Enhancing VMware's Virtual Environment

Some of Ivanti's User Workspace Management solutions overlap with or enhances those of VMware. Specifically, the following technologies:

- VMware User Environment Manager
- VMware AirWatch

So, when speaking with a prospect, especially the CIO of a company, and they tell you *"We don't need Ivanti solutions. VMware does everything we need"* here's what you can respond with.

Note: Remember this is not about disparaging VMware, who remain a valued partner.

Expanding upon a VMware base

Below is a list detailing the key areas where Ivanti and VMware could be seen to offer similar solutions to common endpoint management problems. The red and yellow areas represent value Ivanti offers over and above VMware's technology.

- 🟩 Does provide this capability
- 🟨 Partially provides this capability
- 🟥 Does **not** provide this capability

IT Director's Pain Points		Technology		CTO Business Drivers			
Use Cases		*Ivanti*	*VMware*	*Automation*	*Compliance*	*Cost Avoidance*	*DR / Continuity*
Reduced logon times		🟩	🟩	✔	✘	✔	✘
Location-based printing		🟩	🟨	✔	✔	✘	✔
Fewer gold images to manage		🟩	🟥	✔	✘	✔	✘
Smarter licensing costs		🟩	🟥	✔	✔	✔	✘
Desktop lockdown		🟩	🟥	✔	✔	✔	✘
Application control		🟩	🟥	✔	✔	✔	✘
Consistent end-user experience		🟩	🟩	✔	✔	✔	✔
GPO replacement: ADM, ADMx		🟩	🟨	✔	✘	✔	✘
Privilege management		🟩	🟥	✔	✘	✔	✘
Network access control		🟩	🟥	✔	✔	✘	✘
Elimination of user profile issues		🟩	🟨	✔	✔	✔	✔
Intelligent package management		🟩	🟥	✔	✘	✔	✘
Zero day & ransomware prevention		🟩	🟥	✔	✔	✔	✘

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Use cases	Ivanti	VMware	Automation	Compliance	Cost Avoidance	DR / Continuity
Self-healing features	🟩	🟥	✔	✔	✔	✔
Self-service rollback (personalization)	🟩	🟨	✘	✔	✔	✔
User Productivity: Personalized applications	🟩	🟥	✔	✘	✘	✘
Fast recovery for lost devices	🟩	🟩	✘	✔	✔	✔
Local cache for offline users	🟩	🟩	✔	✔	✔	✔
Application-level personalization	🟩	🟩	✔	✘	✔	✘
Improved OS migration	🟩	🟨	✔	✘	✔	✔
Personal data recovery	🟩	🟩	✔	✔	✔	✔
Lockdown down kiosk style controls	🟩	🟥	✔	✔	✘	✘
Compliance enforcement	🟩	🟥	✘	✔	✘	✘
Script & batch file management	🟩	🟥	✔	✘	✔	✘
Context aware policies	🟩	🟥	✔	✔	✘	✔
Increased app performance & server density	🟩	🟥	✔	✘	✔	✔
Fault tolerant environment	🟩	🟥	✔	✔	✔	✔

The following is a list of use cases that Ivanti has in common with VMware. Where VMware has no solution, it can be assumed that Ivanti is the desired partner. However, where both vendors offer some sort of solution (either green – full, or yellow - partial) the following explains where Ivanti adds value.

Ivanti	VMware
🟩 Reduced Logon Times	
Ivanti Environment Manager's dynamic, granular and on-demand personalization only loads and saves profile settings required by the user as and when they are needed In addition, logon actions can be applied simultaneously, unlike GPOs and logon scripts, to dramatically speed up the logon process.	VMware User Environment Manager is dependent on Group Policy Objects to function and hence operates in a single-threaded manner, resulting in slower processing and logon times.
🟨 Location-Based Printing	
Context aware conditions allow printers, drivers and other settings to be controlled based on where from and how a user connects. Conditions can be combined using AND or OR commands.	VMware User Environment Manager does offer some context aware controls which limits its flexibility in comparison with Ivanti Environment Manager.
🟩 Consistent End User Experience	
Abstracting users' personalization settings from the OS and apps delivers a familiar user experience to any device, irrespective of how it has been delivered to the end user.	VMware User Environment Manager provides basic user personalization capabilities; and is reliant on standard SMB shares, so it doesn't scale well in large enterprise environments.
🟨 GPO Replacement	
Ivanti's multi-threaded engine allows logon actions to be applied simultaneously, speeding up user logon times dramatically.	VMware User Environment Manager is reliant on GPOs, so logon actions process sequentially, resulting in slower logon times.

Ivanti	VMware
Eliminate User Profile Issues	
On-demand, per user, per application snapshotting and rollback of personalization settings, including self-service rollback can be achieved in-session immediately.	VMWare User Environment Manager still relies on SMB file shares to store personalization settings, which can be slow to access as it doesn't scale well in large environments
Self-Service Rollback (Personalization)	
Ivanti provides IT admins with access to a granular, web-based portal for rollback of individual user or bulk personalization settings. A self-service endpoint tool allows users to rollback their own personalization settings to reduce support calls.	VMWare User Environment Manager provides a reset/restore option but it cannot take effect in-session – the user must logoff and back on again for rollback to take effect.
Fast Recovery of Lost Devices	
Ivanti Environment Manager offers a complete reconstruction of a lost device maximizing productivity. It is also possible to wipe corporate data remotely on a missing or lost device for added security using File Director.	VMware User Environment Manager can be used to restore user personalization settings and VMware AirWatch can provide users with access to cloud-based data.
Local cache for offline users	
Ivanti Environment Manager supports both online and offline personalization, ensuring that offline files are synced when the user reconnects to the network.	VMware User Environment Manager offers basic offline capabilities.
Application Level Personalization	
Ivanti Environment Manager abstracts application personalization settings and can manage them in isolation, enabling faster logons and more streamlined rollback.	VMware User Environment Manager can manage personalization settings for individual applications, but is limited in terms of in-session rollback and compression in storage.
Improved OS Migration	
Ivanti Environment Manager allows users to freely migrate application and OS settings between any version of Windows. In addition, File Director, effortlessly migrates users' data.	VMware User Environment Manager can roam user settings between different operating systems, but struggles with cross-application version personalization.
Personal Data Recovery	
Using a combination of Ivanti Environment Manager and File Director it is possible to instantly recreate a user's last known good working state, ensuring minimal downtime.	VMware User Environment Manager can restore user personalization settings whilst AirWatch can be used to sync use data locally from cloud storage.