



PARTNER PROFILE

m8IT



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Dominik Justen
Managing Director, m8IT

NComputing has been around for nearly 20 years. We’ve helped countless small businesses, schools, and corporations deploy our solutions in that time. Frequently we find customers don’t have help from an IT staff. Either they don’t have one, or the existing staff was tasked with other priorities and needed help from a third party. As we developed our partner network, Managed Service Providers (MSPs) became essential to our development.

Managed Service Providers help with most or all of the tasks related to deploying a virtualization system. They can act as a broker to help procure licenses for cloud services or help design a customer’s complete deployment. Some will provide installation or hosting services and often take everything on, including the day-to-day management of the solution. MSPs can remove the need for in-house IT staff or supplement existing staff by taking on specific tasks. In Germany, m8IT provides these services and more for many NComputing clients.

m8IT began as an MSP in 2010, focused on the Citrix and RDP communities. These days they focus primarily on Microsoft’s Azure Virtual Desktop (AVD), expanding modern workspaces to any device, no matter the location. They specialize in a ‘hybrid’ solution - on-premise installation of Windows VDI machines, Terminal Server, and data locally accessed via an Azure stack or AVD backbone. This eliminates the need for local gateways and firewalls with protection provided through Azure or AVD.

Many customers don’t want to go from standard 1-to-1 PC computing to a full cloud deployment. A hybrid approach bridges the two and gives a strong working platform that can evolve (or not) over time. m8IT has been successful in helping companies transition to cloud-based services, but there was always one drawback - Windows for Windows.

“Using a standard PC running Windows to access Windows in the cloud was rather redundant.” Dominik Justen, CTO from m8IT said. “It doesn’t eliminate the major task of keeping Windows updated on all your devices and dealing with the problems that arise in those systems as needed. In a disbursed workforce, these issues can be a major drag on efficiency and reliability.”

Here is where the NComputing solutions shine.

NComputing offers two solutions. For companies without end-user PCs, thin clients make the most sense. These tiny devices provide the connection to the virtual session, simply needing to add a keyboard, mouse, and display. These high-performing, low-cost devices are then centrally managed remotely, making them easy to maintain and update.

The second solution is perfect for situations where existing PCs—laptops or desktops, are deployed. LEAF OS is a fully locked-down Linux-based operating system developed by NComputing. Installing it on these devices in place of their native Windows system turns them into dedicated thin clients. These LEAF OS devices can then be centrally managed and coexist in the same deployment as native thin clients.

With these two solutions in hand, m8IT saw an opportunity to expand its business into the endpoint market.

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And we’re glad they did. Bringing NComputing into the fold simplified their deployments. It allowed them to provide customer feedback from various use types to our product development team.

“A close working relationship with M8IT has proven exceptionally beneficial,” said Richard Sah, Chief Technology Officer at NComputing. “We look forward to continued success for all of our customers.”

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