

# Centrix Software and Virtual Computer Join Forces to Maximise the Value of Desktop Virtualisation

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WorkSpace iQ™ helps companies further optimise their desktop infrastructure through the deployment of NxTop® distributed desktop virtualisation

London, UK – 10th May 2011 – Centrix Software, a provider of unified end-user computing solutions that optimise the way IT infrastructures deliver applications, services and content, and Virtual Computer, the market leader in distributed desktop virtualisation, today announced at BriForum a strategic alliance to provide organisations with a complete solution to get the most value out of desktop virtualisation.

Centrix Software's end-user computing analytics solutions provide organisations with a thorough overview of what assets are being used by employees, as well as where these applications are being delivered from. Virtual Computer's NxTop® provides organisations with a simplified approach to deploying and managing desktop environments, combining centralised management from a single desktop image with local execution leveraging an enhanced Xen™-based type-1 hypervisor. Using Centrix WorkSpace iQ, companies can evaluate how best to provide applications and services to individuals and groups of end-users and see how NxTop can provide the most suitable delivery model for end-user environments, whether they are located in specific offices, use laptops or are true mobile workers.

John Glendenning, senior vice president of worldwide sales and business development at Virtual Computer, commented, "Distributed desktop virtualisation answers many of the complexity and cost challenges of VDI as well as supporting fixed desktops and laptops, regardless of whether they are connected to or disconnected from the network. Being able to clearly demonstrate this through WorkSpace iQ will provide IT leadership with the information they need to take a fresh look at their desktop transformation projects and how best to meet the needs of both their organisations and users."

"Organisations of all sizes are looking to reduce their costs around providing access to IT assets for their users, and there are lots of new options open to them such as cloud computing and desktop virtualisation," said Lewis Gee, vice president of worldwide sales and marketing. "Understanding how best these technology choices can fit with your users' day-to-day working lives is the difference between success and failure. The data that WorkSpace iQ provides is essential for building up both the business case for any move to new IT strategies, but it also helps companies to make the right choices in how they manage their IT assets going forward as well. Projects like desktop virtualisation and Windows 7 migration are driving interest in how to best deliver desktop environments to the end user; the combination of WorkSpace iQ and NxTop from Virtual Computer offers customers an efficient route to better desktop management and delivery of end-user IT services."

## About Centrix Software

Headquartered in Newbury, UK, Centrix Software provides award-winning unified end-user computing solutions that optimise the way IT infrastructures deliver applications and content provisioned from physical, virtual, web or hosted platforms. By enabling a user-centric approach to IT service delivery, Centrix Software helps its customers to be more agile, flexible and efficient in how they deliver

client-side technology services. Centrix Software's solutions have helped leading organisations in banking and securities, insurance, telecommunications, retail, manufacturing, pharmaceutical, energy and utilities, and the public sector. For more information please visit [www.centrixsoftware.com](http://www.centrixsoftware.com) or follow us on Twitter [twitter.com/centrixsoftware](https://twitter.com/centrixsoftware)

#### About Virtual Computer

Virtual Computer is the market leader in distributed desktop virtualisation. The company's flagship product NxTop® makes managing thousands of desktops and laptops as easy as managing one, while offering new levels of flexibility and productivity to end-users. NxTop delivers ultra-fast native PC performance, complete mobility, and better manageability than VDI for a fraction of the cost. More information is available at [www.virtualcomputer.com](http://www.virtualcomputer.com). Follow us on Twitter: [www.twitter.com/virtualcomputer](https://www.twitter.com/virtualcomputer).

#### Media contacts for Centrix Software

Claire Chapman

Goode International

Tel: +44 (0) 1491 873 323

Email: [claire.chapman@goode.co.uk](mailto:claire.chapman@goode.co.uk)

#### Media contact for Virtual Computer

Rachel Shelton

Mindshare PR

Tel: +1 (650) 947-7402

Email: [rachel@mindsharepr.com](mailto:rachel@mindsharepr.com)