


**WHITE PAPER**



# **Simplifying & Securing Your Digital Workspace with Virtual App Delivery (VAD)**

**CAMEYO**



Across organizations of every shape, sector and size, there's a growing awareness that a choice exists when it comes to digital workspace solutions.

Whereas Virtual Desktops were the de facto standard for remote and virtual work for many years, more and more organizations—largely on account of pandemic-related workplace pivots—are starting to realize that Virtual Desktop Infrastructure (VDI) isn't the only game in town. In fact, industry trends suggest that many are of the opinion that [Virtual Desktops could actually be impeding their digital transformation](#) rather than facilitating it.

That has prompted a widespread shift to more streamlined, right-sized practices like Virtual App Delivery (VAD), which neatly sidesteps the burdensome infrastructure and resource

requirements that VDI typically entails. Current vendor-neutral studies [like the 2021 “VDI Like a Pro” report](#) have shown that [Virtual App Delivery is on track to reach parity of adoption with VDI](#) as IT departments, CTOs and end-users demand more flexible, cost-effective solutions.

So how do you determine which is the best approach for your organizations - Virtual Desktops (VDI & DaaS) or Virtual App Delivery (VAD)? For most organizations, it comes down to right-sizing your approach to virtualization based on the specific needs of your users and their workloads. Let's take a look at two organizations - Fortune 500 manufacturing firm Sanmina and Nordics-based Klarahill - for examples of how they evaluated the technologies and why they selected Virtual App Delivery over Virtual Desktops.



## Sanmina Reduces Cost & Complexity While Increasing Security with Virtual App Delivery (VAD)

When [Sanmina](#), a Fortune 500 integrated manufacturing services leader, decided to begin its migration to Chrome Enterprise, it experienced a common roadblock: legacy applications.

The company began its migration to Chrome Enterprise a few years ago, and it saw fast growth of Chrome adoption internally among employees who primarily utilized web-based applications. But the organization soon realized that it needed to find a way to support a handful of business-critical applications that were not compatible with Chrome devices if it wanted to drive enterprise-wide Chrome adoption.

“While many of the applications we use internally are web-enabled, we still have a few critical applications – like ERP and Warehouse Management – that would not work on Chrome devices,” said Mario Zúñiga, IT Director, Digital Workplace at Sanmina. “That’s

when we knew we needed a Digital Workspace solution that would enable our employees to access all of the apps they need to be productive from anywhere on their device.”

### Finding the Right Approach to Secure Digital Workspaces

There are [multiple approaches to Digital Workspaces](#) including Virtual Desktops (VDI), Desktop as a Service (DaaS), and Virtual Application Delivery. Sanmina’s strategy required a Digital Workspace solution that balances simple deployment & management with a great end-user experience – all while providing in-depth security.

“A key piece of our decision to move to Chrome Enterprise was its incredible performance, security, and the way that it helps simplify workflows. We were not willing to adopt any solution that added complexity, hindered our

employees' productivity, or sacrificed security in any way," said Zúñiga. "We decided that a Virtual Application Delivery approach to Digital Workspaces would provide the best experience for our employees, especially as we migrated to Chrome devices. "

"We also plan to move more of our workflows to Cloud Platforms over time, so we needed a Digital Workspace platform that was flexible enough to give us the option to deploy in both our existing data centers and in the Cloud," added Zúñiga.

### **Cameyo's Virtual App Delivery Removes Roadblocks to Chrome Adoption**

Previously, Sanmina had a solution in place to support Chrome adoption on a small scale. But it needed to move to an enterprise-grade solution that could support the projected growth and expansion of its Chrome deployment.

After testing several solutions, Sanmina ultimately selected Cameyo's Virtual Application Delivery platform to provide their employees with simple, seamless, and secure access to the legacy applications they need to stay productive from anywhere. Cameyo's Virtual Application Delivery (VAD) approach enables Sanmina to deliver any Windows or internal web apps to any device, including all Chrome devices, right from the browser. And Cameyo is able to do so at a global scale.

"Cameyo's platform plays a critical role in enabling our Digital Workplace strategy by removing the legacy application roadblocks that were preventing widespread Chrome adoption here at Sanmina," said Zúñiga. "Now our employees can seamlessly access all of their business-critical applications – even our ERP apps that aren't compatible with Chrome devices – right from the browser with Cameyo. Cameyo's Virtual App Delivery platform is the perfect blend of simplicity, a

seamless user experience, and advanced security.”

Currently, Sanmina has 10,000 of its employees (about 30 percent) across North America, Latin America, EMEA, and Asia on Chrome devices, and it plans to continue to migrate the remainder of its employees to Chrome over time.

“Cameyo is a key element to enabling our long-term Chrome Enterprise strategy,” said Zúñiga. “The fact that Cameyo has deep partnerships and integration with Chrome Enterprise and Google Cloud Platform makes this an even more strategic fit.”

Currently Sanmina hosts Cameyo in a hybrid model across two data centers in the U.S. as well as in the Cloud. The Cameyo platform is available as a fully-hosted service in either GCP or Microsoft Azure, but it can also be self-hosted in any environment (any cloud, on-premises, or hybrid) on a Windows Server without the need for

additional infrastructure or third-party products, providing greater flexibility, cost-savings, and security.

## Key Benefits

- **Reduced Cost** – “Cameyo’s Virtual App Delivery platform provides us with cost savings in a variety of ways. First, there are the cost savings of moving to Chrome to begin with – which reduces our total device cost by 40% or more – which we could not have done without Cameyo. There’s also the cost savings that comes from the amount of time and effort Cameyo helps us save when it comes to setting up each end user. Previously, with PC laptops, we’d have to purchase a new device, get that device set up, install all the applications and drivers, etc. Now we can just provide users with a Chromebook and they are up and running in minutes,” said Zúñiga. “But there’s also a significant cost savings associated with how much Cameyo reduces our support

costs. Even if a user has a hardware issue, we can simply issue them a new Chromebook and they can sign in and access everything immediately with no downtime.”

- **Better User Experience** – “With Cameyo, we can move our employees over to Chrome devices without disrupting their workflows. Cameyo’s platform enables us to give our employees access to the full desktop version of their legacy Windows applications on any Chrome device, but instead of the app needing to be physically installed and managed on each device, Cameyo provides access to those apps through the browser. For our employees, the experience is seamless. We’ve surveyed users to collect feedback on their experience using their apps through Cameyo, and the results were phenomenal,” said Zúñiga.
- **Ease of Use** – “Deploying Cameyo was remarkably simple,

and we had our applications installed and published with Cameyo in no time. Session management, load balancing, failover, etc. – it’s all handled by Cameyo, so all we had to focus on was the apps we wanted to publish. It was very easy to get set up, and ongoing management is a breeze – especially when compared to traditional Virtual Desktop approaches,” said Zúñiga.

- **Increased Security** – “One of the biggest draws of migrating to Chrome Enterprise was its security, so we had to find a Virtual App Delivery platform that would preserve our security posture. The fact that Cameyo has a zero-trust security model baked in at its core just adds additional layers of security so that we can confidently enable our employees to work from anywhere, on any device, with the utmost security,” said Zúñiga.

## Klarahill Reduces Remote Desktop Costs by 85% with Cameyo

Klarahill is a consortium of local, family-run businesses that run one-fifth of all private authorized funeral homes throughout Sweden. When the company made the decision to move all of their businesses away from Windows clients and onto Chrome OS, they encountered a common issue.

“We were very excited about moving to Chromebooks and taking advantage of the security and ease of management that Chrome OS and Google Workspace are known for – but we also have five legacy Windows applications that we rely on to run our business,” said Adam Nerell, Head of IT for Klarahill. “We utilize quite a few more Windows apps than that, but there are five that we simply could not operate our business without. So we could not make the move to Chromebooks without enabling access to those apps.”

Klarahill already had a remote

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desktop solution in place, but it was antiquated and they determined it would be easier to replace than to update.

“We decided we needed a solution where we could only pay for what we use,” said Nerell. “Our previous virtual desktop solution was 24/7, so we were always paying, even when it was not in use.”

### **Additional Challenges – Cost & Complexity**

Like many IT professionals, Nerell initially began evaluating Citrix's suite of virtual desktop products as a potential solution.

“I’ve worked with Citrix in the past and am very familiar with their solutions – but I’m also aware of how expensive it is, and the fact that you simply do not set up Citrix yourself without a third-party integrator,” said Nerell. “We were looking at tens of thousands of dollars just for the set up fees, and that’s without the actual cost of the product licenses, third-party infrastructure, and ongoing maintenance costs.”

“And all of that just to enable access to five critical apps! It became clear that the VDI or DaaS options were going to be far too costly and complex to be a feasible option,” said Nerell.

## The Solution

Klarahill turned to their strategic IT partner, Online Partner for advice. Online Partner helped Klarahill realize that they didn’t need the cost & complexity of a full virtual desktop/DaaS deployment, and that the best Digital Workspace strategy for them would be secure

Virtual Application Delivery (VAD). So they recommended that Klarahill evaluate Cameyo.

“Too often there’s a misconception that VDI or DaaS are the only options when it comes to enabling remote and hybrid work,” said Fredrik Linnander, CEO of Online Partner. “The reality is that most companies simply need a secure, cost-effective way to deliver a handful of business-critical Windows and web applications to any device, from the browser. Cameyo is the simplest, most secure, and most cost-effective Virtual App Delivery solution we’ve experienced, and we knew this would be a perfect fit for Klarahill.”

When Klarahill decided to proceed with Cameyo, they were up and running in just three hours. And since the company deployed Cameyo, they’ve experienced the following benefits:

## Key Benefits



- **Simplicity** – “To be honest, Cameyo was so simple to set up that I was skeptical at first. After just three hours, when we had it completely set up and our critical apps published, that skepticism quickly turned into a sense of awe,” said Nerell.
- **Cost-effectiveness** – “Just looking at month-to-month cost compared to our previous remote desktop solution, with Cameyo we are paying only 15% of what we used to pay. But then on top of that 85% savings, we also no longer need windows clients, so we save even more money there. In addition, we have far fewer support issues, so we save even more,” said Nerell.
- **Security** – “With Cameyo you get this very powerful solution, with very low complexity and cost, all while getting greater security than you’ll find in other solutions. Complexity is the antithesis of security. The more complexity a solution has, like the many components of virtual

desktop solutions, the more potential security issues you will have. Cameyo is built on a zero trust security model, and it also strips away all of the complexity that could result in security issues down the line,” said Nerell.

## Conclusion

With the help of Online Partner and Cameyo, Klarahill was able to complete their migration to Chrome OS and Google Workspace.

“People pay hundreds of thousands of dollars to build this themselves on-prem, and with Cameyo you get this for a few dollars per month per user – all without any of the complexity of deploying and managing VDI or DaaS environments. And you don’t have to give anything up in exchange for that simplicity and cost savings. Cameyo has everything – incredible security, great user experience, backup, power saving, clustering, elasticity – it’s really amazing,” said Nerell.

## About Cameyo

Cameyo is the secure Virtual Application Delivery (VAD) platform for any Digital Workspace. Cameyo provides a simple, secure, cost-effective, and flexible solution for delivering all your apps – legacy Windows, internal web, and SaaS – to any device from the browser without the need for Virtual Desktops or VPNs. By enabling organizations to provide their people with secure access to the business-critical apps they need to stay productive from anywhere, Cameyo helps make remote/hybrid work and distance learning, work. Hundreds of enterprises and organizations across all industries utilize Cameyo to deliver business-critical applications to hundreds of thousands of users worldwide. As of September 2021, Cameyo has a Net Promoter Score (NPS) of 70 with zero detractors – 100% of responding customers would recommend Cameyo to their peers. To learn more, visit [cameyo.com](https://cameyo.com).

**Want to see Cameyo in action? Schedule a demo at [cameyo.com/request-a-demo](https://cameyo.com/request-a-demo) and one of our specialists will be happy to show you how Cameyo could help in your environment. Or to see for yourself how easy it is to publish your applications within minutes with Cameyo, you can start your free trial (no credit card required) at [cameyo.com/free-trial](https://cameyo.com/free-trial).**