



## Bringing public cloud desktop services on-site

CloudShape helps organizations boost efficiency, security and savings by providing desktop-as-a-service offerings using on-premises infrastructure built with Dell EMC OEM Solutions



Technology

United States

### Business needs

To provide secure desktop-as-a-service offerings for government agencies and other organizations that can't use public clouds, CloudShape needed to build a virtual desktop infrastructure solution that it could deploy and manage at clients' sites. So it sought industry-leading hardware, monitoring tools and services from an OEM partner.

### Solutions at a glance

- [Dell EMC OEM Solutions](#)
- [Dell EMC OpenManage Enterprise](#)
- [Dell EMC PowerEdge R740 servers with iDRAC and Intel® Xeon® processors](#)
- [Dell Financial Services](#)
- [Dell EMC ProSupport Enterprise Suite](#)
- [Dell client devices](#)

### Business results

- Delivers up to 6 times the performance compared with traditional VDI
- Lowers clients' operating costs by up to 40% per year
- Onboards clients as quickly as 6 weeks instead of 6 months or more
- Simplifies remote management and global support

# 100%

growth every year for CloudShape



# Improves

user experience and IT security



Many organizations including government agencies use traditional PCs even though a virtual desktop infrastructure (VDI) would save money. Often, they can't take advantage of public desktop-as-a-service (DaaS) offerings due to security restrictions or because they lack the resources to effectively deploy VDI.

Recognizing this struggle, CloudShape—an IT services and outsourcing company—decided to build a DaaS offering that includes a managed on-site VDI solution. To get the components it needed, CloudShape engaged Dell EMC OEM Solutions. Brad Osborne, co-founder and CEO of CloudShape, says, “Compared with other vendors, Dell EMC OEM Solutions brings a lot more to the table than just great hardware and support. It provides monitoring tools including iDRAC on PowerEdge servers and OpenManage Enterprise, so we can remotely manage customers' environments. And it's the only OEM vendor we've engaged that provides leasing services, which we get through Dell Financial Services.”

*“We created a purpose-built architecture with Dell EMC OEM Solutions that delivers six times faster I/O performance than traditional VDI.”*

Brad Osborne  
Co-founder and CEO, CloudShape

## Saving months of time

CloudShape's clients can access their virtual desktops anywhere, at any time, using any device, including options from Dell. “We created a purpose-built architecture with Dell EMC OEM Solutions that delivers six times faster I/O performance than traditional VDI, so user experience is good,” explains Osborne. “And with our sophisticated Dell EMC monitoring tools, we can see things like how latency impacts user experience and quickly address any issues.”

Instead of waiting the six to nine months that traditional VDI deployments take, CloudShape's clients can get a production-ready solution in as soon as six weeks. “From a timing perspective, Dell EMC OEM Solutions is fantastic,” says Osborne. “We typically get equipment in two weeks or less. And if we ever need a support technician, Dell ProSupport immediately sends one out.”



*“We’ve doubled our business every year since we started working with Dell EMC OEM Solutions.”*

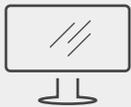
**Brad Osborne**  
Co-founder and CEO, CloudShape

## Boosting security and saving 40% in costs

Organizations get the best of public and private clouds with CloudShape’s DaaS. “Our customers typically require zero capital costs,” says Osborne. “They pay one set price per desktop, per month, and we take on all the risk in ensuring they perform according to SLAs. So they can lower operational costs by 40 percent and improve security and compliance because they have one or two desktop images on a server instead of hundreds or thousands of stand-alone images.”

## Driving 100% growth annually

CloudShape is now scaling with demand. “We’ve doubled our business every year since we started working with Dell EMC OEM Solutions,” Osborne says. “We can meet customers’ special configuration requirements. And whenever organizations ask who our OEM provider is, and we say, ‘Dell EMC,’ they are put at ease because our solutions are backed by a major global organization that’s going to be there for us—and for them.”



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