

## desktopsites Resource Center

"We see solutions like Konect as a perfect fit for our customers' needs for predictability, reliability and reduced IT costs."



### **SERVER VIRTUALIZATION? IS THIS COMPETITIVE OR COMPLIMENTARY TO KONECT?**

Server virtualization is a generalized term describing the ability to host multiple complete Operating System ('OS') images on a single hardware platform. Both OS virtualization and hardware virtualization technologies result in the creation of a virtual server. The way that the OS interacts with the hardware platform is modified so that multiple OS instances can share the same underlying hardware platform.

### **WHY VIRTUALIZE?**

The primary reason most organizations implement a server virtualization strategy is to improve resource utilization. Server virtualization is often used to consolidate multiple smaller (or older) servers onto a single, large server, without changing how the applications or OS is managed. This capability enables the consolidation of multiple environments on a single server that are dedicated and isolated from other environments. Server virtualization is a way of maximizing physical resources to maximize the investment in hardware. Some possible examples include:

- Multiple Application Server versions on the same physical system.
- Multiple operating system and application server versions on the same system.
- Multiple test environments sharing the same physical system.

Additional benefits of server virtualization include savings in power, cooling, and floor space, and potentially lower administrative costs as well.

### **HOW DOES SERVER VIRTUALIZATION WORK WITH KONECT?**

Konect can be installed on either a physical or virtual server environment. The virtualized server environments will have no impact on the features and functionality of the Konect software. desktopsites currently has Konect client implementations on VMware, Parallels Virtuozzo, and



### **Schultz Computer Consulting**

[www.schultzcomputer.ca](http://www.schultzcomputer.ca)

*"We became a dts Reseller after we saw both the incredible value to our clients and also that there weren't a lot of unnecessary hoops to jump through. Konect is a very straightforward product that is very easy to deploy and maintain, yet still has the power of Citrix-like capabilities! Our picky clients are always looking for something new and fresh like Konect, especially when it eliminates the "one little thing" issues that we all hate. It's incredibly easy to publish apps and the dts team is always more than happy to answer any questions I have - thanks again guys!"*

*John Schultz - Schultz Computer Network Systems - SCNS has been serving the Ottawa area since 1985. They provide custom software as well as hardware implementations for many different clients in many different environments, and they've had much success recently with the legal software market, as this is one of the vertical markets which expects the very high standards that John holds himself to. In the past, John's clients were using various solutions from Citrix to TS to VPN's, and the common pain points were high costs, complexity of administration, and confusion for the end users. After seeing how Konect resolves all these pain points, John feels confident in getting even his pickiest clients "Konect-ed".*

Microsoft Hyper-V server virtualization platforms.



**WPM Construction**

[www.wpmsite.com](http://www.wpmsite.com)

*"As a prominent US construction company, we have remote workers with varying amounts of technical abilities on many different job sites around the country. desktopsites alleviated the Citrix headache we were having when it came to cost and complexity and Konect's printing capabilities allowed us to use existing local printers. With Citrix, we had to buy and install certain printers for each build site! desktopsites' support team was very helpful in getting us up and running in less than 2 weeks from the initial demo to officially going live, and we feel confident about them handling any problems we can throw at them - we just haven't had any problems yet!"*

**Greg Delaleurs - Lead Engineer  
WPM Construction**

### ***KONECT TOOLS & RESOURCES?***

desktopsites is continually expanding desktopsites reseller resources to assist you in expanding your Konect business and client opportunities.

A resource library for desktopsites Konect resellers has been initiated and includes resource tools such as *Konect Reseller Benefits*, *How to Identify Konect clients* and *Konect Client Benefits*.

Resource tools can be located at:

[www.desktopsites.com/resource tools.htm](http://www.desktopsites.com/resource tools.htm)

For more information regarding desktopsites resource tools and / or resource requirement recommendations, please contact desktopsites.

Laura Armstrong  
desktopsites Inc.  
[lauraa@desktopsites.com](mailto:lauraa@desktopsites.com)