

Case study

Panasonic IS leads New Style of IT with HP Moonshot



Japanese innovator gets no-compromise remote desktop performance with HP ConvergedSystem 100 for Hosted Desktops

Industry

Information technology

Objective

Improve performance of remote desktops while retaining the agility, security, and cost effectiveness of a virtual desktop infrastructure

Approach

Deploy the HP ConvergedSystem 100 for Hosted Desktops internally and evaluate potential for adding hosted desktop infrastructure (HDI) as a service offering to customers

IT matters

- Validated that the CS100 delivered remote desktop performance comparable to a conventional PC while enabling greater end-user mobility and choice
- Reduced data center footprint for remote desktops by 90% and lowered power consumption by 50%
- Simplified remote desktop deployment and ongoing operations, saving time and money

Business matters

- Created opportunities to expand business with new hosted desktop portfolio offerings that are easier for clients to adopt and run than virtual desktop infrastructure (VDI)
- Gained greater agility and choice with robust client security and breakthrough economics to improve competitive advantage
- Strengthened company's reputation as a technology innovator able to lead its customers with a New Style of IT

Panasonic

“HP Moonshot has made possible things that were impossible with a conventional PC. The intrinsic value of HDI is freeing users from being attached to their desks, allowing them to be more mobile and use the device of their choice, yet enjoy a user experience with no compromise on performance. HP Moonshot is enabling a whole New Style of IT, and HDI should be considered a strategic investment for companies looking toward the future.”

– Tomoyuki Sakai, Company Executive, Panasonic Information Systems

Technology leader Panasonic Information Systems (Panasonic IS) wanted to improve performance for delivering remote desktops while simplifying infrastructure and reducing costs. By replacing its virtual desktop infrastructure with the HP ConvergedSystem 100 for Hosted Desktops built on the HP Moonshot System, Panasonic IS gained a no-compromise remote desktop experience for its users along with greater agility and breakthrough economics. The HP solution has also opened up new business opportunities for the company to deliver hosted desktop offerings for its customers.

Panasonic Information Systems (Panasonic IS) has been on the forefront of providing technology solutions for business, education, and leisure industries since 1999. The company offers a broad range of on-premises infrastructure solutions as well as hosted cloud services. In recent years, a major focus has been building virtual desktop infrastructure (VDI) solutions for its customers to enable greater mobility and flexibility to support user devices such as tablets and smart phones.

VDI offers several benefits such as easy scalability, centralized management, and cost effectiveness. Because of this, Panasonic IS took advantage of VDI for its own internal staff, supporting 170 virtual desktop users since 2010. However, after four years and several operating system upgrades, the VDI environment began to suffer performance problems. Since VDI relies on shared compute and storage resources, the newer operating environments and increased workloads put a strain on the infrastructure causing an unacceptable user experience.

To address these issues, Panasonic IS began investigating new infrastructure options for its VDI environment, expecting to simply deploy faster servers and more storage. Instead, the company discovered a whole new way to deliver remote desktops: the HP Moonshot System.

Yoshio Takagaki, group leader of infrastructure services at Panasonic IS, recalls the experience, "HP showed us a remote desktop environment that did not rely on a virtualization layer. When I examined the architecture, I immediately saw the possibilities. This solution could maintain the performance of a conventional PC for each user without giving up the agility of VDI."

No-compromise user experience

Panasonic IS replaced its in-house VDI environment with the HP ConvergedSystem 100 for Hosted Desktops (CS100). The solution includes two HP Moonshot 1500 Chassis populated with 60 HP ProLiant m700 Servers running Citrix XenDesktop. Instead of relying on shared resources, the CS100 provides each user with dedicated physical resources.

Thanks to the integrated Moonshot chassis and modular server architecture, Panasonic IS had its new hosted desktop infrastructure (HDI) deployed and operational in just two weeks.

Takao Ochi from the Infrastructure Service Group within Panasonic IS that installed the HDI solution, comments, "HP Moonshot is a simple configuration that doesn't require any special sizing. It also allowed us to use our existing thin client terminals and storage. Those are big advantages for any size company and made implementation very fast and easy."

Featuring the AMD Opteron processor with four cores, 8 GB of RAM, and 64 GB solid state drives (SSD) for storage, each ProLiant m700 server has plenty of power and capacity to support four hosted desktops. This provides Panasonic IS with ample headroom to grow its environment up to 240 users.

"We have verified the performance of our HDI environment, and operations such as scrolling through spreadsheets and playing back videos work as smoothly as a conventional PC," reports Mr. Ochi. "In our internal environment, we decided to run the operating system and application on a fast SSD and adopted a configuration that uses an external file server for data management. This strategy will maintain adequate performance for years."

Customer at a glance

HP Moonshot System

- HP ProLiant m700 Servers
- HP Moonshot 1500 Chassis

Software

- Citrix XenDesktop

Mr. Takagaki adds, “The HDI environment performs so well you wouldn’t believe this is a remote desktop. It is beyond our expectations. This innovation from HP is redefining how remote desktops can be delivered.”

Simplified remote desktop infrastructure

With the CS100, Panasonic IS now has a flexible solution that meets its long-term performance requirements. In fact, in a second phase the company will be transitioning its power users onto the CS100 HDI solution. What’s more, with the efficient design of HP Moonshot, Panasonic IS saves valuable data center space with a footprint 90% smaller than traditional infrastructure, and even smaller than the company’s previous VDI environment. With the CS100 HDI infrastructure, power consumption is also about 50% lower than conventional PCs.

Mr. Ochi points out that administration is very easy with HP Moonshot, too. “Currently we have assigned a single ProLiant m700 server for each user, which is closer to a conventional PC deployment. This approach avoids any need for provisioning, saving time, and also makes ongoing operations simpler. If we ever have to swap out an SSD, it is no different than a regular PC.”

Mr. Takagaki agrees that hosted desktops with the CS100 simplified the company’s infrastructure. “VDI involves a collection of servers, storage, and hypervisors,” he notes. “The CS100 consolidates resources and eliminates the virtualization layer, which makes it very easy to implement. That’s especially important for our small and mid-size clients.”

New business opportunities

Now that Panasonic IS has proven the value of HDI in its own organization, the company has opened new business opportunities. In fact, the company will leverage its extensive knowledge and experience with Citrix technology along with a proven history of innovation to expand its portfolio with new offerings based on the CS100.

Tomoyuki Sakai, a Panasonic IS company executive, states, “In order to offer a solution to our clients, we first validate it in our own environment, especially when it comes to important new technology like HP Moonshot.”

Mr. Takagaki acknowledges that Panasonic IS will continue to run the CS100 solution internally to build strong expertise that will allow the company to successfully HDI solutions for its clients. “We want to document the value in using HDI and demonstrate how it combines the high performance characteristics of a conventional PC with the robust client security and reduced operational load of VDI. We are already training a team of engineers on HP Moonshot with plans to offer both on-premises HDI and desktop-as-a-service.”

Mr. Sakai concludes, “HP Moonshot has made possible things that were impossible with a conventional PC. The intrinsic value of HDI is freeing users from being attached to their desks, allowing them to be more mobile and use the device of their choice, yet enjoy a user experience with no compromise on performance. HP Moonshot is enabling a whole New Style of IT, and HDI should be considered a strategic investment for companies looking toward the future.”

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