

CUSTOMER:



PARTNERS:



Microsoft

The Metropolitan Transportation Authority (MTA) is responsible for the management and operation of the public transportation system in the New York City metropolitan area. They attempted to migrate to Azure Virtual Desktop in late 2019/early 2020, but their proof of concept failed. In early 2020, they engaged Nerdio to help with a new proof of concept project, and the pandemic accelerated their need to migrate even more quickly than originally thought. Nerdio was able to deploy Azure Virtual Desktop quickly and effectively, with significant cost savings to MTA.

## CUSTOMER SCENARIO

**Upgrades needed but budget tight:** The MTA was operating on a Citrix environment with aging equipment, but after their 2019 proof of concept (POC) failed, they were concerned about the budgetary red tape involved in doing another POC.

**Lack of expertise:** The organization was operating with little expertise — their staff had plenty of experience with tech more broadly, but when it came to AVD, they were out of their depth.

**A sudden rush:** The MTA initiated discussions about a new POC in early 2020, but when the pandemic hit in March there was a sudden and urgent need to find a remote-enabled solution for employees.

## KEYS TO WINNING

**Speed to deployment:** Nerdio worked with the MTA to get AVD deployed for their proof of concept in just four days.

**Cost optimization:** The MTA's budget concerns were real, but Nerdio was able to model the cost not just of Nerdio Manager but also of AVD, illustrating how affordable the solution could be with Nerdio's help.

**Scalability:** Nerdio's auto-scaling capabilities enabled the MTA to run a smaller test case for their proof of concept, then scale out easily once the POC was successful.

## CUSTOMER OUTCOMES

**Successful proof of concept:** Between the budget, the ease of management, and the speed of deployment, it became clear very quickly that the MTA's 2020 proof of concept would be successful.

**A quick, easy solution:** Nerdio Manager for Enterprise provided the MTA with the solution they needed in just four days, in the middle of a pandemic, and offered the ease of management their small team needed.

**Significant savings:** With 400 concurrent users, the MTA is currently spending about \$2,400 on the cost of Nerdio Manager while saving \$12,000 a month on their Azure compute and storage costs.

## QUOTES & EXCERPTS

*Nerdio is saving the MTA \$12,000 a month and is only costing them \$2,400 a month.*

*The MTA has been so happy with Nerdio Manager for Azure that they're currently looking to replace all their Citrix users with AVD.*

## MICROSOFT REP:

Pete Sklannik