Citrix (Virtualization)

Citrix offers integrated technology services that make the world's apps and data secure and easy to access. They give organizations the power to let people work anywhere, at any time, while giving IT the control to ensure that critical systems are always available and secure.

CITRIX®

Solutions

- **Application Virtualization and VDI:** Provide secure remote access to employees while cutting IT costs. Only Citrix provides a complete virtual app and desktop solution to meet all your needs from a single, easy-to-deploy platform. Give employees the freedom to work from anywhere while cutting IT costs.

- **Secure file sharing:** Access files from a single app, regardless of where the files reside. Customers can also balance the mobility needs of workers with the security needs of IT.

- **Enterprise Mobility Management:** Securely deliver enterprise apps to mobile users

COMPLEMENTARY SUPPLIERS

- Microsoft Azure, Office 365, Skype for Business

- Cisco Hyperflex VDI, Cisco ACI

- HPE Hyperconverged Infrastructure

- Nutanix

- Google Chromebooks

- Samsung DeX

PRODUCT FIT

- XenApp

- XenDesktop

- Workspace Suite

- Sharefile

- XenMobile

SERVICE OPPORTUNITIES

Resell services

- Citrix Education Services

- Citrix Consulting Services

- Citrix Success Services

COMPETITIVE SUPPLIERS

- VMware

- Dropbox

- OneDrive

- VMware Airwatch

- Riverbed

- iWAN

IDEAL END-CUSTOMER PROFILE

- CIO, VP of IT, IT Director, Director of Mobile Services/Applications: Productivity, Security, Best in Class

- CSO, VP/Head of Security/Compliance

QUESTIONS TO ASK

- How concerned are you with business agility and continuity?

- What does your current application/ desktop delivery model look like?

- How might your employees benefit from being able to work from anywhere on any device?

- How would your workflows ease if people could stop passing attachments in emails, and instead could streamline document feedback and approvals?

- Are there any applications you have now that require use of older Internet Explorer versions?

- How do you plan on continuing to use legacy applications without any business impact?

- How are you managing mobile devices, including BYO devices? Are you able to deliver any app to mobile users?

- How many of your users are signing up for consumer file sharing and sync tools—and then placing company data in those services? How are you addressing that?

FISCAL YEAR

Calendar

PARTNER PROGRAM

Citrix® Solution Advisor (CSA) which consists of 3 levels (Silver, Gold, Platinum). Levels are achieved based on combination of specializations and revenue goals

Quick Links

> **Citrix Website**
  citrix.com/

> **Citrix Partner Central**
  citrix.com/partnercentral/login.html

> **Arrow ECS Citrix Page**
  ecs.arrow.com/blog/portfolio-item/citrix/

Five Years Out