June 2021

# Omny Cloud VDI
# Datasheet

# INTRODUCTION

Today's end-users need to have access to their data, apps and IT resources across devices and locations. The ability to quickly adapt the employees' workspace to new trends is becoming a key competitive advantage. The increased employee productivity, collaboration, and satisfaction that mobile technologies offer are not lost on business leaders.

That is why Virtual Desktops Infrastructures are ever more essential in our connected world, by centralizing in a single control panel:
- o The creation and deployment of virtual desktops, hosted in private data centers, and integrated via controlled networks.
- o Their management and real-time adaptation to the end-users needs.
- o And their access, to work or play from anywhere, on any device.

VDI makes it all happen with strict security policies, from networks protection to data smart backups, in order to limit the cyber-risks while reducing the operating costs.

However, it can also create new challenges related to IT's ability to effectively manage, secure, and scale the supporting infrastructure.

In fact, many IT organizations that have implemented VDI to reduce desktop-related capex and opex are discovering that fragmented server architectures often simply shift costs from the client side to the datacenter.

Therefore, more and more IT organizations are seeking managed infrastructures and/or desktop-as-a-service offerings to overcome the common obstacles to VDI, while enabling a more agile and mobile workforce.

**Omny Cloud VDI-as-a-Service** has been built to answer this need by delivering the most modern technologies for a cloud-first and high-performance VDI. It automates and moves the complex operational components into the cloud, giving you unprecedented simplicity. The load balancing, brokering, databases, portal, configuration, monitoring, and image management are now an intuitive cloud-centric service, requiring no deployment or ongoing maintenance resources.

It helps you get up and running up to 10x faster while cutting costs over traditional solutions by as much as 50%.

## Omny Cloud

VDI-as-a-Service
Business Value Highlights

### > 42%

Reduction in TCO* vs traditional PC **from year 1**

### > 35%

Reduction in TCO vs traditional VDI **from year 1**

### 95%

IT capex turned into predictable opex

### 99%

End-users' digital resources accessible remotely

## HIGH PERFORMANCE AND PLUG 'N PLAY VDI

**Omny Cloud VDI-as-a-Service** is an intuitive platform to deliver virtual desktops, servers and networks through multi-cloud and multi-tenancy hosting options, on a monthly pay-as-you-go basis.

- o **The administrators** or managers can create desktops' templates, deploy virtual machines and monitor the infrastructure from their dedicated web platform Omny Console.
- o **The end-users** can access their virtual desktops from any device through a safe HTML5 connection (Google Chrome, Safari, Firefox…).

The service is entirely tailor-made, and Omny Cloud engineers will help you deploy the appropriate machines and infrastructure during a fully digital onboarding. We have automated most of the VDI's management tasks to avoid a painful migration and costly administration.

We developed Omny Cloud VDI to offer an accessible alternative to the established VDI providers, focused on High Performance Computing, GPU support and quick deployment.

Our 7 key features consist in:

1. **Virtual Desktops, Networks & Servers** - The customer can easily deploy the essential of a VDI very easily. Dedicated or shared virtual desktops for specified users, server machines with SSH keys, and virtual networks, in minutes. Thanks to efficient automation, it can take as little as 45 minutes to deploy the service into an Omny Cloud dedicated infrastructure, with no training nor certifications.

   Windows 10, Windows Server and Linux (Ubuntu 18.04 and 20.04) OS are available.

2. **High Performance Computing & GPU** – Our team worked with hardware manufacturers (2CRSI, AMD) to optimize the deployment of graphics-accelerated desktops for highly demanding tasks like CAD/CAO, 3D rendering or software development. A GPU passthrough automation simplifies the management of graphics desktops while a brand-new remote access protocol optimizes the end-user's experience.

   The partners can even host their graphics desktops on an Omny Cloud capacity (AMD or Nvidia-powered) to avoid the related investments, while keeping a seamless management from their console.

   That way, demanding users will finally be able to migrate to virtual machines.

3. **Multi-tenancy & Multi-Cloud** – For resellers and Service Providers, no need to be certified to deploy a multi-Cloud or multi-tenancy VDI. Omny Cloud has been built with a native support of multi-tenancy infrastructures, at no extra cost and through the same intuitive web console.

4. **Multiple-screen, Webcam, Microphone & Graphics Tablets** – Creatives will find the best user experience thanks to 2+ screens and complex devices support like Graphics Tablets for design apps. Also, to provide a seamless experience with remote work, the remote access protocol supports seamlessly Webcam & Microphone for virtual meetings.

5. **Multi-Factor Authentication & Thin client** – For maximum security in the virtual desktops access, Multi-factor Authentication (Mail and/or SMS) can be enabled through the console.

   Custom & made in France physical thin clients called **omnyPod®** are also available to complete the use case. They enable the customer to easily access and use their virtual machines while improving the UX with a design, silent and thin pod. To avoid upfront investment, the omnyPod® can be included in the monthly subscription plan.

6. **Virtual Networking Hub and API** – Omny Cloud VDI can easily be integrated into an existing infrastructure, with private connections to Active Directories and other network-based storage systems. This will ease its adoption and customization by the IT teams.

7. **All-inclusive Licensing & Customer Service** – We simplified VDI licensing with an all-in-one monthly or annual subscription. Compared to our competitors, our VDI per-user license covers the whole stack (hypervisor, orchestrator, load balancer, remote access protocol, GPU support, database…) and the editor support, for predictable costs.

   We keep a close relationship with our users through a free and unlimited ticketing system, plus a direct and single assistance contact.

Our focus is to provide the best Virtual Desktop experience to empower businesses with rightly-sized machines, close support and predictable, all-inclusive subscriptions.

## HOSTING AND MULTI-CLOUD OPTIONS

**Omny Cloud VDI** delivers virtual desktops, servers and networks through multi-cloud and multi-tenancy hosting options.

These options consist of:

o **VDI as a Service** – Fully managed public or dedicated VDI, from Omny Cloud or a certified partner. This option is meant to empower MSPs and their end-customers with the benefits of virtual desktops, without the investments and maintenance costs associated with this technology.

o **On-premise capacity** - Hyper-converged infrastructure owned by the customer. Omny Cloud was built for a very large servers compatibility, for our customers to recycle their old appliances with a versatile VDI solution.

o **VDI-in-a-box -** A unique set of appliances from the manufacturer 2CRSI was designed specifically to optimize the Omny Cloud VDI software. They are sold with the OS already installed, and are recommended for the best user-experience, the minimum maintenance costs and a plug-and-play on-premise deployment.

## OMNY CLOUD VDI ELEMENTS

### Complete infrastructure in a private environnement :

- o Hypervisor
- o Orchestrator
- o Broker

- o Management Database
- o vLAN / vXLan
- o Standard Gateway

- o vFirewall
- o Load balancer
- o Backups system

### Omny Cloud Management Console:
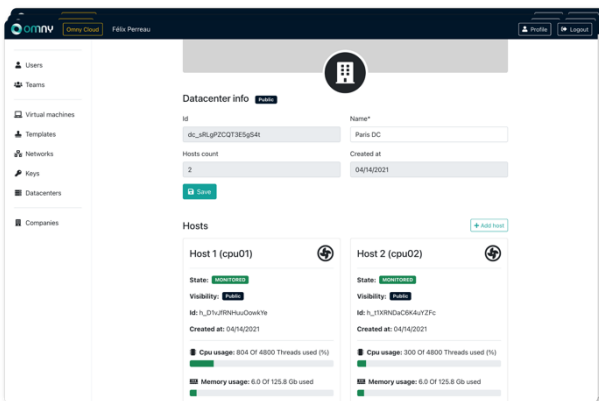
- o Multi-cloud and Multi-tenancy deployment.
- o Desktop & Server VMs provisioning.
- o Images, Networks & Templates management.
- o Users, Teams and MFA administration.
- o Integration with the existing IT system.
- o Capacity monitoring and hosts management.
- o Remote debug and assistance.
- o HTML5 navigator access.
- o Ticketing and billing.

### HTML5 access and Remote Desktop Protocol:

- o Remote and secure access to the virtual desktops through an HTML5 navigator-based connection.
- o Total separation between the host device and the VM to protect the infrastructure.
- o NextFrame® is the thin app version of the protocol, multi-OS, which will be released soon.

### The omnyPod® thin client to easily equip a flex-office:

- o 2x HDMI ports
- o 1x 1 Gbps Ethernet
- o 2x USB 3.0
- o 2x USB 2.0

- o WiFi and Bluetooth 5.0
- o Body in aluminum and acrylic
- o Low consumption and silent
- o Customization and white label

## COMPLETE AND JUST-IN-TIME DELIVERED WORKSPACES

### Operating Systems :

Omny Cloud VDI supports Windows 10 and Linux (Ubuntu 18.04-20.04) OS. Depending on the infrastructure you choose (mutualised or dedicated), your virtual desktops will either support Windows 10 Pro or Windows Server 2019.

### Windows Licences :

Based on your needs, Windows 10 Pro or Windows Server 2019 desktop (Windows 10-like) licenses will be included in your monthly subscription.

You can also provide your own license with the Bring Your Own License option. In that case, non-activated Windows virtual machines will be deployed. You will then be able to license your users through your usual Microsoft licenses provider.

The choice will be based on your needs and situation to ensure full compliance with Microsoft's licensing rules.

With Omny Cloud VDI, IT can support identity management across identity sources such as **Active Directory** and **LDAP**, and provide end users with customizable access to resources through a single unified workspace.

### Computing power and configurations :

All of the Omny Virtual Desktops are 100% dedicated machines, with a 24/7 high availability.

Omny Cloud hosted Virtual Desktops range from lightweight office tasks VMs, under the name Starter, to powerful VMs with dedicated GPUs for graphics-intensive tasks, under the name Power.

Our subscription prices only depend on the computing power of the VM. There will never be hidden costs, required add-ons or migration fees.

Here are the 3 basic configurations available in every Omny Console to quick-start the experience:

| | Starter | Professional | Power |
|---|---|---|---|
| Windows License | Included | Included | Included |
| Processor | 2 vCPU | 4 vCPU | 8 vCPU |
| RAM | 4 GB | 8 GB | 16 GB |
| Storage (SSD) | 50 GB | 100 GB | 250 GB |
| Fully-dedicated GPU, 24/7 (*~ from GTX 1080 to RTX 2080 Ti*) | None | None | Yes |
| Standard Support | Included | Included | Included |
| Use cases | Standard office work (Microsoft 365, lightweight navigator) | More intensive office tasks (video, heavy navigation, development...) | Heavy development and graphics-intensive tasks, CAO / CAD, AI... |

## SECURITY POLICY

### Client – Server communication:

The HTML5 remote desktop connection and soon the thin app provide a fully-encrypted communication between the access point and the VDI server. No external intrusion such as "man in the middle" can access useful data.

Multi-Factor Authentications via mail and/or SMS are available to better approve and control the users' devices.

The logs of the connections with location, OS and time can also be retrieved.

### Virtual Machines internal security:

Omny Cloud VDI should be combined with the implementation of user-managed antivirus within the VM's images. This would limit the impact of end-users risky behaviors on their permanent virtual machine. In the current version, the antivirus is not managed by the Omny Cloud Management Console.

### VM's network security:

**User-managed software firewall**: any firewall distribution can be installed on a dedicated VM to protect the machines' network. The software firewall management is external to the Omny Cloud VDI management console.

Omny Cloud's engineering team can assist you in the software firewall deployment such as pfSense.

### Data Protection:

Omny Cloud VDI includes an internal backup module. It enables the whole infrastructure's backup based on your needs, with editable frequencies. It can be set to daily, weekly or monthly backups.

For maximum data security, daily backups with the last weekly, monthly and yearly backup kept over 3 years is recommended.

# REFERENCE ON PREMISE INFRASTRUCTURES

**Omny Cloud VDI** has been designed to simplify and lighten the infrastructure to be deployed for an operational system. The server compatibility is extended to older appliances on purpose, to enable recycling.

Two different setups are recommended, based on the number of users and complexity of the architecture needed.
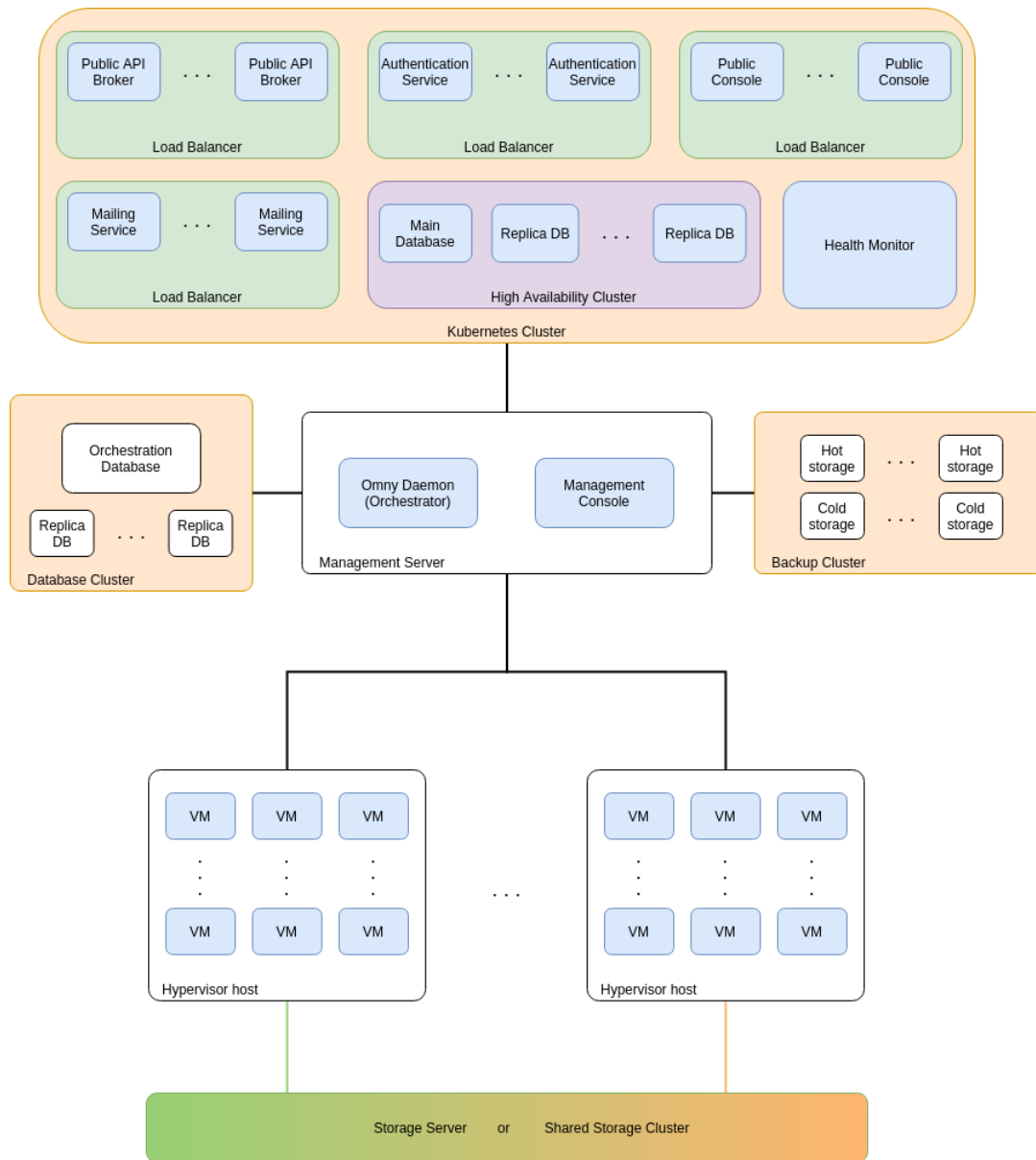
## Lightweight setup

For a simple installation (one or a small number of tenants / teams).
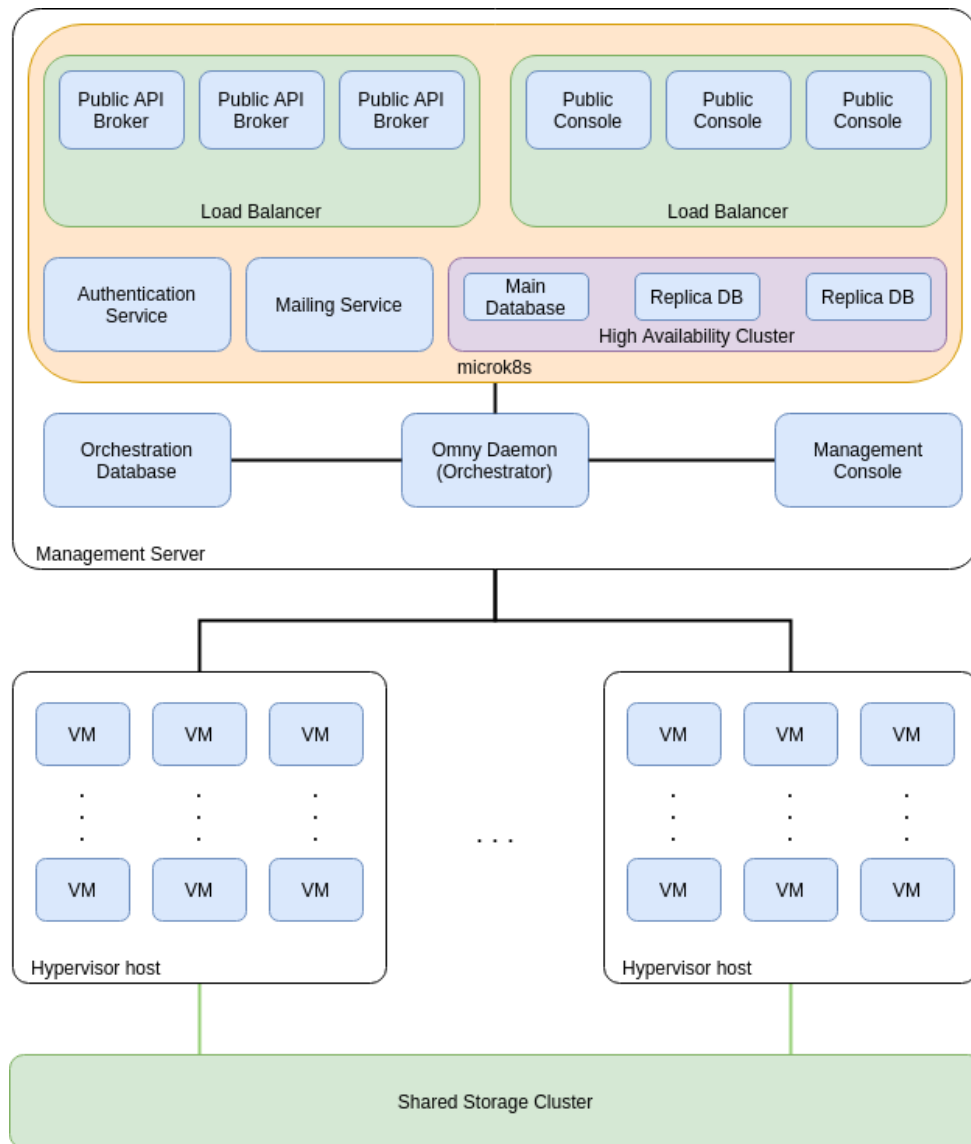
## High-availability setup

For a bigger installation (large number of tenants / teams).



**Management server:** controls and manages the whole infrastructure, hosts the public API and Administration & SysAdmin consoles.

**Hypervisor hosts:** host the VMs, providing their resources.

**Storage:** stores the base images of the VMs and the VMs drives.

**Networks:** allow the management server to control the hypervisors and manage the VMS. Allow dedicated and correctly segmented network connectivity between the VMs across the whole infrastructure.

## LICENSING – ON PREMISE

To start a VDI on premise project and get to the first desktop, the alternative solutions that you can find all require numerous components to be purchased and installed. These components include:

- o Load balancer & VPN Gateway
- o Broker software
- o Microsoft Windows Server and SQL databases
- o Image Management software
- o VDI licenses
- o Hypervisor host license
- o Storage management software

The result is often an underestimated total investment, with 40% of the licensing costs being hidden behind mandatory add-ons.

That is why **Omny Cloud VDI** is available in single, all-inclusive and predictable subscription options.

First, there is the type of use:

- o **Per named user** - For virtual environments with end users that require dedicated access to virtual machines (VMs) throughout the day.

- o **Per concurrent connection** - For virtual environments with a high number of users who share machines throughout the day, such as students or shift workers, also called "floating VMs". The concurrent connection license covers one VM and an unlimited number of users.

And finally, the type of VM:

- o **CPU-intensive VMs –** "Standard", for standard work that do not require high computing power nor intensive graphics (sales, administration…)

- o **GPU-accelerated VMs –** "GPU", for graphic intensive tasks or high computing power (heavy software development, 3D rendering, CAD/CAO…). The protocol supports dedicated GPUs from multiple manufacturers (including AMD and Nvidia), with automatic passthrough deployment from the console.
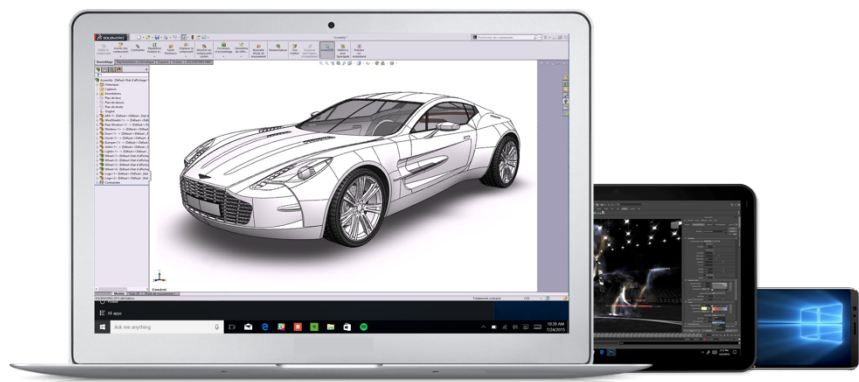
| On Premise Services (no cloud capacity) | Standard (named) | GPU (named) | All (concurrent) |
|---|---|---|---|
| **VDI & Control Panel** | | | |
| Desktop VMs deployment & management | ● | ● | ● |
| Server VMs deployment & management | ● | ● | ● |
| Users & Teams management (access rights…) | ● | ● | ● |
| Images & Applications (remote admin.) | ● | ● | ● |
| Open API & Integrations (VPN, Active Directories…) | ● | ● | ● |
| Multi-cloud and multi-tenancy support | ● | ● | ● |
| Virtual Networking Hub (~ LAN setups) | ● | ● | ● |
| Backups management (customizable) | ● | ● | ● |
| Usage Reports & Billing | ● | ● | ● |
| Automatic passthrough GPU & High Resolution | ○ | ● | ● |
| | | | |
| **Remote Access Protocol - NextFrame®** | Included | Included | Included |
| VM access | Dedicated | Dedicated | **Floating** |
| Devices (client) to access the VM | ∞ | ∞ | ∞ |
| Adaptative Refresh mode | ● | ● | ● |
| Multi-screen support | ● | ● | ● |
| Access Apps (MacOS, Windows, Linux, Android) | ● | ● | ● |
| | | | |
| **Partner Price (/ user / month)** | **13,22 €** | **17,33 €** | **24,23 €** |
| **Back margin** | **30%** | **30%** | **25%** |
| | | | |
| **Partner Price – Annual commitment (/ user / year)** | **142,81 €** | **187,20 €** | **261,72 €** |
| = price per month (-10%) | 11,90 € | 15,60 € | 21,81 € |

| Standard Level 3 Support | | | |
|---|---|---|---|
| Online access to resources | ● | ● | ● |
| Ticketing & Helpdesk | ∞ | ∞ | ∞ |
| Incidents Resolution – Standard SLA | 11 | 11 | 11 |
| Product updates & upgrades | ● | ● | ● |
| | | | |
| **Partner Price (/ user / month)** | | **0,00 €** | |
| **Back margin** | | **100%** | |
| | | | |
| **Direct line for critical support (24/7)** | | 0,45 € / min. | |

*All prices excl. VAT*

## LICENSING – VDI AS A SERVICE (FULLY MANAGED)

| Offers<br>Contact us for your local price list | Starter | Professional | Power | omnyPod® |
|---|---|---|---|---|
| **VDI & Control Panel** | | | | |
| Desktop VMs deployment & management | ● | ● | ● | |
| Server VMs deployment & management | ● | ● | ● | |
| Users & Teams management (access rights…) | ● | ● | ● | |
| Images & Applications (remote admin.) | ● | ● | ● | |
| Open API & Integrations (VPN, Active Directories…) | ● | ● | ● | |
| Daily backups | ● | ● | ● | |
| Usage Reports & Billing | ● | ● | ● | |
| Automatic passthrough GPU support | ○ | ● | ● | |
| | | | | |
| **Cloud Desktop - Examples** (custom config. On-demand) | | | | |
| Windows License | Included | Included | Included | |
| Processor | 2 vCPU | 4 vCPU | 8 vCPU | |
| RAM | 4 GB | 8 GB | 16 GB | |
| Storage (SSD) | 50 GB | 100 GB | 250 GB | |
| Dedicated GPU (~ from GTX 1080 to RTX 2080 Ti) | ○ | ○ | ● | |
| | | | | |
| **Remote Access Protocol** | Included | Included | Included | Included |
| VM access | Dedicated | Dedicated | Dedicated | Dedicated / Floating |
| Adaptative Refresh mode | ● | ● | ● | ● |
| Multi-screen support | ● | ● | ● | ● |
| Access Apps (MacOS, Windows, Linux, Android) | ● | ● | ● | ● |
| | | | | |
| **Helpdesk** | Included | Included | Included | Included |
| Online access to resources | ● | ● | ● | ● |
| Ticketing & Helpdesk | ∞ | ∞ | ∞ | ∞ |
| Standard Support | ● | ● | ● | ● |
| | | | | |
| **Network Storage** | | | | |
| NAS – 500 Go, SSD | | Add-on | | |
| NAS – 1,2 To, SSD | | Add-on | | |
| NAS – 13,2 TO, SSD | | Add-on | | |

**Managed VDI prices (Omny Cloud hosted) depend on your location.**

Our Standard Support is included in every license and subscription. To assist you in any situation, an unlimited ticketing and helpdesk service is offered by default. The support service is reachable 12/5 at +33 1 84 60 84 42 (ask for the support), support@omny.cloud or through the Omny Console.

To try our solutions, contact us at contact@omny.cloud.