

Subject: Windows Server 2008 R2 + Windows 7 Client - The Missing Link - Konect Elite



desktopsites, Inc.

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Enter the world of virtualization with Windows Server 2008 R2 + Konect Elite

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desktopsites is encouraging the adoption of Microsoft's Server 2008 R2 for SMBs. However, the missing link, **Konect Elite**, is a critical component for this gradual transition and migration for SMBs in transitioning into Microsoft's Windows Server 2008 / Windows 7 client offerings, especially as the economy stiffens.

With the current release of Windows server 2008 and Windows 7 client release in 2010, [is Microsoft missing the mark](#) in providing a strong transition and migration path for small and mid-size businesses ('SMBs') when it comes to adopting Remote Desktop Services ('RDS', formerly known as 'Terminal Services') and virtualization technologies, especially in such an unpredictable market? With all the hype surrounding the release of Windows server 2008 / 2008 R2 and Windows 7 client (within the next year), on the surface, it seems as though Microsoft may have covered all of its bases when serving the SMB market with these new client and server release offerings.

However, one needs to dig a little more under the surface to uncover some significant Microsoft issues when considering adopting Windows server 2008 and Windows 7 client for the SMB channel without the compliment of Konect Elite. Consider this core primary business case scenario (outlined below) of which a vast majority of SMB IT consultants (Trusted Business Advisors 'TBAs') are facing when catering to their SMB clients:

Market Conditions: In light of the current economic climate, SMBs are not moving away from their current investments of Windows Server 2003, XP and Vista clients. Rather, TBAs must leverage SMBs existing infrastructures to address the client's overall business challenges with a consideration of adopting new Microsoft client and server offerings as budgets allow. New Microsoft client and server offerings must leverage and extend existing SMB investments to date.

Client Challenge:

- a) Client has one or multiple business locations all of whom require access to centralized and managed IT applications, files and critical business data;
- b) Various users require access to select applications only;
- c) Users need to be able to access applications, files and data from any location, anywhere, anytime (i.e. different branch locations, home, on the road, partners, customers, etc.);
- d) Limited budgets to allocate to overall IT spending (software, hardware, support, maintenance);

TBAs Challenge:

- a) ** SMB infrastructures consists of a variety of Windows Server 2003 in combination with XP and/or Vista clients;
- b) A vast majority of SMBs do not have software assurance to upgrade operating system software, CALs, and TS CALs with Microsoft.
- c) SMBs has limited IT budgets for hardware, software, support and maintenance.
- d) TBAs must rely on third party solution offerings that address the Client's Challenge while keeping their current technology (server 2003, XP and/or Vista clients) running, replacing outdated hardware and software only as needed. That is, third party solution offerings must leverage existing infrastructure investments with the incorporation of the latest technology offerings (i.e. virtualization) at a price point SMBs are willing to entertain;
- e) There are a multitude of third party offerings that TBAs need to continually be aware of and educated on, possibly with certification requirements needed, which, in turn, brings added cost, overlap and complexity.
- f) TBAs are limited in their internal manpower to run their businesses, maintain their clients and keep abreast of rapidly evolving technologies from a vast array of vendors outside of the Microsoft platform.

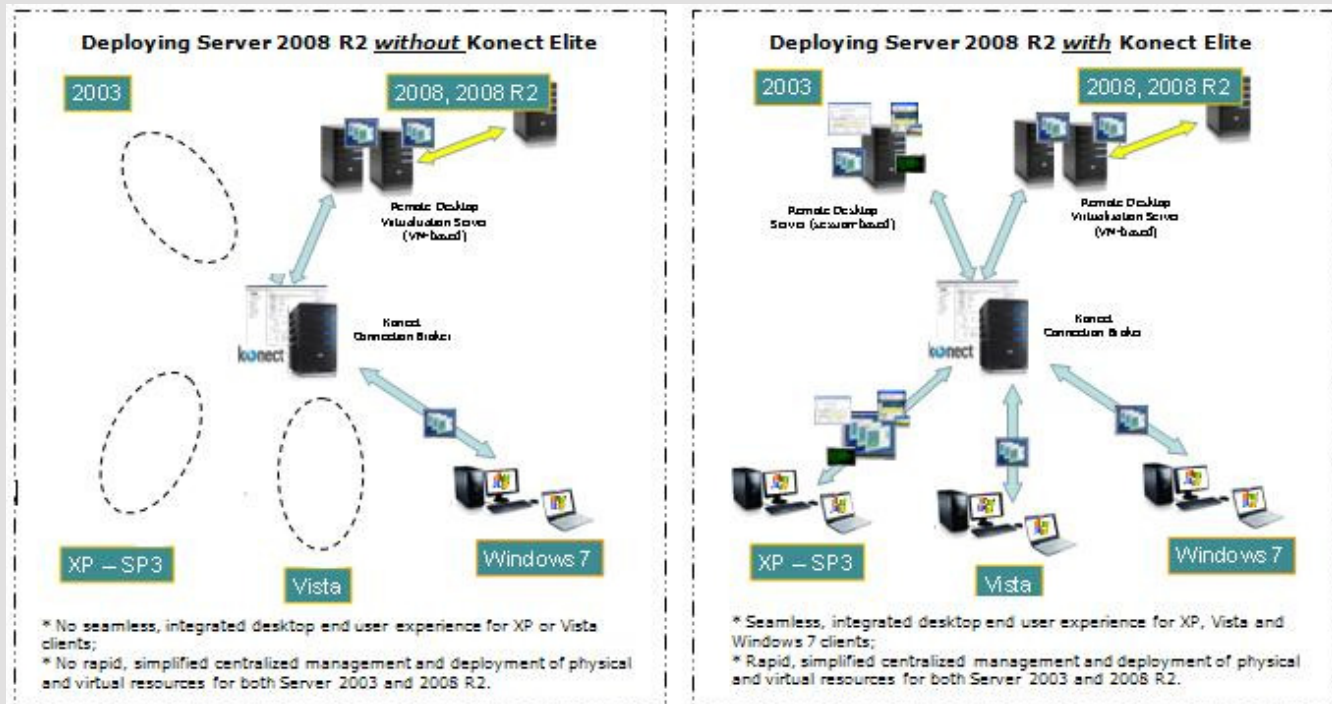
Microsoft is releasing Remote Desktop Services ('RDS') in Server 2008 R2 / Windows 7 Clients. What core value does this new client and server version release bring to existing infrastructures of server 2003, XP & Vista clients. TBAs, have you considered all the variables?

Considerations:

a.) Server Licensing Upgrade Requirements: With the adoption of Windows Server 2008 into an existing 2003 server environment, businesses must incur a considerable amount of mandatory licensing upgrade requirements for all server CALS and TS CALS for Server 2008 business requirements. And, unfortunately, a vast majority of SMBs do not have software assurance. For example, a company with 25 server 2003 TS CALS would be required to upgrade all of the current 25 users with 25 2008 OS CALS + 25 2008 TS CALS. 2008 licenses are not backwards compatible with 2003 systems. Konect Elite addresses this current scenario and provides a resolution to this issue.

b.) 2008 RDS features in combination with server 2003: Once the mandatory server licensing upgrade requirement has been made for Windows Server 2008, Windows Server 2008 RDS features for application/TS and VDI desktop delivery do not interoperate with Windows 2003 servers (below). For example, using a 2003 server in combination with a 2008 server environment does not provide 2008 RDS features within a 2003 server environment. This, in turn, renders the 2003 server as non-functional within the server farm for RDS 2008 feature capabilities. Konect Elite addresses this current scenario and provides a resolution to this issue.

c.) Seamless end-user experience: For all XP and Vista clients, the end user experience is not the same seamless experience Windows 7 clients' delivers (below). Rather, for hosted application access, XP and Vista clients must retrieve this information using a web page, unlike the seamless integrated experience for Windows 7 client users. Konect Elite addresses this current scenario and provides a resolution to this issue.



Why Konect Elite?

Konect has taken all of the above noted variables into consideration - *current economic climate, Client Challenges, TBA Challenges, and Microsoft's push of Windows Server 2008 / Windows 7 client with no realistic migration path* - with the release of Konect Elite. Konect Elite provides a clear, realistic migration path for SMBs in adopting Microsoft's current client and server releases at a pace and budget allowance that makes sense for SMBs.

Konect reduces overall IT operational and support costs, extends the life of SMBs existing client and server technology investments (Windows Server 2003, XP, Vista clients) and fully supports an SMBs infrastructure through the adoption of virtualization technologies and Windows Server 2008 / Windows 7 client.

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