

# Rethinking your approach to VDI



# Workplace in transformation

The digital workplace is no longer one fixed location. It's an evolving ecosystem spanning offices, homes, transport hubs, shared spaces, and every location in-between.

Employees expect seamless access to digital tools, while organisations must balance flexibility with security, performance, and control. This need for balance is placing increased pressure on digital teams to deliver dependable, consistent user experiences, regardless of where the workforce is operating from.

Against this backdrop, Virtual Desktop Infrastructure (VDI) has emerged as a powerful enabler of workplace transformation, delivering consistent user experiences across diverse devices, hardware, and locations. The promise of work anywhere, on any device has become possible. Yet the evolving nature of VDI now raises new questions, not just about what is possible, but about what is sustainable, cost-effective, and strategically aligned with business goals.



**Shifts in vendor licensing models, the growth of cloud-native solutions, and rising enterprise expectations are reshaping the VDI conversation. The question has become: "is it time to rethink your VDI approach?"**

According to Gartner, Horizon was named a Leader in the 2024 Magic Quadrant for Desktop as a Service.

IDC also recognised Horizon as a Leader in its 2024 MarketScape for Virtual Client Computing and Worldwide Virtual Client Computing Software Vendor Assessments.





# Changing business needs



Many organisations are at a critical decision point: maintain the status quo, migrate to a new model, or rethink the role and value of VDI.

Key challenges are influencing how enterprises approach VDI:

1

**New VDI solutions:** Cloud-native platforms are giving organisations fresh alternatives, often with lower entry costs and greater scalability. These solutions are expanding the range of deployment options and enabling faster rollouts for organisations needing to adapt quickly.

2

**Hybrid work acceleration:** The shift to hybrid models is no longer temporary. Enterprises need scalable, secure infrastructure to support access anytime, anywhere, without compromising control or compliance. Many are also seeking to improve remote onboarding experiences and ensure seamless access across fluctuating workforce numbers.

3

**Security and compliance pressures:** With endpoints and identities spread across geographies, VDI offers a way to centralise and secure access, yet this only works if configured and maintained correctly. Increasingly, businesses are recognising the need for proactive compliance monitoring and dynamic access policies to stay ahead of evolving threats.

4

**Vendor landscape:** Licensing structures and new value delivery mechanisms are changing the way vendors operate, prompting many customers to reassess existing contracts and commitments ahead of renewal. The traditional “renew and forget” model is being replaced with a more considered, value-based evaluation process.

# Getting the value exchange right

VDI is about more than desktops. It impacts:

- **Employee experience:** Deliver fast, consistent access across every location and device, whether on-site or remote. This includes improving login speeds, application responsiveness, and minimising friction for users across job functions.
- **Operational flexibility:** Scale up or down without overcommitting to infrastructure. This gives IT teams more agility in responding to business changes, such as mergers, seasonal shifts, or opening new offices.
- **Security posture:** Centralise sensitive data and manage risk at the edge. With cyber threats continuing to rise, this centralisation becomes a key lever for maintaining control and ensuring a unified policy approach.
- **Cost control:** Avoid infrastructure sprawl and unpredictable licensing. Enterprises are increasingly scrutinising spend across desktop delivery models and looking for ways to forecast and reduce operational costs.
- **Sustainability:** Reduce device churn and improve energy efficiency with thin clients. Extending the lifecycle of hardware also supports wider ESG goals and demonstrates digital responsibility.



Achieving these benefits requires good alignment between IT, security, and business leadership – something that many organisations are working to have in place but may not yet have fully achieved. Strong governance, shared priorities, and transparent performance measurement are essential.





# Evolving the workplace transformation

Large organisations operating VDI are looking for value in the following areas:

- The value of commitments made to platforms and strategic VDI partners
- Finding efficiencies and cloud agility, ensuring the business can unlock both
- Avoiding gaps in security or compliance based current vendor or platform configurations

These are challenges that can sit beneath the surface of day-to-day operations, difficult to spot without a re-evaluation, but with a significant impact on cost, risk, and user experience. Computacenter's advisory approach ensures you get ahead of these challenges, with a VDI strategy that fits your specific goals, not just the latest trend or vendor roadmap.



# What is the impact of business as usual?

The requirement for organisations to re-evaluate the costs and benefits of VDI includes:

- Business case consideration, including ROI and TCO modelling
- Vendor comparison and procurement advice
- Proof of concept and pilot deployments
- Migration and transformation services
- Ongoing managed services and optimisation



This includes understanding how VDI impacts budgets, workforce enablement, and long-term technology roadmaps. Whether you're reviewing an existing VDI contract, exploring native cloud or on-premise capabilities, or building a hybrid environment, Computacenter can help you move forward with confidence – with clear strategic insights and practical next steps.

## Informed choices, better value

The digital workplace will continue to evolve, and with it, the technology foundations that support productivity, security, and agility. VDI adoption continues to grow, not only because of remote work, but because it supports modern workplace demands for flexibility and user-centric experiences. Now is the time to ensure your strategy evolves too because standing still could mean falling behind.

Computacenter is your trusted advisor. You'll benefit from clear guidance, practical support, and a shared commitment to delivering long-term value, from VDI and beyond.

## VDI Value Advisory Workshop

Computacenter offers a bespoke Advisory Workshop, designed to inform, assess, and guide your next move. Led by our workplace and digital infrastructure specialists, this session helps you gain clarity on where you are, where the market is going, and what you should do next.

# Five compelling reasons to seek consultation for your Virtual Desktop Infrastructure:

1

**Current market view:** Understand the latest shifts in licensing, pricing, and vendor positioning and how they may impact your existing agreements and future options.

2

**Tailored insights:** Explore options relevant to your business goals, not generic one-size-fits-all paths. Our approach is designed to reflect your people, processes, and ambitions.

3

**Risk mitigation:** Identify hidden risks in your current setup, including security and compliance gaps. We help surface areas of technical debt or underperformance that may be invisible in day-to-day operations.

4

**Impartial advice:** Gain insights from a partner that isn't tied to a single vendor or platform. We bring an independent perspective grounded in real-world deployment experience.

5

**Cost optimisation:** Discover opportunities to reduce licensing, infrastructure, and support costs. We help you take a value-first approach, finding savings while unlocking improvements in performance and experience.



# Next Steps

Whether you're reviewing your current VDI estate, navigating an upcoming renewal, or simply seeking to unlock more value from what you already have, now is the time to reassess.

Our experts are here to help you uncover smarter options, reduce risk, and align your VDI approach with the needs of a modern, hybrid workforce.

To learn more or to book your VDI Value Advisory Workshop, please contact your Computacenter Account Manager, email [enquiries@computacenter.com](mailto:enquiries@computacenter.com), or call **01707 631000**.

## About Computacenter

Computacenter is a leading independent technology and services provider, trusted by large corporate and public sector organisations. We are a responsible business that believes in winning together for our people and our planet. We help our customers to source, transform, and manage their IT infrastructure to deliver digital transformation, enabling people and their business. Computacenter is a public company quoted on the London Stock Exchange [CCCL] and a member of the FTSE 250. Computacenter employs over 20,000 people worldwide.

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