Microsoft

Azure Virtual Desktop and Windows 365

Choosing the right solution
for your distributed workforce

Windows for hybrid work
Delivery options for maximum flexibility

Windows 11

Native on a
PC or Tablet
across price points and form factors

Cloud VDI with
Azure Virtual Desktop
*optimized for **flexibility** and **control***

Cloud PC on any
device with Windows 365
*optimized for **simplicity** and **experience***

While many customers speak about Azure Virtual Desktop and Windows 365 in the context of virtualization, in this presentation we view both products in the context of Windows delivery, because Windows is such a critical foundation for the employee experience, enabling both productivity and collaboration.

There are three different ways that Microsoft delivers Windows to its customers: Native on a PC or Tablet, Cloud VDI with Azure Virtual Desktop, and Cloud PC on any device with Windows 365.

The first, on the far left-hand side of the screen, is probably quite familiar to everyone so let's spend more time on the other 2.

Azure Virtual Desktop has become a game changer for organizations who are looking at cost-effective cloud VDI solutions. If you have in-house Virtual Desktop infrastructure capabilities, this can be a very powerful way to meet your new hybrid work strategies -- it allows you to enable secure remote desktops and it provides maximum flexibility and control without compromising on security. Additionally, Azure Virtual Desktop comes with many ways to reduce costs, leveraging exclusive Windows 11 and Windows 10 multi-session which allows multiple users on a single virtual machine.

So the key words here to think about are those that are at the bottom-center of this slide, that Azure Virtual Desktop really shines when we're thinking about flexibility and control.

On the far right-hand side, we have something a little different. Windows 365 is a Software-as-a-Service or SaaS solution. And it combines the power and security of the cloud with the familiarity of a physical PC experience. Employees stream their full, personalized, persistent desktop experience from the cloud to any device anywhere.

Plus, Windows 365 does not require any sort of VDI expertise, enabling a whole new set of scenarios for our customers without being a traditional virtualization solution, establishing a new category of experience: the Cloud PC. And that means that when you hear about Windows 365 from Microsoft, the themes you should take away are about simplicity and experience.

Microsoft cloud solutions enable key virtualization scenarios

Data security
Improve regulatory compliance and IP protection via data centralization and a reduced threat surface.
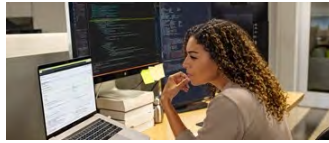
High-capacity computing
Cloud-scale compute and storage to support specialized workloads like design and development.

BYOPC programs
Enable secure virtual desktops, even on personal devices.

Disaster recovery
Help ensure continuity and access for your workforce and company data even in the most challenging circumstances.

Temporary workforces
Simplify and accelerate the onboarding and offboarding process for elastic workforces.

Mergers & Acquisitions
Provide seamless transitions and access for growing businesses.

We've been speaking to a lot of customers over the last year, and what we've learned has boiled down to six of the most common scenarios, shown here. Let's highlight a couple of these key use cases, so you get a good feel for where Azure Virtual Desktop or Windows 365 might be a good fit for your organization, including scenarios where both work well together to meet multiple needs.

BYOPC (Bring Your Own PC) programs have employees bring in their own devices and this can create all sorts of security questions for IT admins, who need to make sure they can enable secure experiences for their employees, even on personal devices. A scenario like that is often not in isolation.

Many customers come to us to talk about BYOPC in combination with something else, like enabling a temporary workforce, where interns or vendors or contractors come into and out of their business environment, needing reliable but temporary access to corporate applications, company services and data. IT admins want to be able to on- and offboard those folks quickly and easily, so that they have access to the right corporate environment and corporate data for as long as they should have it, with the ability to turn off that access quickly as they depart the environment, so they ensure the security of that corporate information.

Many times, customers have several or even all six of these scenarios happening simultaneously across the organization. Both Azure Virtual Desktop and Windows 365 can help solve for any of these six, but how they go about doing it can be very different.

Simplicity of experience or flexibility and control -- this plays out when we think about whether or not Windows 365, or Azure Virtual Desktop is the right fit for a particular customer and scenario.

Azure Virtual Desktop

Windows 365
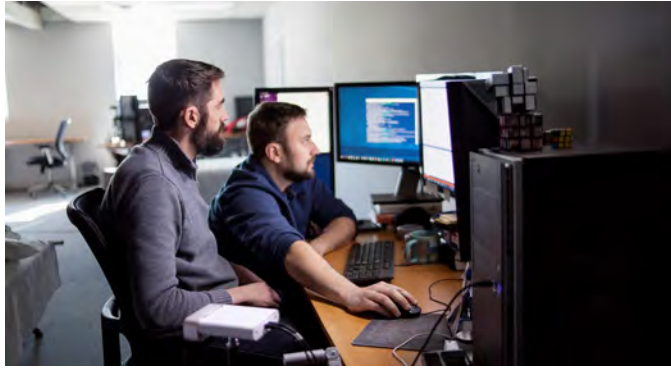
Shift on-prem VDI to the cloud	Leverage existing VDI investment and expertise	Enable remote app streaming and non-persistent desktops

Secure work on personal PCs	Onboard and offboard employees	Simple to buy, deploy, and manage	No employee or IT special skills or training	Quickly scale and resize

On the left, Azure Virtual Desktop is a robust Cloud VDI solution that can be the right fit for you if you already have IT in-house capabilities in VDI, or a partner that you work very closely with and would like to retain. That way, you can take the investments that you've been making in your on-premises VDI deployment, and migrate and modernize it to the cloud, extending the value of those investments and experience. The last element that can really make a difference for whether or not you prefer Azure Virtual Desktop is that it is really good at customization. So, if you're looking to only stream a remote app experience, rather than a full desktop, or if you're looking to support a specialized type of workload, like GPU capabilities for developers, Azure Virtual Desktop might be a better solution for you.

Windows 365 on the right-hand side of the screen really shines when a customer does not have VDI expertise in house or a trusted partner that can implement that for them. If you are looking to move resources away from that, or you're feeling resource-strapped in this area, Windows 365 can be a great fit because it allows you to move very quickly to enable secure work on personal PCs, similar to the BYOPC issue outlined on the prior slide. You can on and off board employees easily. It's simple to buy, deploy and manage. And, no special IT capabilities are required.

Microsoft cloud solution options

Azure Virtual Desktop

A cloud VDI platform that delivers hosted desktops and apps with maximum flexibility and control

Windows 365

A complete SaaS solution that securely streams your personalized Windows desktop, apps, settings, and content from the Microsoft Cloud, to any device
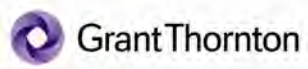
	Azure Virtual Desktop Cloud VDI	Windows 365 Cloud PC
OS Support	Windows 11, Windows 10, single- or multi-session, Windows Server	Windows 11 or Windows 10
Admin	• Azure Portal • VMware or Citrix management plane	• Microsoft Endpoint Manager (Enterprise) • Web self-service (Business)
Service	PaaS: granular controls over configuration and management	SaaS: complete end-to-end Microsoft service
Pricing	Consumption-based	Per-user, per-month
Scale	Unlimited based on consumption	Unlimited based on subscription
End-user	Single or multi-user, pooled, remote app	Full Windows like-local experience

Many of our customers actually deploy both of these cloud solutions side by side. And on the surface, it looks like they're solving the same scenario. There's often extra nuance to be had here.

Azure Virtual Desktop and Windows 365 can be deployed side by side to meet customer needs. And in fact, we have commonly seen that happen with some of the organizations that we've been speaking to.

Grant Thornton UK saves hundreds of hours with Azure Virtual Desktop and Windows 365

Grant Thornton

Grant Thornton needed to bring in experienced auditors from overseas to the United Kingdom, digitally. The company used both Azure Virtual Desktop and Windows 365 to create a desktop and application experience in the cloud that caters to remote employees and helps departments across the company collaborate more efficiently.

> "The move to include Azure Virtual Desktop and Windows 365 fits closely with our strategy for providing exceptional service to our people, no matter where they are."
>
> **Greg Swift**
> Chief Information Officer, Grant Thornton UK

Read more at aka.ms/W365AVDGrantThornton

Challenge
Auditing, one of the core services Grant Thornton firms offer, is a quickly growing aspect of the business that faces hurdles when it comes to resourcing. Attracting talent became a major bottleneck for the company's growing auditing business.

Solution
To address this challenge, Grant Thornton needed to bring in experienced auditors from overseas to the United Kingdom, digitally. The company used both Azure Virtual Desktop and Windows 365 to create a desktop and application experience in the cloud that caters to remote employees and helps departments across the company collaborate more efficiently.

Benefits
Deploying Windows 365 and Azure Virtual desktop gave Grant Thornton a new model to scale their resourcing to get more work done:
- Saved 500 billable hours by moving in-person visitor audits to the cloud with Windows 365
- Reduced time to run Machine Learning scripts from three days to 20 minutes with Azure Virtual Desktop

... And these are just two of the key ways in which they've used both cloud solutions to help meet their needs.

ResultsCX uses Azure Virtual Desktop to enable a remote workforce

ResultsCX

Historically, <u>ResultsCX</u> installed and managed the necessary hardware and software on-premises at its own or its customers' call centers.

ResultsCX wanted to develop new remote and hybrid models for staffing and equipping call centers to deliver outstanding customer service value.

> "Azure Virtual Desktop plays a big part in the story of how we can launch and support and maintain a work-at-home population with confidence."
>
> **Jamie Vernon**,
> Senior Vice President of IT Infrastructure and Operations

Sage keeps their data secure on Azure Virtual Desktop

sage

In 1981, the Sage Group formed and by 2020, they offered the biggest accountancy software package in the United Kingdom and the third-largest worldwide.

Sage decided to redesign the remote access architecture used to host offerings for their own customers.

"The sheer amount of investment that Microsoft makes in the Azure ecosystem, and the robust security it provides, are unparalleled in the market. Our partners get to take advantage of the innovation and security of Azure, in which Microsoft has invested billions of dollars. And we get the peace of mind of delivering a trusted platform—that's good for our partners and our brand."

Josep Mascaro Fedelich
Development Manager

Next steps

Learn more at aka.ms/AVD and windows365.com

Schedule an Azure Immersion Workshop with us, to discover more of what you have the capabilities of doing.

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Azure Virtual Desktop is a cloud VDI solution designed to meet the challenges of remote work

Enable a secure, remote desktop experience from virtually anywhere

Access Windows 11 and Windows 10 from virtually anywhere

Maintain full control over configuration and management

Get the security and reliability of Azure

Optimize cost with multi-session and pay for only what you use

Windows 365 supports your hybrid workforce needs

Windows 365 is a complete SaaS service that provides a personalized, powerful, simple, and secure full Windows 10 or 11 experience

Personalized: all your apps, content and settings, streamed from the Microsoft Cloud to any device

**Powerful:** scalable Cloud PCs bring the Windows 11 experience to you, on any device

Simple: provision and deploy Windows on a Cloud PC today, right from Microsoft Intune or at windows365.microsoft.com

Secure: enhancing the security benefits of Cloud PCs with new Windows 11 security features
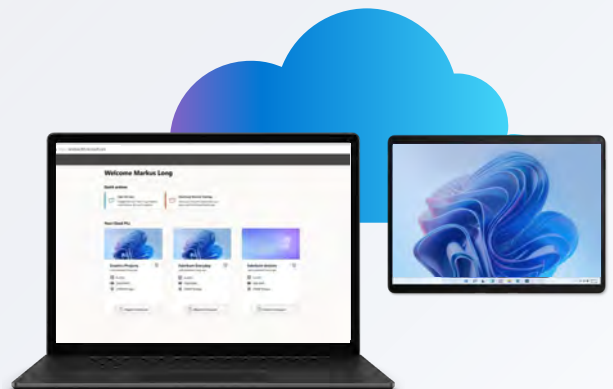
Citrix + Azure Virtual Desktop

Delivering enterprise value and unified management around Azure Virtual Desktop
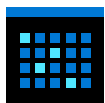
citrix.

Workspace Experience

Include Azure Virtual Desktop workloads within Citrix Workspace for central access to all apps, desktops and files

Image Management

Simplify management by layering OS, apps and user data on Azure Virtual Desktop resources and rapidly provisioning updates

Hybrid Cloud Journey

Accelerate the move to Azure for on-prem customers by enabling management of on-prem and Azure Virtual Desktop workloads from one console

Environment Management

Optimize host performance, accelerate application delivery, and enhance scalability for Azure Virtual Desktop

VMware Horizon Cloud on Microsoft Azure

Extending Azure Virtual Desktop capabilities to Horizon Cloud

vmware®

vmware® Horizon® Cloud

Broad endpoint support with enhanced remote experience

Global brokering with cloud-optimized architecture

Real-time audio, video and peripheral support

Enhanced user environment management

Flexible desktop options and configurations

Hybrid environment management across on-premises and cloud

Azure Virtual Desktop