

ChromeOS Virtual App Delivery

Customer Stories

In this collection of case studies you'll learn how your peers from a Fortune 500 manufacturing firm (Sanmina), a popular hotel chain (Village Hotels), and a healthcare network (Klarahill) utilize ChromeOS Virtual App Delivery with Cameyo today.



Fortune 500 Sanmina Saves Over 40% in Switch to ChromeOS with Cameyo

When Sanmina began its migration to ChromeOS devices, it selected ChromeOS Virtual App Delivery with Cameyo to provide all its employees with seamless access to all their apps on ChromeOS. As a result it has seen:

Reduced Cost

- “There are the cost savings of moving to Chrome to begin with – which reduces 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. Now we can just provide users with a Chromebook and they are up and running in minutes.”

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. For our employees, the experience is seamless.”

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.”

“Google and Cameyo have a long history of joint innovation aimed at enabling IT to adopt ChromeOS devices without having to sacrifice the business-critical Windows applications people still need to do their jobs. This level of integration shows Cameyo’s commitment to delivering a seamless experience for Windows apps on Chromebooks, and removes a potential barrier for IT teams that have been considering ChromeOS but were concerned about enabling Windows apps.”

Mark Bowker, Senior Analyst, Enterprise Strategy Group



Did You Know:

Cameyo is one of just three Chrome Enterprise Recommended virtualization solutions globally, and the only solution that enables you to deliver all your apps to ChromeOS devices without delivering the Windows desktop.

[Read the Full Case Study](#)



Chrome Enterprise
Recommended

Village Hotels Goes All-In with Google Thanks to Virtual App Delivery

"It all started with our decision to replace Office 365 with Google Workspace, because we were looking for a solution that would enable more seamless collaboration across our business," said Dan Morley, Head of IT Infrastructure and Service at Village Hotels. "The impact Google Workspace has had cannot be overstated – it was transformational for our business. That got us thinking about other ways we could leverage the Google ecosystem to improve and transform our business."

Ease of Deployment

"With Cameyo you literally just switch it on, you install your applications on Cameyo's servers, and then you push them out to your users either as Progressive Web Apps (PWAs) or via a Cameyo portal in any browser. It's remarkably simple."

A Better User Experience

"It's clear that Cameyo and the ChromeOS team have worked closely together on integration because the user experience is just seamless. Our users can easily access the full desktop version of all of their apps just as if they were installed locally on the device."

Cost Reduction

"Right away Cameyo enabled us to avoid the six-figure cost of an infrastructure refresh. There's also the ongoing cost savings we experience by not having to manage all of that infrastructure since it's all managed by Cameyo in Google Cloud."

[Read the Full Case Study](#)

Klarahill Adopts Chrome & Reduces Virtual Desktop Costs by 85% with VAD

"Too often there's a misconception that VDI or DaaS are the only options when it comes to enabling remote and hybrid work. The reality is that most companies simply need a secure, cost-effective way to deliver a handful of business-critical Window and web applications to any device, from the browser. Cameyo is the simplest, most secure, and most cost-effective Virtual App Delivery (VAD) solution we've experienced."

"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."

[Read the Full Case Study](#)

Secure Access to All Your Apps, Without the Issues of Windows Desktops

"Cameyo's technology gives us a streamlined cloud desktop allowing users to access all of the apps and data they need to be productive from anywhere – all without the Windows desktop. With Cameyo, the real value add is the elimination of the Windows OS, because I don't have to deal with all the complexity and all of the security concerns that Windows desktops bring. I can deliver a lower cost solution because I don't have to support all that infrastructure just to deliver the Windows OS."

- **Brian Stopinski**, Corporate IT Operations Director,
Community Hospital Corp. (CHC)



What's Next?

1

Book a consultation directly with one of our ChromeOS + Cameyo experts - schedule [here](#).

2

Want to try it out for yourself first? Start your free trial [here](#), and be up and running in minutes.

