

Large Federal Government DoD Agency

Superior Search Experience in VDI with X1 Search™ 8 Virtual Edition



Business Challenge

- Current VDI 15K seat customer seeking to spread VDI to universe of 100K users
- Users are businesspeople that need excellent search experience without Windows indexing

Company Size: 20K+ employees

Location: Washington, DC

Engagement Strategy & Winning Formula

- Customer needs VDI to support security and data centralization strategies, but lack of search functionality was a show-stopper roadblock for VDI
- X1 complements VDI allowing broader VDI deployment with an excellent end-user search experience without the need for Windows indexing
- Customer using X1 as a carrot to get more users on VDI; opportunity to go from 15K VDI users to about 100K VDI users
- Highly repeatable deal strategy for VDI customers

Benefits

- Ability to roll out VDI more broadly across the organization with acceptance from end-users
- Superior search experience ensuring the productivity of high-value business workers
- Increased end-user satisfaction of VDI and reduced complaints to IT

For more information please contact

info@x1.com



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