



# WINDOWS VIRTUAL DESKTOP

## Target Customers

- Customers who are looking for remote working solutions?
- Customers who don't want to invest hardware for their remote worker's needs?
- Customers who are looking for centralised desktop and application management solution

## Solution Overview

Windows Virtual Desktop is a comprehensive desktop and app virtualisation service running in the cloud. It's the only virtual desktop infrastructure (VDI) that delivers simplified management, multi-session Windows 10, optimizations for Office 365 ProPlus, and support for Remote Desktop Services (RDS) environments. Deploy and scale your Windows desktops and apps on Azure in minutes, and get built-in security and compliance features.

## Why Customers Choose This Solution

- They want to provide corporate based desktops for their remote users.
- The need for centralised management for corporate applications.
- Security and compliance concerns about remote employee owned devices.
- They don't want to invest in physical devices due to high costs.
- The need for accessibility to internal ERP and CRM systems and providing business continuity.

## Challenger Questions to Customers

1. Is everybody in your organisation able to work effectively from home under the current circumstances?
2. Do you need access from home to your corporate applications like ERP and CRM?
3. Do you need a centralised desktop and application management system for your remote workers?
4. Do you have concerns about your corporate data security while your employees are working from home and their own devices?

## Solution Explanation

1. Windows Virtual Desktop solution provides centralised desktop and application access for your remote workers. They can access your corporate-managed desktops and applications from anywhere or any device. You can create your VDI environment on Azure with minimum costs by using pooled option so your employees can use your corporate-managed image concurrently as well as you can keep your corporate data in secure.
2. If you want to provide additional security for your VDI environment, you can enable additional Azure security services like Security Center, Sentinel, Azure Monitor etc.

## More Information

<https://azure.microsoft.com/en-us/services/virtual-desktop/>

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## Sizing & Pricing Questions

1. How many remote workers do you have?
2. What is the workload type of these users? (might be light, medium, heavy, power)

## Sample Pricing

### Pricing Items:

- Virtual machine type (VDI Host)
- Virtual machine type (Additional DC)
- Virtual machine disk type and size
- VPN Gateway type
- User Workload (light, medium, heavy, power)

### Sample Pricing:

- 10 Users - Medium Workload - Pooled
- D4sv3 as VDI Host
- B2S as Domain Controller
- B2S as File Server
- Vm Disks
- Basic VPN Gateway
- Bandwidth - 250 GB

## Average Azure Consumption Revenue / month (\$)

**\$450/month**