



Manage Remote Servers and Desktops with VMware Infrastructure and Apani

Remote & Branch Office Challenges

Many critical business applications today reside outside the data center in remote locations. These distributed sites often rely on centralized IT support, but the ability of central IT staff to manage and protect remote sites is often constrained by the following challenges:

- **Lack of on-site IT staff.** Because new servers must be provisioned and shipped from headquarters, remote sites experience lengthy turnaround times for their IT requests. The need for central IT staff to troubleshoot remote servers in person results in costly support trips and extended service downtime, which directly impacts the business.
- **Ensuring consistency.** Lack of a standardized hardware platform makes it difficult for central IT staff to support legacy applications, perform routine upgrades and maintenance, and meet rising demand for new applications in remote sites.
- **Limited space.** Remote sites are rapidly running out of space to accommodate new workloads, and existing physical servers at these sites are not efficiently utilized.
- **Limited IT budget.** Limited space and budget make it prohibitive to invest in specialized business continuity solutions or redundant hardware for remote sites. Although tape backups are affordable, they are error-prone, labor intensive to maintain and susceptible to theft or loss.

Virtualization: a Better Way to Manage Remote & Branch Office IT Environments

VMware solutions give IT organizations the ability to control and manage remote servers and desktops from a central location. VMware provides a standardized deployment platform that reduces the cost and complexity of remote and branch office management while delivering higher levels of flexibility, availability, and data protection.

By virtualizing either at the remote site or back to the data center, organizations can leverage existing data center IT and personnel resources, thereby reducing cost, effort, and downtime.

Benefits of VMware Remote & Branch Office Management Solutions

Streamlined Management & Provisioning

- **Provision and manage virtual machines remotely.** Enable IT staff to deploy and maintain remote servers and desktops from a central data center to meet remote office needs without the need for hardware shipments and on-site visits.
- **Standardize your remote office infrastructure.** Use virtual machine templates and automated patch management to standardize systems at all remote sites without worrying about disparate hardware or legacy applications.

Improved Service & Availability

- **Ensure availability for remote servers.** Consolidate remote office servers onto more reliable hardware while extending virtual infrastructure capabilities such as automated failover and load balancing to remote sites.
- **Centralize remote office backup and disaster recovery.** Protect remote office data without the cost and complexity of duplicating remote office infrastructure, recover from site failures directly from the data center, and eliminate the need for manual tape backup and other task-intensive processes.

Reduced Hardware & Operating Costs

- **Lower the cost of operating remote office hardware.** Extend your server and desktop consolidation strategy to remote offices to improve hardware utilization while reducing cooling, energy, and real estate costs for remote IT environments.
- **Minimize server and desktop hardware expenditures.** Facilitate rapid growth while reducing the amount of new IT hardware you purchase for remote sites by provisioning new servers and desktops as virtual machines.

Learn More

To learn more about VMware solutions and products, visit <http://www.vmware.com> or call 1-877-4VMWARE.

Apani

Apani
www.apani.com

ISV Overview

Apani provides security software to isolate and protect both virtual and physical machines from a single management point.

Key Business Needs

Large organizations rely on a variety of physical, virtual and legacy servers. Vendors have historically offered a silo approach to protecting them—each with their own management paradigm. Organizations need a way to streamline their data security by protecting virtual environments and heterogeneous hardware with a single management solution.

Key Business Benefits

Only Apani EpiForce VM provides a single solution that secures both virtual and physical machines. Logical security zones isolate machines without reconfiguring the network, while policy-based encryption selectively encrypts data in motion. EpiForce VM fully supports VMotion (hot) and cold migration and offers protection against VM sprawl.

Business Results

By providing robust data center security, Apani EpiForce VM enables organizations to better realize the benefits of server virtualization, including support for multiple platforms, automated migration, reduced unplanned downtime, lower operating expense tied to security policy changes and more flexible management.

VMware and Apani

Only Apani EpiForce VM provides a single solution that secures both virtual and physical machines running VMware ESX.

Accelerate Server Virtualization in Remote & Branch Offices with Apani® EpiForce® VM

Remotely Manage Security Policies When Deploying VMware ESX

Industry Overview

Finance, healthcare and retail businesses have an ethical and legal responsibility to ensure customer privacy. They are burdened with demonstrating compliance with a myriad of laws and regulations (e.g. GLBA, SOX, PCI DSS, BCBS, FINRA, SB1386), mitigating the risk of an internal data breach and controlling access to data.

These organizations deploy server virtualization in bank branches, health clinics and retail stores to achieve lower hardware and operating costs, simplified IT management and energy savings. The challenge is providing robust security to protect customer data at remote sites without increasing management complexity.

Solution Overview

Apani EpiForce VM helps organizations protect their customer data while realizing the benefits of server virtualization in remote & branch offices.

Firewalls and VLANs are too static for securing a dynamic VMware ESX environment and may expose customer data through configuration errors. Security solutions designed only for virtual machines force businesses to take a silo approach to data security, increasing complexity.

Regardless of whether a company's servers are virtual or physical, centralized in the data center or remotely distributed, EpiForce VM cross-platform virtual security enforces software-based access control to critical customer data on those servers. To mitigate the risk of an internal breach, EpiForce VM encrypts customer data in motion within the corporate network to protect communications between sites.

Virtual and physical systems, in the corporate data center or at remote offices, are conveniently managed from a central console. Security policy is maintained while machines are physically moved or during VMware VMotion or VirtualCenter migration.

EpiForce VM assists companies in securing remote & branch offices and reduces the attack surface area. This simplifies management and reduces the burden of compliance audits.

Solution Benefits

- Accelerate remote and branch offices' server virtualization by deploying consistent, strong security across VMs and physical machines
- Manage all EpiForce VM-protected machines through a single management console, regardless of platform or physical location and without the need to reconfigure the network
- Migrate virtual machines using VMotion or VirtualCenter without compromising security policy
- Protect VMs from vulnerabilities introduced through VM sprawl
- Cross-platform support secures complex, heterogeneous environments
- Granular and customizable failover procedures minimize remote site maintenance
- Security policy automatically reconfigures when a VM is restarted

VMware and Apani

Only Apani EpiForce VM enables organizations to secure both physical machines and VMware ESX environments with a single, centrally managed solution that supports both VMotion and cold migration.