

## Case Study - Alpine Independent School District

### Background

The Alpine Independent School District is a K-12 school district in West Texas. Alpine ISD's mission is to offer a first class education in a warm and friendly setting, providing children with learning experiences to be responsible, productive, and successful members of an ever-changing world.

A key aspect of successfully fulfilling this mission is a dedication to technology as an enabler for collaboration and better teaching practices. In addition to building out modern network and storage infrastructures, Alpine also strives to meet the ever-increasing demands for the student and teacher desktop computing experiences.

### Challenge

While desktop computing has become a pervasive part of K-12 education, school district budgets for PC refresh programs are an ongoing struggle. Alpine's capital budget challenges were exacerbated by the fact that deploying and managing desktops required more IT resources than any other technology area. The district was also trying to balance the need for a PC refresh with a badly needed storage infrastructure upgrade.

So while Alpine was in dire need of a refresh for 300 desktops, constraints on budget and resources for ongoing management precluded the traditional option of replacing every PC with a new one. Alpine needed a solution that supported the vision of improving students' education by leveraging technology, but was also affordable and required minimal resources for deployment and ongoing management.

### Solution

Alpine began looking at virtual desktop infrastructure (VDI) solutions as an alternative to a traditional PC deployment. In VDI architectures, desktop operating systems run in virtual machines and are remotely accessed by end users.

"When we started looking at VDI for the desktops, we realized the solutions could simplify deployments, greatly reduce management costs, and actually deliver a better end user experience," said Jesse Crim, IT Administrator for Alpine ISD. "We also had the opportunity to make some huge improvements in mobility and security with VDI."

Alpine began comparing solutions from VMware and VDIworks. Compared to VMware, Alpine found that VDIworks met all requirements and was 30% of the cost. VDIworks was also hypervisor-agnostic. Whereas VMware software works only with a VMware hypervisor, VDIworks was compatible with any hypervisor, giving the district ultimate control of their solution choices and allowing them to avoid vendor lock-in.

VDIworks offers a simple, scalable VDI software solution that's ideal for educational institutions, enabling K-12 IT teams to deliver a powerful desktop experience to students and faculty at a fraction of the cost of traditional desktop computers. At the same time, security and manageability are improved through centralization of critical data and infrastructure. Simplicity was further solidified by Alpine ISD through the deployment of Pure Storage flash array to support the VDI instance. VDIworks partnered with IT managed services provider Synetra to deliver a complete solution with improved performance across the board.



### Industry

Education K-12

### Business Needs

In order to provide the best learning experience for students, the district needed to refresh all desktops but cost and complexity required an innovative approach.

### Solution

Choosing VDIworks for a virtual desktop solution allowed Alpine to accomplish an otherwise impossible desktop refresh. The savings allowed them to upgrade the storage infrastructure to a Pure Storage flash array.

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*Jesse Crim*

*Alpine ISD*

## Result

With VDIworks, Alpine is able to deliver a desktop experience better than standard PC's while reducing management costs at the same time. VDIworks helped Alpine repurpose the existing PC's as access devices that connect to centralized virtual machines. This allowed Alpine to upgrade the storage infrastructure to improve performance, not only for the desktop experience but for other applications as well.

Selecting Pure Storage ensures that Alpine ISD students benefit from vastly improved VDI access times and that the Alpine ISD IT team has a simplified storage infrastructure to manage. With a data reduction rate of 8.5:1, an unforeseen benefit to Alpine ISD is the expanded use of their flash array to encompass all Tier 1 workloads. Synetra worked closely with the school district and the technology providers to deliver a fully integrated solution.

"With VDIworks, we got an end-to-end solution that was 30% of the cost of VMware," said Crim. "We were able to upgrade to a top tier storage solution because of the savings. And we got boutique service that a small organization like ours would never get from VMware or Citrix."

VDIworks was also the only solution that provided full management capabilities for the endpoint device. This eliminated the need for separate software and/or manual processes, dramatically reducing the total cost of ownership (TCO) compared to the competitive solutions.

"Like most school districts, we're constantly trying to find ways to deliver innovative technology solutions on a budget," said Debbie Dodds, director of technology of Alpine ISD. "What it came down to in choosing between VDIworks and VMware is the VDIworks team was in it with us as if they were a part of Alpine ISD. The VDIworks team showed that they cared about the success of this project as much as we do, and that's the kind of company we like to do business with."

VDIworks virtual desktop solutions enable K-12 organizations to take advantage of virtualization technologies to deliver a better desktop experience to end users. VDIworks offers end-to-end management through a single pane of glass, and the software works with any virtualization technology and with any hardware infrastructure.

The result of a successful VDI deployment is lower total cost of ownership (TCO). For budget-conscious schools, these savings are critical. But lower cost is just the beginning. Virtualization can also help improve education delivery and information security.

## About VDIworks

VDIworks makes easy-to-use software that enables IT managers to centrally create, deploy and manage virtual desktop infrastructure. With more than 20 patents and five generations of proven success in enterprise environments, VDIworks offers ultimate simplicity and flexibility, giving customers an infrastructure- and hypervisor-agnostic technology for desktop virtualization. The VDIworks Virtual Desktop Platform (VDP) offers IT organizations improved management and control, data and asset security, and a superior end-user experience. For more information on VDIworks, visit [www.vdiworks.com](http://www.vdiworks.com) and follow us on twitter at [twitter.com/vdiworks](https://twitter.com/vdiworks).

## About Synetra

Synetra takes a comprehensive approach to solving everyday IT problems. Synetra's expert team and unparalleled service have made them the go-to partner for IT solutions and support throughout Texas for over 30 years. With offices in Dallas/Fort Worth, Midland/Odessa, Lubbock, Amarillo and El Paso, Synetra provides end-to-end IT solutions tailored to each customer - from assessments, to design, to implementation and support. To learn more, visit [www.synetra.com](http://www.synetra.com).

## About Pure Storage

Pure Storage, the market's leading independent solid-state array vendor, enables the broad deployment of flash in the data center. The company's all-flash enterprise arrays offer significant performance and efficiency gains over mechanical disk, at a lower price point per gigabyte stored. Pure Storage FlashArrays are ideal for performance-intensive applications, including server virtualization and consolidation, VDI, OLTP database, real-time analytics and cloud computing. To learn more, visit [www.purestorage.com](http://www.purestorage.com).