

## Enable secure anytime, anywhere access.



**Windows and Macs? Yes! Client-side virtual desktops makes it easy to support Macs and Windows machines.**

### The Challenge: Overwhelming management burden



**Gilt Groupe** is an American retailer whose business involves holding online “flash” sales (sales that last for a very short duration, typically 48-36 hours). In 2009, FastCompany called Gilt Groupe the “darling of luxury-obsessed bargain hunters.”

While growth is a wonderful thing, it can also be overwhelming. To keep up, Gilt’s IT organization began to search for a more efficient way to manage its corporate desktops. This was not a simple task: the company had complex requirements, including support for a variety of computing devices—Windows PCs, Macs, personal machines, laptops, desktops, and even contractors’ machines.

Additionally, Gilt needed to address issues related to a finance application called Epicor. Gilt had virtualized Epicor using Citrix, and found its performance dismal. The finance team was frustrated, and less productive than it could be (because, in addition to poor performance, the Citrix virtualization required a network connection for access).

### The Solution: Client-side virtual-desktop management

Gilt Groupe’s research led them to MokaFive—the only desktop-virtualization solution that could meet all of its needs.

Because MokaFive is a client-side virtualization approach, it proffered the ability to run Epicor locally, in order to boost performance and enable offline access. To assist the Epicor integration, MokaFive created a built-to-purpose image that included the application.

Since MokaFive encapsulates the corporate computing environment in a secure, portable “bubble,” it can run on any type of machine—Macs, PCs, desktops, laptops, corporate-owned machines . . . even computers owned by employees or contractors.

### Snapshot

**Company:** The Gilt Groupe

**Year of MokaFive adoption:** 2011

#### Challenges:

- Handling rapidly increasing numbers of desktops and servers
- Overwhelming management burden as a result of proliferation of computing devices
- Enabling Bring Your Own Computer (BYOC) initiatives
- Inadequate existing VDI implementation
- Workers need 24x7, online/offline access to mission-critical application

#### Results:

- Easier remote desktop management
- Quick OS migrations
- BYOC programs enabled
- Finance program available offline, with enhanced performance

Additionally, MokaFive's powerful management capabilities enable IT to provision, deploy, maintain, and upgrade every desktop in the enterprise much more quickly and efficiently. Even failed upgrades and patches could be handled more quickly, since MokaFive includes the ability to easily roll back failed deployments.

### **The Rewards: Secure, anytime-anywhere access to network applications**

The payoff of the MokaFive solution became immediately apparent. Finance users enjoyed better performance and the ability to use Epicor offline. Finance managers were happy to see their teams' productivity enhanced. Employees were able to choose the hardware they preferred, without imposing an additional burden on IT—enabling BYOC programs.

Operating-system migrations were transformed into projects that took only hours or days, instead of weeks or months. And IT had become scalable. The company was growing, but the IT organization no longer had to grow proportionately to support it.

As it continued to explore the capabilities of MokaFive, Gilt decided to implement it for its contractors. This allowed the company to provide the corporate environment to contractors, without needing to provide them with company laptops. MokaFive's remote "revoke and kill" capability allows them to revoke contractor access at any time and remotely wipe lost or stolen laptops.

Gilt is now considering a wider rollout of MokaFive to additional users within the organization.

### **For more information:**

**Contact MokaFive at 1-650-980-0960 or visit [www.mokafive.com](http://www.mokafive.com)**

*"MokaFive's solution now keeps our finance folks working, by making sure that our business-critical applications are available."*

*– Rick Edwards,  
IT Director*

