

Direct Network Services BV boosts IT Efficiency and Lowers Costs with Parallels RAS

The Results



BRING-YOUR-OWN-DEVICE (BYOD) INITIATIVES

New policies facilitated by Parallels RAS allow staff to use any device they'd like.



INCREASED REMOTE ACCESSIBILITY

Employees can access applications faster and more reliably while in remote locations.



EASE OF USE AND STREAMLINED MANAGEMENT

Centralized management tools and a full feature set of enterprise range features.

"We like Parallels Remote Application Server (RAS) because it's flexible and cost-effective. When compared against Citrix, we were able to save over 85% of costs for one of our customers. The support is also very good."

Peter Spithoff & Victor Esselman
*Owners of Direct
Network Services*



About Direct Network Services (DNS)

- Direct Network Services is a leading Managed Service Provider (MSP) in the Netherlands and supports small and medium-sized enterprises (SMEs) with information technology services.
- The company has many years of experience in providing customized cloud services to businesses of all sizes.
- Some of the services offered include hosted exchange, RDS/ Terminal Services, online backup, VOIP and Wi-Fi solutions.
- DNS also offers software, hardware, support and IT consulting, and customized IT solutions such as private ADSL to local SMEs.

The Challenge

Direct Network Services (DNS) offers cloud solutions to companies. They host MS Office and customized applications in their data centers and remotely publish them for different clients, including Microsoft applications and fast data. They also help clients with VMware hypervisor setup and Microsoft Office and Gmail migrations. DNS also implements VOIP solutions through a hosted environment— Voiceworks — a local player in Holland.

DNS provides services for more than 40 clients across Europe, with Phone House maintaining over 200 stores in Holland. General and customized Phone House applications are published remotely to the 200 stores and are hosted in the DNS office in the UK.

Additionally, DNS publishes retail applications, including legacy disk operating system (DOS) and point of system (POS) applications. They also have several other smaller customers, including private harbors, to publish custom-made applications. In total, Direct Network Services provide published applications through Parallels® Remote Application Server (RAS) to more than 300 remote users.

Phone House aimed to open a shop-in-shop concept in Holland in large shopping centers (in total 50) and provide applications from the UK. Therefore, the company was looking for a virtualization tool that was flexible, cost-effective, and can make use of current resources. A key factor was the need for the new tool to be easy to deploy and use while publishing applications to a range of devices.

The Solution

After exploring the top virtualization tools, DNS decided on Parallels RAS to centrally host proprietary and tailor-made applications for all their clients, including Phone House. These applications are seamlessly published to remote customers from the company's data center. Applications are published from a mix of servers running on MS 2008 and MS 2012, where Microsoft Remote Desktop Services is used. DNS was able to consolidate their clients' IT operations across multiple stores serving over 120 concurrent users while offering an attractive value.

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Parallels is a global leader in virtual desktop, application delivery and mobile device management solutions. Thousands of organizations worldwide trust in the reliability and scalability of Parallels virtual desktop infrastructure (VDI) and virtualization solutions. Parallels makes it simple and affordable to deliver applications to any device over the cloud, or with on-premises and hybrid deployments. The company's solution portfolio includes the award-winning Parallels Remote Application Server (RAS), providing platform-independent virtual desktop, application delivery and integrated thin-client management from a unified interface to any modern operating system.



For further information visit parallels.com/ras
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