

Citrix & VMware: Time to Make a Change?

A Guide to Your VDI & DaaS Alternatives



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Navigating Change

The acquisitions of Citrix & VMware have led to many changes, and if you use one (or more) of their solutions, you may be unhappy. These slides will help you explore your options based on your org's needs, and will help determine if Virtual App Delivery (VAD) could be a simpler, more secure, more flexible & cost-effective alternative for you.



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Would a VDI & DaaS alternative benefit your org?

If you answer **yes** to any of the following questions, let's talk.

1

Is your VDI environment too costly & complex?

2

Do you wish you could solve user profile bloat?

3

Are you tired of EOL notifications and forced upgrades?

4

Are you being forced to move/upgrade to a new product?

5

Do you wish you had better support?

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How Cameyo's Virtual App Delivery (VAD) can help

1

Is your VDI environment too costly & complex?

Virtual App Delivery (VAD) eliminates the need for virtual desktops & gives users secure access to all the apps they need through any HTML5 browser or as PWAs.

2

Do you wish you could solve user profile bloat?

Cameyo's patented Temporary User Profiles technology eliminates user profile bloat and provides a seamless, secure Cloud Desktop experience for end users.

3

Are you tired of EOL notifications and forced upgrades?

Cameyo has one product the replaces dozens of Citrix products, and all new features & functionality are provided at no additional cost. No EOLs and no upgrade fees.

4

Are you being forced to move/upgrade to a new product?

Cameyo offers a self-hosted version of its platform, giving you the flexibility to securely deliver all your apps from the environment of your choice - with an option to easily move to fully-hosted if/when ready.

5

Do you wish you had better support?

Cameyo's global support is and always has been free. Customers continually rave about Cameyo's support on peer reviews sites like G2, where we get top ratings.

The Bottom Line - With Cameyo You Can:

Reduce cost & complexity by eliminating VDI

Eliminate roaming user profile bloat

Purchase once, never pay for upgrades

Have flexibility to operate in any environment

Get top-rated global support for free

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1

The Cameyo Difference

Virtualization Becomes Invisible to the End User for a Seamless Experience

- Use of Progressive Web Applications (PWAs) for a native app experience
- User clicks icon to launch it as a PWA, just as if it is installed locally, with nothing new to learn
- SaaS apps are also launched as PWAs to eliminate context switching
- File handling capabilities automatically opens the right app based on file type

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2

The Cameyo Difference

Patented Temporary User Profiles Eliminates Roaming User Profile Bloat

- Cameyo eliminates the on-premises components that make legacy VDI so costly and complex
- Every session is wiped from the Cameyo server for increased data privacy and protection
- Session sync ensures user data is available even if the user connects to a different server

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3

The Cameyo Difference

Dead Simple for both IT and the User

- Get started in minutes and deploy apps to users in hours, not weeks or months
- No more device provisioning... simply send or hand the device to the user
- User logs in with their SSO and their apps and cloud storage are immediately available
- Per user pricing with no complex EAs/licensing and no surprises or bill shock

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4

The Cameyo Difference

The Most Secure Way to Deliver Apps

- Users, sessions and resources are isolated from the corporate network for true zero trust
- Firewall and Server ports are closed to the open Internet
- Eliminates VPNs to protect against brute force and ransomware attacks
- Single architecture and non-persistent servers significantly reduces attack surface

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5

The Cameyo Difference

Hands Down the Most Cost-effective Virtualization Solution

- 82% decrease in hardware costs with cloud-native features like elasticity and usage optimization*
- 75% lower licensing costs by delivering apps on a per-named-user basis*
- 54% reduction in TCO when moving from legacy VDI or DaaS*
- 50% reduction in the number of IT admins needed for virtualization*

*[Analyzing the Economic Benefits of ChromeOS and Cameyo, Enterprise Strategy Group, April 2023](#)

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6

The Cameyo Difference

The Ultimate in Flexibility

- Fully hosted in Google Cloud or Self Host in any cloud, hybrid or on-prem environment
- Supports multi-cloud deployments for high availability and disaster recovery
- Securely deliver all apps on any device, including ChromeOS
- Built for the cloud for increased employee productivity

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“We replaced Citrix with Cameyo for one key reason – Citrix was far too complex, pure and simple. And it’s not just the initial complexity of deployment, it’s also the ongoing management. Right away Cameyo enabled us to avoid the six-figure cost of an infrastructure refresh. But then there are the ongoing costs as well – every five years we would have had to refresh our underlying infrastructure to stay with Citrix.”

VILLAGE
HOTELS

Dan Morley

Head of IT Infrastructure,
Village Hotels

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“Cameyo’s platform plays a critical role in enabling our Digital Workplace strategy by removing the legacy application roadblocks. Now our employees can seamlessly access their business-critical applications right from the browser with Cameyo, including our ERP system. Cameyo’s solution is the ideal blend of simplicity, a seamless user experience, and advanced security.”



SANMINA®

Mario Zúñiga

IT Director, Digital
Workplace, Sanmina

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“The elegant simplicity of the Cameyo platform blows the competition out of the water. Cameyo turns the idea of VDI upside down. Where other products continue to grow in size and complexity, Cameyo grew in innovation and simplicity. With the low cost of deployment as well as the low cost of resources, Cameyo has made the reality of virtualization achievable to customers who previously could not afford it.”



Brian Stopinski

IT Operations Director,
Community Hospital Corp.

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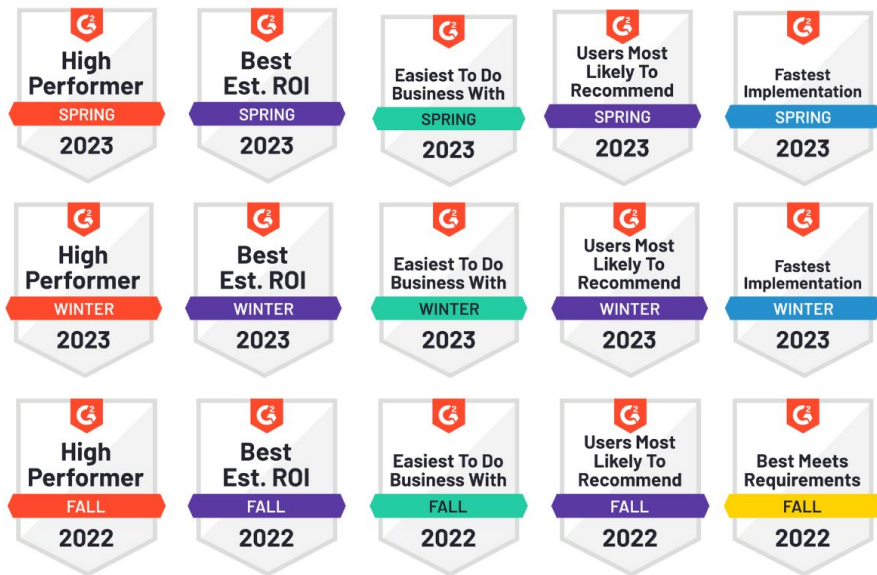
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What Customers are Saying About Cameyo

Cameyo gets 5-stars on G2 and our NPS Score is +83.



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Thank you

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