

The value behind your VDI

Informed, business-focused
strategies are key to VDI success.





From infrastructure to impact: Reframing the role of VDI


The workplace has changed and it's not going back. Many organisations have adopted Virtual Desktop Infrastructure (VDI) to deliver secure, remote access to corporate applications, data and processing power. VDI is no longer a tactical decision about remote access. It's a strategic question about how organisations enable productivity, security, and flexibility in a hybrid, cloud-enabled world.

The market is complex, vendor choice is growing, and cost pressures are mounting. Organisations need a strategic partner to help them cut through the noise and rethink their approach, not from a product-first point of view, but from a business-value perspective.

As organisations re-evaluate their workplace strategy for the long run, a critical question arises:

"Is business as usual viable for VDI?"

VDI has been framed in the past as a technical or cost-driven decision, focused on infrastructure choices, platform comparisons, or procurement efficiencies. In the new workplace reality, it's time to rethink VDI as a strategic enabler of productivity, experience, and resilience. It's time to reframe the conversation, from one of technology choice to one of business value.



The cost of business as usual

The value of VDI promised consistency: one desktop, accessible anywhere, with centralised control and security. In today's diverse work environments, that promise must evolve. Modern organisations are no longer looking for one-size-fits-all solutions, they're seeking flexibility, speed, and effective services.

The new workplace demands a more sophisticated view of how and where people work. Field engineers, contact centre staff, knowledge workers, and creative professionals all have different needs and expectations. Traditional VDI deployment may offer uniformity, but it doesn't offer relevance, and that's where the value begins to erode. To stay relevant, VDI must do more than operate. It must enable.



"In a world of shifting work patterns and mounting IT complexity, VDI is redefined. It's no longer about desktops, it's about decisions. The organisations that thrive will be those that step back, reassess their needs, and make informed choices based on business outcomes. It's time to re-evaluate VDI as a strategic enabler of workplace transformation."

Spencer Pitts,
Partner CTO and Senior Director for Europe,
Middle East and Africa
OmniSSA



Value of VDI: Delivering strategic solutions

The true value of VDI lies not in the technology itself, but in the outcomes it enables. That value can be realised in key areas for the business that unlocks better outcomes:

1

Employee experience

Great digital experiences drive productivity, satisfaction, and retention. A well-designed VDI environment delivers fast, reliable access to the tools employee's needs, without friction. That means less waiting, fewer logins, and less frustration and downtime. But it also means understanding the persona behind the desktop: what the user needs, how they work, and how to tailor the environment to suit.

2

Business agility

Workplaces are no longer fixed. Organisations must onboard, scale, and support distributed teams across geographies and devices, often at speed. VDI supports this agility by centralising control while decentralising access. Whether you're opening a new site, enabling a partner network, or adapting to a change in regulations, VDI helps your organisation move faster.

3

Security and compliance

In an era of heightened cyber threats, organisations need a way to keep data secure, without compromising usability. VDI supports a "secure by design" model: data stays in the data center or cloud, not on endpoint devices or hard drives. Centralised control over patches, policies, and access rights gives IT teams confidence while reducing the attack surface.

4

Sustainability and lifecycle optimisation

VDI allows organisations to extend the lifespan of existing devices or shift to more sustainable endpoint models e.g. thin clients. It reduces the carbon footprint associated with high-end hardware refreshes while supporting a greener workplace.

5

Operational efficiency

Centralised management can reduce IT overheads, streamline support, and simplify upgrades on devices. VDI lets teams focus on innovation and service delivery rather than repetitive device maintenance. This is particularly valuable in environments with high employee turnover or variable workforce sizes.



“VDI isn’t about delivering a one-size fits all approach, it’s about continuously adapting to the way people work. The organisations unlocking real value are the ones aligning their VDI strategy to the changing technology requirements of their workforce.”

James Hogan
Senior Sales Director NEMEA
Omnissa

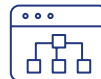




Infrastructure to outcomes: Re-evaluating VDI commitments

Unlocking benefits isn't just about choosing the right VDI technology.
It's about asking the right questions:

- What business outcomes does VDI need to achieve?
- How does VDI align with an overall workplace strategy?
- Where are the gaps in experience, performance, or usage?
- What's holding us back from unlocking more value and capability?



In the modern workplace, VDI needs to be a cross-functional conversation. It should bring together IT, security, digital workplace leaders, and heads of business units.



Time to act: Why now matters

The digital workplace continues to evolve and fast. New employee expectations, rising operational risks, and the continued adoption of cloud services are all reshaping how work gets done. Organisations that fail to adapt risk falling behind, both in performance and perception.

Now is the ideal moment to review your VDI strategy and speak with a consultant to:

1

Determine what is happening in the marketplace

2

Unlock industry knowledge and comparative VDI analysis

3

Create an effective strategy and review of commitments

Computacenter offer an advisory workshop and can re-evaluate your VDI environment, identify untapped value, and lay the groundwork for a more scalable approach that generates business impact.



Virtual Desktop Infrastructure, when reimagined and aligned with business and commercial purpose, has the potential to unlock incredible value, from sustainability to user empowerment. But only if organisations take the time to step back, re-evaluate their approach, and seek expert guidance.



Empower your teams to make informed decisions that deliver measurable value.

To understand how your current VDI strategy stacks up and discover the opportunity, speak to one of our experts. Contact your Computacenter Account Manager, email enquiries@computacenter.com, or call **01707 631000**.

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