

## CREATING A SECURE DIGITAL WORKSPACE WITHOUT THE COMPLEXITY AND COST OF CITRIX

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Citrix makes sense. It's a global leader in the industry and after all, who can fault a decision maker for going with a company with that kind of brand recognition? But is it really the best remote access solution for your enterprise? In an era in which companies must extract as much value out of their IT estate as possible in order to compete in a globally hyper-competitive world, companies are looking for new alternatives that require less money, time and resources to implement and maintain. That's why companies are turning to Thinfinity. In this document we will outline what separates Thinfinity Remote Desktop from its recognized competitor and show why Thinfinity is the remote access technology choice that makes the most sense in the modernized world.



## The price of complexity

Complexity comes at a price. It also comes at the expense of reduced profits. Many of these embedded complexity costs aren't a part of the product itself. They come in the form of increased deployment, support and maintenance costs. In the end Complexity becomes a source of friction that takes a silent toll that is realized long after the initial purchase of it. There is a growing realization that simplicity creates competitive advantages, especially in a world in which the pace of change is accelerating.

That's why Thinfinity was designed with simplicity in mind from the ground up. On the front end it requires only a simple web browser for users to access their corporate desktop from any internet connected location. On the backend, it requires minimal infrastructure that can be easily scaled to fit changing demands.

## The cost of training

There is a learning curve cost that comes with every technology solution. Learning curves prolong the time to value of a product. A simple web search about Citrix training will show how there are entire industries committed to teaching users how to master Citrix. Maintaining a Citrix environment is great as if you can retain the required specialized talent. Due to its simplistic architecture and design, the associated learning curve of Thinfinity is negligible and mastery is easily absorbed. Rather than studying for certification tests, your admins can quickly

focus on other value added projects once the implementation is completed.

## Thinfinitiy cloud's client side simplicity

Forbes published an article in September of 2019 titled, "Why the Future of Technology Lies in Simplicity." There's a real value in simplicity today. The simpler the technology, the faster it can be deployed, thus decreasing the time-to-value for the investment. It reduces the possibility of user error, which translates into fewer help desk calls and support tickets.

Assuming the end result is the same, the simpler technology can pay dividends throughout the product cycle. Companies today don't want to be as reliant on highly specialized IT expertise and skill sets that drive up costs and reduce labor flexibility.

Thinfinitiy Cloud is all about simplicity. User deployment is a snap because there is no client to deploy or install on your end user devices. Because Thinfinity decouples the virtual desktop experience from the underlying platform, users can use any modern web browser on any type of computing device. This allows users to access their desktops using their preferred web browser on their device of choice, meaning a greater chance of acceptance by users. With Infinity, you get a cost-effective, simple and secure alternative to Citrix that offers you scalable provisioning of digital workspaces and off-cloud resources to remote users for a fraction of the price.



## Thinfinity simplifies security

The more complex an architecture is, the more difficult it is to lock it down and secure it. Thinfinity cloud only doesn't require multiple public facing ports to be open. Users connect to the cloud, not your perimeter firewall. Any access to off-cloud resources is either connected through a private connection from the cloud. And because your users are accessing their desktops over HTTPS, all traffic is secure and cannot be compromised.

## Elasticity and flexibility

Enterprises are transitioning out of the hardware business as quickly as possible and transitioning to the cloud in order to reduce their datacenter footprint and its associated costs. While we aptly use the word cloud, there is no "one cloud". That's why Thinfinity can be fully hosted in Azure or AWS. You can also host it in your own private cloud on-premise. Where you host it is up to you.

A digital workspace means different things to different users. For some it means having a full desktop in front of them, while others just need access to an application or two. Thinfinity gives users the right-size local-like experience they need to get their job done, regardless of location or device form factor. Whether users are connecting to physical desktop machines back at the office or obtaining desktop workspaces from a terminal server, users receive the same user experience each and every time in a secure manner.

## Simple scalability

Not everything scales well. Scalability doesn't always mean you add another node. Oftentimes it requires forklift-like node upgrades. Not the case with Thinfinity. Because it is cloud based, scalability is easily achieved in cloud like fashion.

## Thinfinity is more than just VDI

Thinfinity has inherent features and capabilities that clearly separate it from Citrix and other VDI solutions. That's because Thinfinity offers more than just virtual desktop access. Thinfinity gives your remote IT staff remote SSH and console access to switches, routers and access points through a centralized portal. For your network admins, it's like having a console cable that can infinitely scale.



## Cost is the biggest differentiator

It is true however that VDI solutions such as Citrix offer many of the same advantages as Thinfinity. That's why you have to analyze the cost structure of these solutions. According to a July 2019 article in Techtarget.com titled, "[Why perceived Citrix Cloud costs may not align with reality](#)", Citrix customers often fail to realize the real costs of moving to Citrix Cloud. The article points out that internal IT must still maintain the involved Citrix servers and workstations as well as a minimum of two cloud connectors. It is for this and other reasons why it is important to compare the solutions against one another in order to determine which one offers the greatest value. In order to do this, we must first know what's included in their package offerings.

A Thinfinity implementation for 300 user environment includes the following:

- **Licensing server and load balancing server.**
- **High availability and default tolerance.**
- **VNC, screen sharing.**
- **Remote agent host.**
- **SSH console access.**
- **Direct file transfer agent.**
- **Integration and Deployment consulting.**
- **Custom developments available.**
- **Pool of connections and resources.**
- **Secondary brokers.**
- **Hybrid, cloud and multi-cloud deployments enabled.**

When doing a comparative analysis with Citrix, be sure to discern what components Citrix considers core and which ones are optional. Usually at the very least, Citrix does not include the cost of VNC, secondary brokers or load balancers in their initial offers. You should also conduct your own cost analysis rather than solely rely on marketing calculators.

## Thinfinity vs Citrix for 300 users

# citrix

License	Per user	Full price 300u
Virtual apps and desktop service	\$369.17	\$110,751.00
ADC VPX/BLX software subs	\$27.67	\$8,300.00
<b>TOTAL</b>	<b>\$396.84</b>	<b>\$119,051.00</b>



License	Per user	Full price 300u
Thinfinity Remote Workspace	\$146.00	\$43,800.00
<b>TOTAL</b>	<b>\$146.00</b>	<b>\$43,800.00</b>

## Features & extras

	Thinfinity cloud license	Citrix VA & DS
Starting price	\$43,800.00	\$119,051.00
Client setup	Not required	Mandatory
Features and fees	Published on the web site with no hidden fees	N/A
Load balancer	Multi-cloud enabled	Restricted to specific delivery group
Connection brokers/ Cloud connectors	Primary and secondary brokers enabled to provide secure seamless connections	Only one main publishing agent



## Conclusion

The objective is simple. Give users and admins the digital workspace and access they need to get the job done. You don't have to accept costly complexity to achieve that goal, nor should you need a team of highly trained specialists to deliver it. While it may be easy to go with the market leader, many have found it even easier to go with a solution that eliminates costs by up to 50 percent. Find out how simplicity translates into value. Discover the Thinfinity difference today.

**Call us or visit our website for a free demo.**

## Contact Us:

Write us: [info@cybelesoft.com](mailto:info@cybelesoft.com)

Scan QR code:



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