

### Situation:

- Market leader in truck parts, service, and sales
- 8 Locations
- 200+ desktops
- Limited IT staff
- Looking to simplify desktop environment

### Solution:

#### *Integrate Virtual Desktops*

- VMware View
- Dell EqualLogic SAN

### Nexus Effect

- ✓ Tested and Validated Solution
- ✓ Moved test environment into production
- ✓ Simplified and dramatically increased desktop manageability

### Technology Partners

**vmware**<sup>®</sup>



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## About

Originally founded in 1927, Boyer Trucks has seen many years and many changes on its way to becoming the industry leader in truck sales, parts and service that it is today. Boyer has eight locations throughout the Midwest, including one of the largest parts distribution centers in the industry, and offers new and used trucks, including trusted brands such as Ford, Isuzu, International, Freightliner, Sterling and Western Star.

## The Challenge

Boyer Trucks has over 200 desktops spread across 8 locations throughout the Midwest supported out of their corporate office with an IT staff of two. The problem was that supporting the desktop infrastructure was too time intensive with most of their day going to resolve user issues. They could never get ahead of the support issues because the desktop infrastructure was: 1. Too large with 200+ desktops to manage efficiently, 2. Diverse with 15 different desktop configurations, and 3. Often they had to physically go to the location of the workstation. They attempted to “band-aid” the problem by bringing in an outsourcing company to manage their desktop environment, but that solution wasn’t working due to the use of custom applications and slow service response. They needed a solution that would allow them to simplify their desktop environment to make it manageable all from one location.

## The Solution

Nexus Information Systems approached Boyer Trucks about utilizing VMware View for a virtual desktop solution to resolve their problem. With virtual desktops Boyer would be able to centrally manage all their desktops from one location in an easy-to-use interface.

*“We liked the feel of View, everything looked familiar and made sense. Nexus then offered us a “get out of jail free card.” They brought in their equipment to our site for testing, and Nexus said we’ll prove to you we can do this.”*

Nexus deployed one of their mobile Proof of Concept units for two months at Boyer Trucks. During that time, Boyer was able to test the solution and make sure it worked from a technology and user point of view. As a result of the trial, Boyer purchased a SAN for the solution as well as integrating VMware View solution.

*“View gives me the manageability that we needed where I can do everything I need to do from one centrally located server.”* 