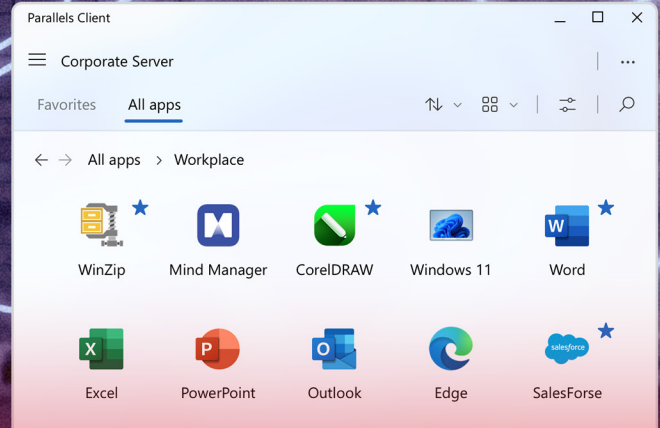


Parallels® RAS

VMware Horizon Battlecard

With the purchase by Broadcom, VMware Horizon customers are facing many uncertainties. Naturally, they're exploring alternatives for their IT environments, such as Parallels RAS.

This document briefly compares Parallels RAS with VMware Horizon, highlighting key differences and positioning Parallels RAS as a great alternative for VMware users.



Future uncertainty

The acquisition of VMware by Broadcom has raised significant concerns about a potential shift away from focusing on VMware's customers and partner network. This apprehension revolves around fears that Broadcom's corporate strategies may not prioritize the established relationships and service commitments crucial to VMware's clientele and partners.

Forced to choose

VMware customers looking into multi-cloud, hybrid, or Azure Virtual Desktop options encounter complexities due to intricate licensing and software compatibility. VMware's Universal Licensing supports hybrid setups but adds extra costs, complicating the financial aspect of adopting these cloud solutions.

Expensive to maintain

Costly licensing fees and the need for specialized skills associated with VMware are putting a strain on IT budgets. This can lead to inadequate system maintenance, increasing the risk of security breaches and performance issues. This highlights the need to balance costs while maintaining a secure and efficient IT infrastructure.

Parallels RAS is a cost-effective and flexible alternative that helps alleviate frustrations and solves these challenges for VMware customers:

Customer-focused and TCO considered

- Competitive licensing
- No expensive add-ons
- One license model
- Fast and efficient deployment
- 24/7 technical support
- Reducing infrastructure complexity

Flexible integration

- Hybrid by design
- Leading hypervisor compatibility
- Azure Virtual Desktop (AVD) integration
- Amazon EC2 support
- Seamless Microsoft Azure integration
- Competitive licensing

Simplified management

- Single management console
- Wizard-based deployment
- Advanced Image management
- Built in FSLogix support
- Free training and onboarding



Key takeaways

1. The VMware concerns are the direct result of the acquisition by Broadcom.
2. Being forced to evaluate IT needs will spotlight general frustrations with complexity and higher costs. Parallels RAS is about improving TCO.
3. Parallels RAS simplifies IT deployments and can provide the same deployment experience as VMware without the frustrations mentioned above.

Parallels Premier Partner support service offering comparison

Flexibility	VMWare Horizon	Parallels RAS	Comments
Hybrid by design	Partial (only if Universal Licensing is used)	✓ Yes	VMWare Universal Licensing which allows customers to deploy in hybrid at a cost. However, Parallels RAS has been engineered to seamlessly span on-premises, hybrid, and full cloud under a single, cost-effective license.
Reporting	Partial (limited history even with a premium license)	✓ Yes (Unlimited)	There are reporting templates within vRealize Operations for Horizon. This is a separate license. Parallels RAS integrates with Microsoft Reporting Services and provides over 60 predefined reports with unrestricted reporting history.
True multi-cloud admin	Partial	✓ Yes	For successful multi-cloud deployments, Horizon Cloud for Microsoft and Horizon Remote Agent for AWS EC2 are required. This is at an additional cost or demands leveraging higher cost universal license models.
MSIX package deployment: "app attach"	Partial	✓ Yes	This is included in the Horizon Universal subscription but is yet another product (and console) for an administrator to install and manage. Parallels RAS provides application packages which are based on MSIX app attach technology and are available to AVD, VDI, and RDSH both on premises and in the public cloud.

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Lower TCO	VMWare Horizon	Parallels RAS	Comments
License cost	High	✓ Low	Horizon Universal licensing starts at \$12.50 USD per user, per month*. Whereas Parallels RAS is a concurrent user license and has a single RRP cost, making it more cost effective and straightforward.
Installation and setup: time investment	High	✓ Low	Setting up VMware Horizon is complex, requiring specialized knowledge. Companies often need to hire VMware certified engineers or invest in extensive training, adding further costs. For Parallels RAS, it's a very quick and straightforward process with QuickStart Wizards and an intuitive, single console design.
Ongoing administration	High	✓ Low	VMWare requires the toggling between both the Admin Web Console and Help Desk Tool for user creation, management, monitoring, and analytics. With Parallels RAS it's all within a single Administration console for ease of use.
Let's Encrypt SSL/TLS certificate management	No	✓ Yes	Let's Encrypt (LE) is a global Certificate Authority (CA). VMWare has no integration, but Parallels RAS 19 includes automatic certificate management that includes TLS (Transport Layer Security) certificates.
Image management	Yes	✓ Yes	VMWare Horizon Cloud tenants have access to the Horizon Image Management Service (IMS), a cloud-only service. In contrast, Parallels RAS allows admins to create Image Templates for single-user and multi-user OS, with tags for easy version identification.

Parallels Premier Partner support service offering comparison

Simplicity	VMWare Horizon	Parallels RAS	Comments
Single console	No	✓ Yes	Horizon Universal licensing starts at \$12.50 USD per user, per month*. Whereas Parallels RAS is a concurrent user license and has a single RRP cost, making it more cost effective and straightforward.
Single license model	No	✓ Yes	Setting up VMware Horizon is complex, requiring specialized knowledge. Companies often need to hire VMware certified engineers or invest in extensive training, adding further costs. For Parallels RAS, it's a very quick and straightforward process with QuickStart Wizards and an intuitive, single console design.
Remote access to the infrastructure	✓ Yes (additional components needed)	✓ Yes	VMWare requires the toggling between both the Admin Web Console and Help Desk Tool for user creation, management, monitoring, and analytics. With Parallels RAS it's all within a single Administration console for ease of use.
Image optimization	✓ Yes (base image only)	✓ Yes	Let's Encrypt (LE) is a global Certificate Authority (CA). VMWare has no integration, but Parallels RAS 19 includes automatic certificate management that includes TLS (Transport Layer Security) certificates.
User profile management	✓ Yes (specialist skills needed)	✓ Yes (FSLogix integrated into console)	VMWare Horizon Cloud tenants have access to the Horizon Image Management Service (IMS), a cloud-only service. In contrast, Parallels RAS allows admins to create Image Templates for single-user and multi-user OS, with tags for easy version identification.

Parallels Premier Partner support service offering comparison

User experience	VMWare Horizon	Parallels RAS	Comments
Native AVD integration	No (AVD Control Plane replaced)	✓ Yes	VMWare does not integrate with the Azure Virtual Desktop Control Plane, instead VMware replaces it with its own control plane. This means updates from Microsoft may be delayed until VMware develops equivalent functionality. Native integration with the AVD Control Plane means that Parallels RAS can take full advantage of the latest Microsoft developments, making AVD faster and more efficient.
Password change guidance	No	✓ Yes (includes external IdP redirection)	Not available with VMware. The Parallels Client on Windows can guide users to change their passwords. It also allows the change password prompt to redirect to an external Identity Provider (IDP) rather than the Active Directory domain.
Built-in customization (White labeling/branding)	Partial	✓ Yes	VMware Horizon can be rebranded manually, but the elements are limited. Parallels RAS has extensive customization capability using Themes.
Session pre-launch	✓ Yes	✓ Yes (machine learning for improved experiences)	With VMware, session prelaunch is only available for published applications. It is not supported for remote desktops.
Windows on ARM64 native support	No (emulator mode is used to install on ARM64)	✓ Yes	No native support from VMware. Parallels Client for Windows natively supports and is optimized to run on machines that are powered by ARM64 processors.