Workspace Aggregation

Rick German, CEO Stoneware, A Lenovo Company

September 3, 2015
Workspace Aggregation

Computing environment independent from the operating system and hardware designed to deliver a set of IT applications and services.

Hint, It's a Browser
Built with HTML5, runs over HTTPS, And works with almost anything
Why Talk About Workspace Aggregators?

Last 20+ Years

Client Management Rules!

Spent millions of dollars and thousands of lives perfecting the management of client devices

Problem Inventory

- Users want device choice
- Users want to decide when and where to work
- Lockdown does not work for many users
- Applications with very specific requirements are very fragile
- Security remains a big issue for organizations even with Lockdown
- IT budgets are always under pressure
- Building and fixing PCs is difficult and themselves create security exposures
- Sever-based computing technologies alone do not provide users with the flexibility they need
- You don’t have control over your data
- Users want cloud storage
- Software vendors are moving slow than organizations want
- Software vendors are moving faster than organizations can
- You have too many applications
- You want to attract the best employees
My Thoughts

1. Devices are Personal Now
   - 50% of time using device for personal use
   - device selection can be a personal statement
   - work and personal time are comingle

2. IT is Jailbroken
   - not a choice between IT or nothing anymore
   - many users bypassing IT and utilizing online apps
   - creating their own solutions
**Solution: Bi-Modal Approach**

Kevin Knox - Gartner

“Bimodal identity and access management (IAM) means running systems in two modes: one that is "built to last," and one that is "built to adapt" to a constantly disruptive technology environment. The adaptive mode will require IGA technology that is more agile and flexible, and facilitates innovation more rapidly.

- **Mode 1 Mgmt** - client management tools
- **Mode 2 Mgmt** – workspace aggregators
A True Story

September 3, 2015
Lenovo Acquires Stoneware, Inc.

- **Subtitled:** Enterprise hardware company buys small software company that believes all you need is a browser.
- Embraced by a few, worried many
- Lenov-ians love their Thinkpads,
  - imaging Thinkpads
  - managing Thinkpads
  - configuring Thinkpads
  - building Thinkpads
  - selling Thinkpads
- The world has been this way for 20+ years
Needed to Find Our Mode 2 People

Lenovo North America Sales Organization

- These guys love devices, in fact, have many devices they want to work from – tablets, phones, desktops and laptops
- They are working all the time
- They working from everywhere – home, clients location, hotels, Starbucks, etc.
- Large number of IT service and applications they need to access from the corporate intranet
- Not fond of VPN solution
Lenovo Unified Workspace

A consistent experience across all devices

- Creates a HTML5 workspace in a browser
- Provides secure access to files, applications (windows & web) and data without VPNs or agents
- Authenticates to all IT resources via a SSO methodology with support for multi-factor authentication
- Delivers the best possible user experience by avoiding “1 size fits all”
IT Services Delivered

Applications and IT Services Delivered through the Lenovo Unified Workspace

- Internal Web Applications
- External Web Applications (SaaS – SAML)
- Internal Windows Applications (Virtualized through webRDP)
- Sales documents and content
Results for week of 8-17

<table>
<thead>
<tr>
<th>Type</th>
<th>Count</th>
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<tbody>
<tr>
<td>Total Application Hits</td>
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<tr>
<td>Total Applications</td>
<td>30</td>
</tr>
<tr>
<td>Total Users Logins</td>
<td>1,243</td>
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<tr>
<td>Total Users</td>
<td>399</td>
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<table>
<thead>
<tr>
<th>Top Applications</th>
<th>Count</th>
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<tbody>
<tr>
<td>Salesforce</td>
<td>261</td>
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<tr>
<td>LSM</td>
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<tr>
<td>Peoplefluent</td>
<td>44</td>
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<tr>
<td>Microsoft Outlook</td>
<td>41</td>
</tr>
<tr>
<td>Total Applications Accessed</td>
<td>30</td>
</tr>
</tbody>
</table>
Make Happy, Productive Employees

Lenovo North America Sales Organization

- Can work from anywhere at anytime using any one of their great Lenovo devices
- Provide secure and immediate access to new employees who came over in acquisitions
- Simplified access by removing VPN frustrations
- Provided private cloud storage as alternative to public cloud storage

*Note – Lenovo Sales Organization still has IT issued devices, LUW is not their only method for accessing corporate resources – bi-modal.*
Conclusion

September 3, 2015
No Conclusion, Just Some Thoughts

- We are experiencing the biggest Sea Change since the personal computer
- In a short period of time, what was two form factors and one operating system has become multiple form factors with 5 operating systems – definition of an exponential headache
- IT workers tend to look for “One Size Fits All” solutions
- Traditional IT will begin to look and act more like a hosted provider
- DevOps skillsets will be increasingly more important within the organization
THANK YOU

DAKUJEM  DANK  BEDANKT  MERCI  TAKK  谢谢
ありがとう  СПАСИБО  GRACIAS  DZIĘKUJĘ  DANKE
OBRIGADO  БЛАГОДАРЯ  GRAZIE ודה  GRACIAS