

Vendor Program Overview

Enterprise-class workspace virtualization should accomplish three things:

1. Separate the IT user workspace from the underlying delivery technology with a lightweight, independent management layer
2. Automate the delivery of virtually every IT service to the user's workspace
3. Provide the user with an "IT Store" -- a workflow-supported way to request workspace services

This workspace virtualization technology must integrate seamlessly with your existing hybrid application delivery infrastructure no matter how varied and complex. But once it's in place, you'll be able to:

- Operate much more efficiently and lower the cost of daily IT operations dramatically.
- Improve the user experience. Users can now request IT services via an IT Store, and they will have those services delivered to them just in time. They do not have to wait for the IT Help Desk any more. And, their services will be delivered into a context-aware desktop that dynamically adapts itself whenever needed based on the changing context of the user.
- Context awareness and automation greatly improve security & compliance. The independent management layer brings adaptive security and has a great auditing and reporting capabilities that make a big contribution to the security and compliance of your IT services.

The result is a vastly more productive enterprise – for both IT professionals and the end user of IT. In fact, RES Software's customer experiences have shown 10x returns (and even greater) on investment for many customers.

Key Products

Workspace Manager, Automation Manager, Workspace Virtualization Suite, Virtual Desktop Extender, HyperDrive

Maintenance/Support

Maintenance and support is required for all RES licenses. One through six year options are available, either 8x5 or 12x7.

Authorization Requirements

RES requires authorization before a quote can be provided. Please contact the RES desk at Ingram at the email listed at the top of the page for details on becoming authorized.

Ordering Requirements

All orders need to include the following:

- Ingram Micro Account #:
- PO#:
- End User name:
- End User address:
- Contact at End User:
- Email address of Contact:
- Phone # of Contact:
- Ingram Quote #:

A quote should always be requested to ensure you are receiving the most current and accurate pricing.

Product Delivery

RES sends all licenses electronically to the end user. The typical turn-around time is 24-48 hours from the time the order is placed with the vendor.

Pricing Programs

Deal Registration is available by contacting RES directly. Their Partner program also offers additional discounts on some products for their Silver, Gold, and Platinum partners.