

CASE STUDY OVERVIEW

Anatomy of the Duopoly

A composite 2,000-seat baseline for comparing virtual desktop platforms

INTENDED FOR	IT and operations leaders evaluating virtualisation platform alternatives
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Why This Paper

Many mid-sized engineering and manufacturing firms run a virtual desktop estate built on VMware Horizon or Citrix. Since Broadcom acquired VMware, licensing for that stack has been harder to forecast, and Citrix does not publish list prices. This case study describes a composite 2,000-seat estate, Brackenridge Industrial Group, so that the analysis that follows has one concrete architecture to measure against. It shows that licence cost alone spans a range wide enough to justify a deeper look. The author's past role at Inuvika, one of the six platforms compared, is disclosed in the paper.

At a Glance

2,000 Managed desktop users across four resource pools	6 Platforms compared, from the incumbent duopoly to an open source stack	\$0 to \$1.2M Approximate annual licence cost range across the platforms priced	5 Architecture layers, from endpoint to infrastructure
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What the Full Paper Covers

- **The baseline:** a five-layer architecture for a composite engineering and manufacturing estate, from user devices to infrastructure.
- **Three platforms side by side:** VMware and Omnisia Horizon, Citrix Virtual Apps and Desktops, and Inuvika OVD Enterprise, compared on hypervisor, gateway, storage and management.
- **Three more options:** Amazon WorkSpaces, Azure Virtual Desktop and an open source stack, with an order-of-magnitude licence comparison.
- **Cost, control and AI:** why data-protection and sovereignty exposure belong in the comparison, and how AI workloads change the sizing question.

Request the Full Paper

Anatomy of the Duopoly runs eight pages with sources. Email s.topiwala@praxiskar.com for a copy.