



DESKTOP AS A SERVICE



Get ready to launch to the cloud!

Partner Sales Enablement Drive



Flexible cloud virtual desktop infrastructure for nearly any use case, anywhere. Keep your applications and data secure and compliant with security capabilities that can proactively detect threats and take remedial action.

TARGETING GUIDANCE

- Customers who have a substantial remote employee presence.
- Customers who operate from multiple desktops and PCs.
- Customers who use a "hoteling" style office and PC usage system
- SMBs where employees share PCs.
- SMBs that are cost sensitive and looking to reduce IT spend.
- Customers using RDS (Remote Desktop Services.)
- Customers with an application used by external users (remote app streaming with AVD) – with a link to the Remote app streaming page).
- Customers who have remote employees, provide a bring your own device (BYOD) program that requires a solution for users to connect securely from any device of their choice.
- Customers who need to manage different deployment types across different deployment planes.
- Customers who have Windows 7 EOS challenges.

CUSTOMER CHALLENGES

Inability to access desktop from any device

- Customers lack the capability to make any device their home desktop.
- Customers need to bring their physical PC with them in order to access their desktop view.

Lack of collaboration tools or too many

- Difficult to involve outside contributors.
- Delays in development and implementation of content and ideas.
- Difficult to access and share files remotely.
- Need to involve a growing remote workforce.
- Challenging to access conversations and notes across platforms or devices.

Security is too expensive

- Increasing costs and risks to protect landscape and manage complex solutions.
- Difficult to see the value compared against the ROI by investing in security.
- Already paying for multiple third-party vendor solutions.



DESKTOP AS A SERVICE - SOLUTION OVERVIEW

Access Windows 10 & applications anywhere

Bring your own device (BYOD) and access your desktop and applications over the internet using an Azure Virtual Desktop client such as Windows, Mac, iOS, Android, or HTML5.

Seamless Teams & Office experience

Provide employees with the same experience they'd have on a local desktop or laptop - whether they're managing their inbox with Outlook, sharing files in OneDrive, or collaborating with colleagues on Microsoft Teams.

Reduce Costs

Reduce infrastructure costs by right-sizing virtual machines (VMs) and shutting them down when not in use. Increase utilization of VMs with Windows 10 multi-session. Avoid upfront costs and align operational expenses to business usage.

Reduce management overhead by moving all your virtual desktop infrastructure (VDI) to the cloud with a managed service.



CONVERSATION STARTERS

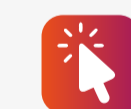
Remote Work

Cost / ROI

Productivity

Secure

- Do your employees need to access their desktops on the go?
- Would the employee experience be better if any PC had their desktop accessible with a single click?
- How much of your budget is going towards expensive phone plans and maintaining older software and hardware?
- Can you host online meetings to get work done in real time?
- Do your employees struggle with version control or accessing data from in-house systems through online tools?
- How do you give employees the right access while keeping hackers at bay?
- How do you safeguard confidential business data? Against leaks?
- How do you secure platforms and devices, especially for mobile or remote workers?



RESOURCES

What is Azure Virtual Desktop?

Azure Virtual Desktop documentation

Azure Virtual Desktop Campaign

Secure Work from Anywhere Resource Center

Secure Work from Anywhere Workshop

Enable Secure Remote Work Pitch Deck

Microsoft Secure Score Overview

Security Diagnostic

Microsoft Security & Identity Resources

Teams Calling Workshop

Teams Meeting Room Workshop

