Management

Virtualizing apps and desktops requires highly performant, scalable, and easy-to-manage servers and storage.

When desktop virtualization emerged, organizations relied on silos of blade servers and SAN storage appliances, with discrete physical networks for management, storage, and user traffic.

ENTER HCI: SIMPLER, FASTER, AND MORE COST EFFICIENT



Simplify the Citrix
Virtual Apps and
Desktops control plane:
InstantOn

NUTANIX[™]
InstantON VDI
for **CITRIX**[®]

Simplify, Save Money
and Performance

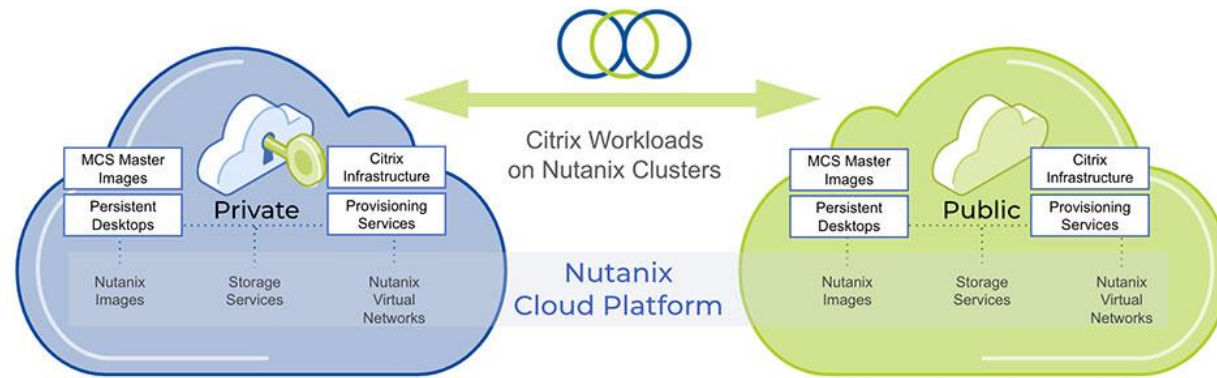
NUTANIX™
AHV

Scalable

Secure

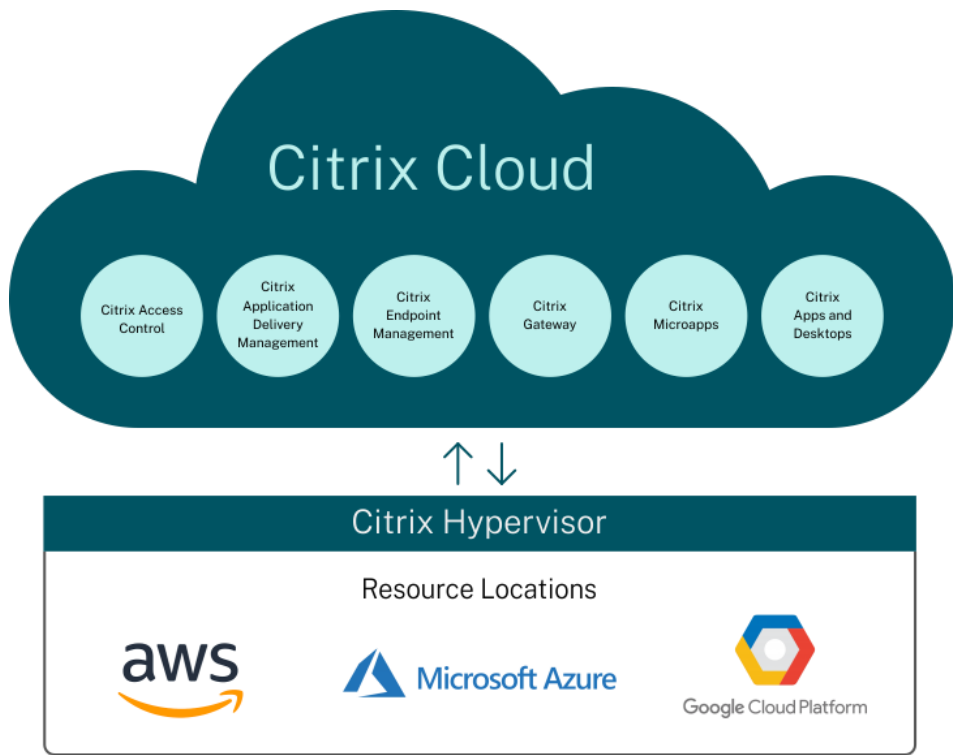
Simplify Digital Workspace : Hybrid Multi Cloud

Citrix on Nutanix Clusters



KEY BENEFITS INCLUDE:

- Extend Citrix on Nutanix to the Cloud, a Critical Workload
- Same Look and Feel as Citrix on AHV
- Leverage Existing Citrix Plugins



Q&A

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