

Support Your Remote Workforce with Microsoft Cloud PC

Supporting your remote workforce with Windows 365 / Azure Virtual Desktop (AVD) without overburdening IT

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Gold Windows and Devices

Today's Agenda

Introduction: Wade Walker / Lindsay Cowan / Austin Kelly

Microsoft Cloud PC: Windows 365 / Azure Virtual Desktop (AVD)

- Modernize your workforce with secure access to their desktop and apps on any device, at any time
- Differentiate between Windows 365 and AVD and which solution is best for your company
- Provision, scale, consolidate, suspend, and maintain a digital unified workspace
- Budget AVD and Windows 365 costs for your company

Q & A / Wrap Up



Connecting Enterprise Businesses to the Microsoft Cloud Ecosystem

- Your "Cloud Journey"
- Elevating companies to the cloud
- Build upon the Microsoft Cloud platform
- Leverage our expertise for Microsoft Cloud consulting, licensing, implementation and support
- Together we can help you develop a modern infrastructure with an ecosystem of products and services that are:
 - Secure
 - Built to work together
 - Supported
 - Able to grow and pivot as business needs change



Modernize your workforce with secure access to their desktop and apps on any device, at any time



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Virtualization Addresses Business Needs



Security and regulation

Financial Services

Healthcare

Government

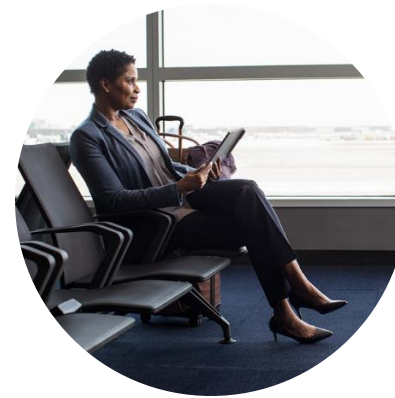


Elastic workforce

Mergers and acquisition

Short term employees

Contractor and partner access



Specific employees

BYOD and mobile

Call centers

Branch workers



Specialized workloads

Design and engineering

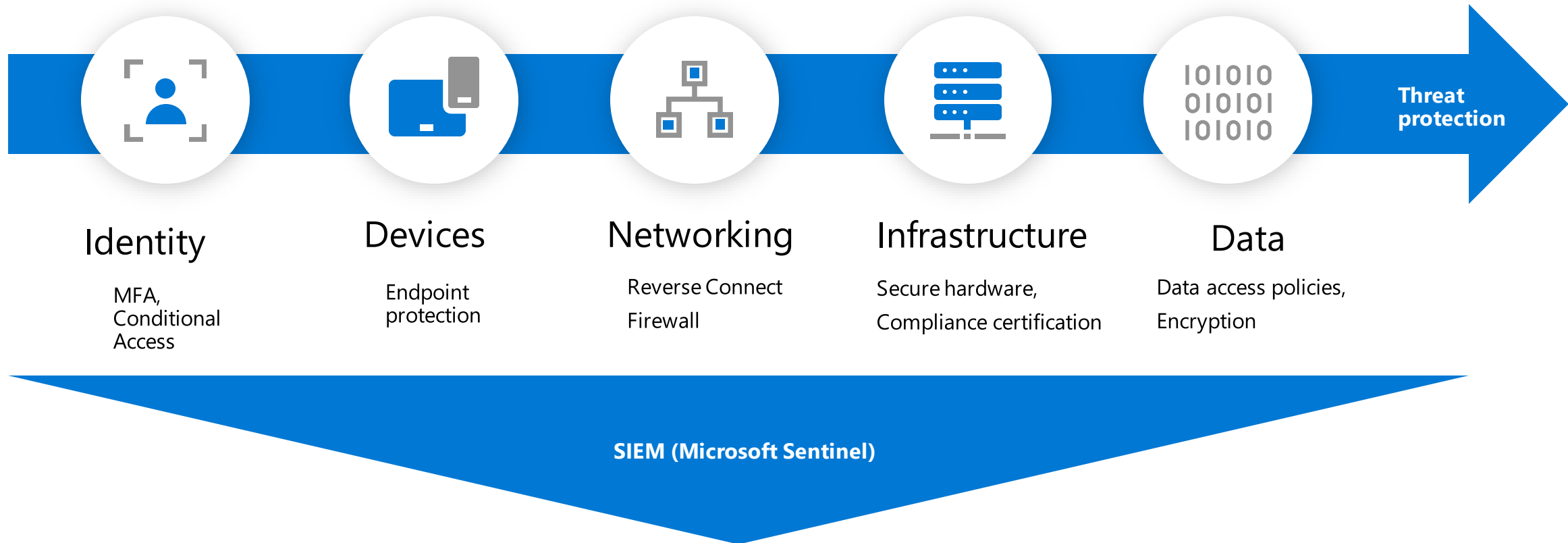
Legacy apps

Software dev test



Secure your
user data and VM's

Microsoft provides end to end security for your virtual desktops



Differentiate
between Windows
365 and AVD and
which solution is
best for your
company



Azure Virtual Desktop

The best virtual desktop experience, delivered on Azure

- + Deliver the only multi-session Windows 10/11 experience
- + Enable optimizations for Microsoft Office 365
- + Migrate Windows Server (RDS) desktops and apps
- + Deploy and scale in minutes



Welcome to your Windows 365 Cloud PC

A new solution for today's
hybrid workforce



Your content
wherever you go



Compute options
for different users



Consistent settings
across devices



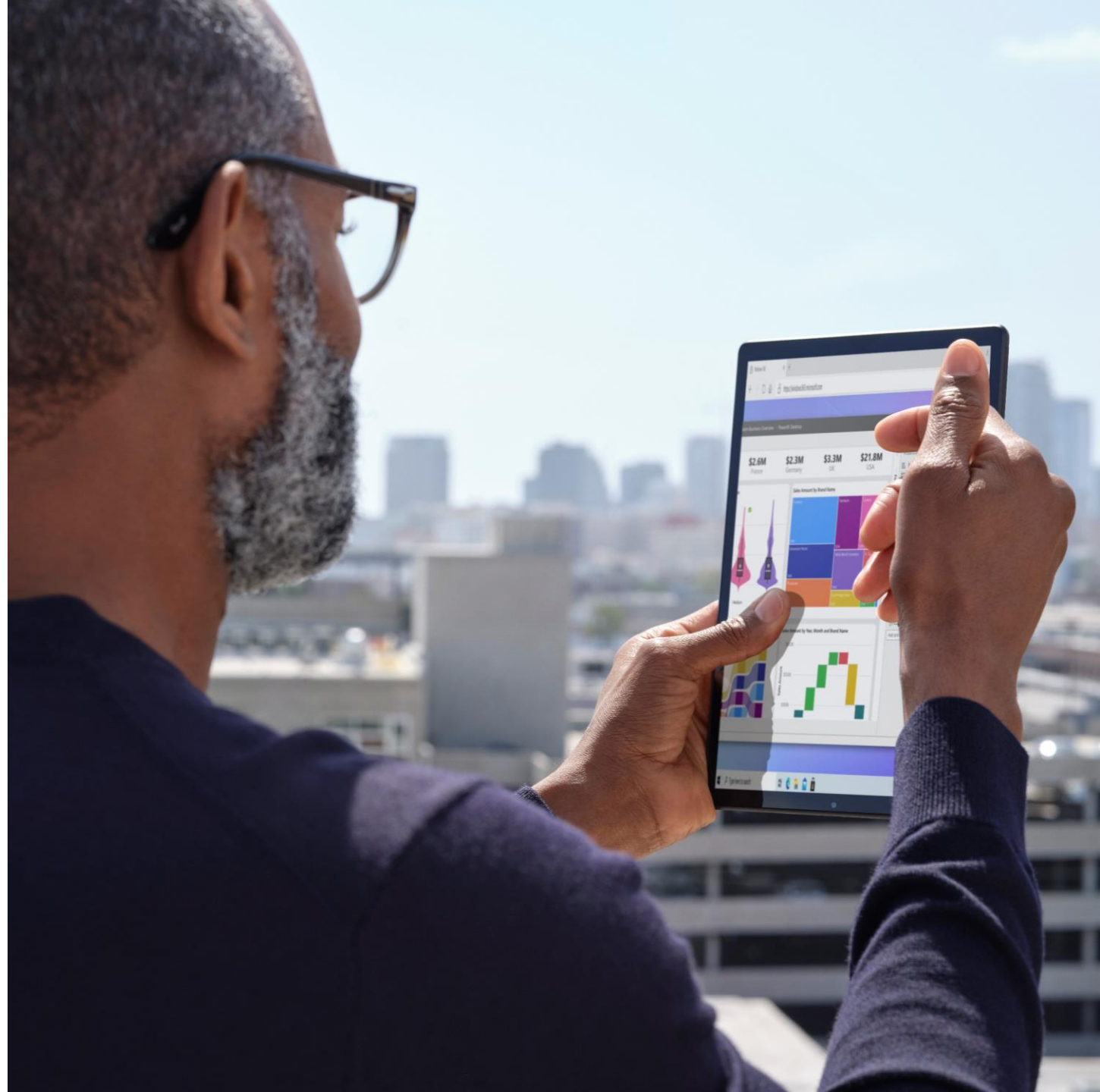
The **apps** you need,
when you need them



Scalable storage
based on your needs



Integrated **unified
security** and **identity
management**

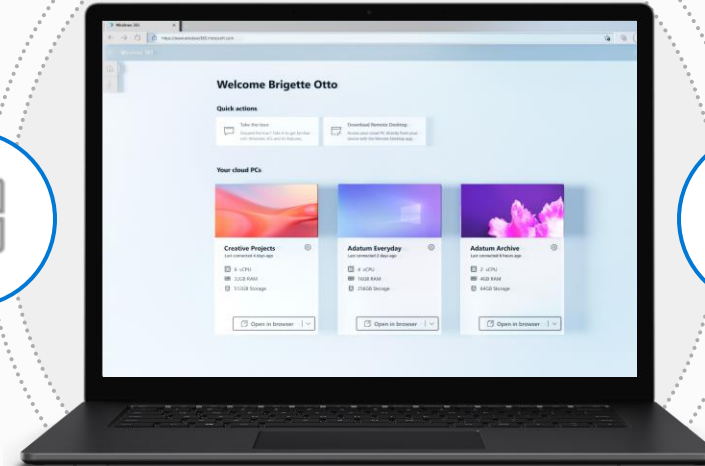


**AVD & Windows 365
integrate seamlessly with
Microsoft cloud services**

Microsoft
365 Apps



Azure Active
Directory Identity



Microsoft
Defender



Microsoft
Endpoint Manager



Windows 365 / Azure Virtual Desktop

Cloud PC – Windows 365 Optimized for simplicity	Cloud VDI – Azure Virtual Desktop Optimized for flexibility
Windows 10 or Windows 11 personalized desktop	Windows 10, Windows 11, or Windows Server multi-session desktops
Complete end-to-end Microsoft service	Remote app streaming
One-stop administration in Microsoft Endpoint Manager (Windows 365 Enterprise edition)	Full control over configuration and management
Direct self-service model (Business edition)	Citrix and VMware support
Predictable per user pricing	Flexible consumption-based pricing

Windows 365 Business / Enterprise

Windows 365 Business

Supports native Azure Active Directory Join (AADJ)

No Azure subscription required

No licensing pre-requisites

Simple purchase, deploy, manage and use through
Windows365.com

Available via CSP

For business < 300 users

Windows 365 Enterprise

Azure subscription required

Must be licensed for Windows 10 or 11 Enterprise,
Microsoft Endpoint Manager & Azure AD Premium P1

Deploy and manage through Microsoft Endpoint
Manager

Available via CSP

Unlimited number of users

Guide to choosing the right cloud solution

If you want:

✓ Desktop-as-a-Service

A complete facilitated Microsoft service

No VDI skills required

Windows 365

Business

No prerequisites

Enterprise

Fully unified endpoint management


✓ Remote app streaming
✓ Multi-session/non-persistent desktops
✓ Citrix/VMware/hybrid cloud scenarios
✓ Choose any Azure VM (e.g. GPU) & Region
✓ Low-usage scenarios

Full control with a cloud VDI platform

VDI and Azure IT skills required

Azure Virtual Desktop

✓ Personalized, persistent desktops


It depends on your...
Business model | IT skills/experience | IT priorities

Windows 365

Azure Virtual Desktop

Selecting the right solutions



Windows 365

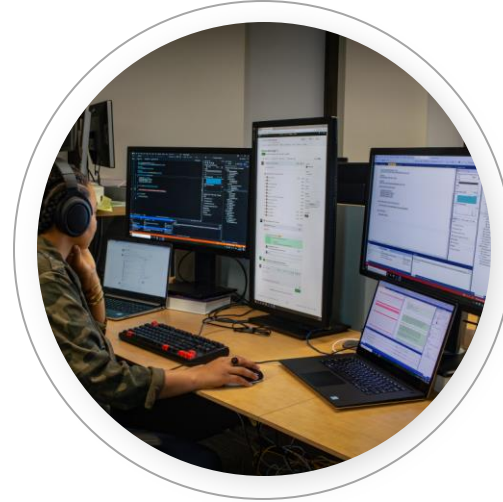
Personalized Windows 365 Cloud PCs available across devices

Simple and turn-key to buy and deploy

Predictable per user, per month pricing

Easily scalable compute and storage

No VDI experience or skills required



Azure Virtual Desktop

Flexibility and control

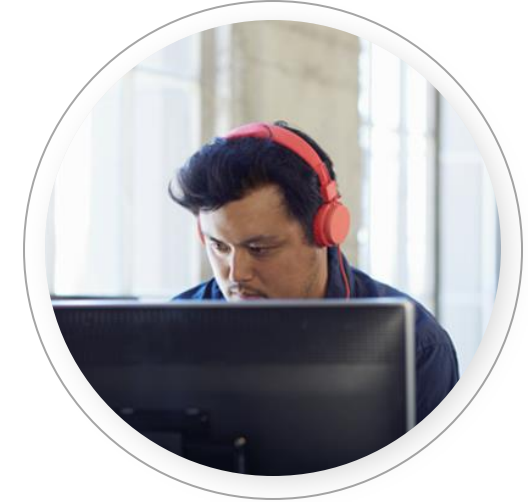
Multi-session Windows VMs

Data residency and geo requirements

Remote app streaming

Specialized GPU and HPC workloads

Scalable compute and storage to optimize for cost and experience



Azure Virtual Desktop with Citrix and VMware VDI

Optimize existing investments and skills in Citrix and VMware VDI

Create a multi-cloud or hybrid architecture with a single control pane

Provision, scale,
consolidate,
suspend, and
maintain a digital
unified workspace



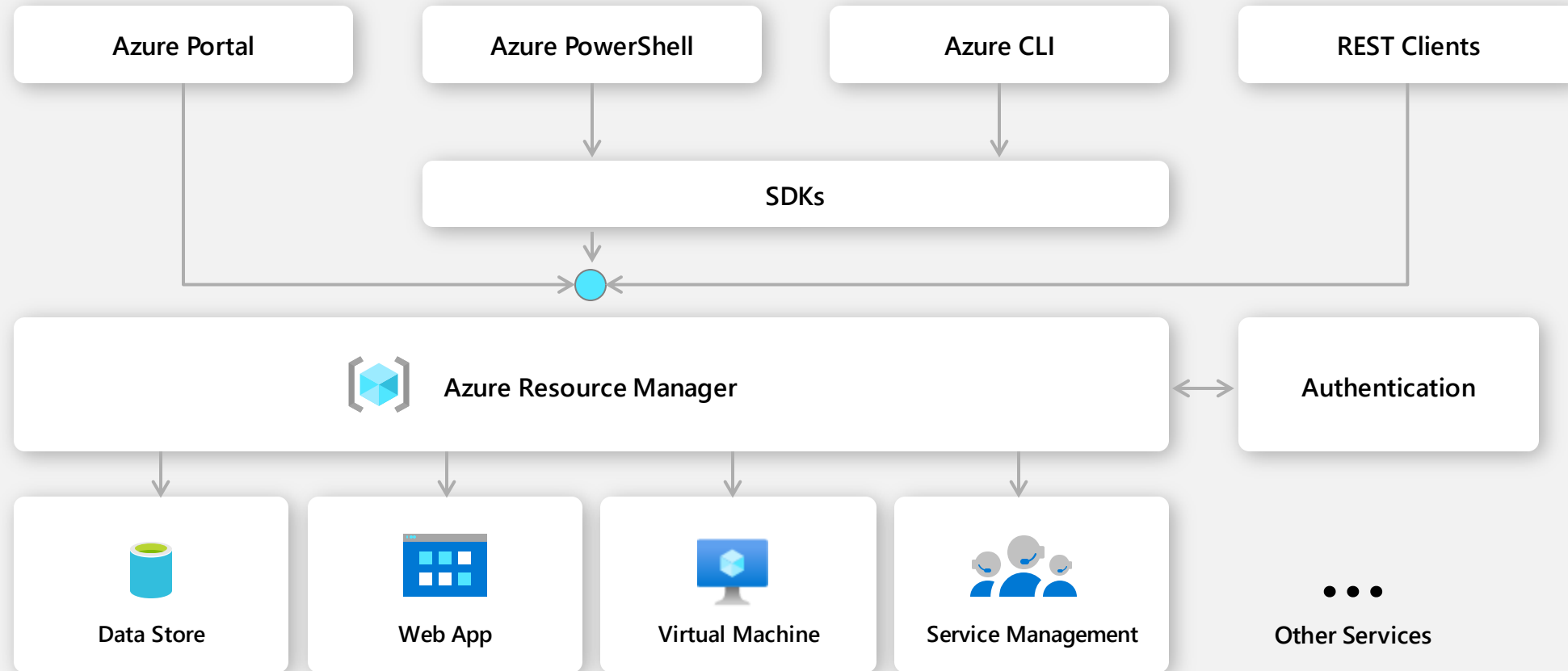
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Silver Cloud Productivity
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Azure Virtual Desktop Deployment Process

Choose one of four options for deployment and maintenance.
Then, select the appropriate geography for your service metadata storage.



Azure Infrastructure Prerequisites to Deploy AVD



Azure subscription

- Create your [Azure free account](#) today if you don't have one
- For information on Azure administrative roles, see [Classic subscription administrator roles](#), [Azure RBAC roles](#), and [Azure AD administrator roles](#).



Azure Active Directory

- Learn how to [create a new tenant in Azure Active Directory](#).
- See how to use [Azure AD Connect](#) to synchronize your cloud and on-premises identities.



Determine your identity strategy

- [AD](#)
- [AAD DS](#)



All associated Azure resources in one region

- [Image](#)
- [Virtual Network](#)
- [Storage](#)



Required credentials

- [Azure AD](#)
- AD Domain join account
- [Subscription Contributor](#)

- [Get started at aka.ms/startAVD](#)
- [AVD documentation on Azure.com](#)
- [Microsoft Cloud Adoption Framework for Azure](#)

AVD VM Sizing Recommendations

This table shows examples of standard or larger user workloads with 20 or more users

Multi Session

Workload type	Maximum users per vCPU	vCPU/RAM/OS storage minimum	Example Azure instances*	Profile container storage minimum
Light	6	8 vCPUs, 16 GB RAM, 16 GB storage	D8s_v4, F8s_v2, D8as_v4, D16s_v4, F16s_v2, D16as_v4	30 GB
Medium	4	8 vCPUs, 16 GB RAM, 32 GB storage	D8s_v4, F8s_v2, D8as_v4, D16s_v4, F16s_v2, D16as_v4	30 GB
Heavy	2	8 vCPUs, 16 GB RAM, 32 GB storage	D8s_v4, F8s_v2, D8as_v4, D16s_v4, F16s_v2, D16as_v4	30 GB
Power	1	6 vCPUs, 56 GB RAM, 340 GB storage	D8s_v4, F8s_v2, D8as_v4, D16s_v4, F16s_v2, D16as_v4, NV12, NVv4	30 GB

Single Session

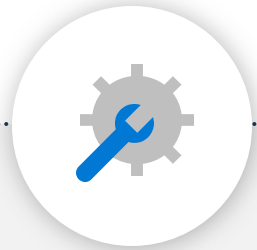
We recommend at least **two physical CPU cores** per VM (**typically four vCPUs with hyperthreading**). For RAM **8 GB** is the standard in virtual desktop environments. An example Azure instance for single session is D2s_v3.

Ds_v3 and Fs_v2 Azure instances are powered by Intel processors which provides a good balance of memory, vCPU and include local storage for most workloads.

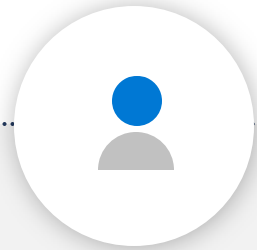
Windows 365 Enterprise Deployment Process



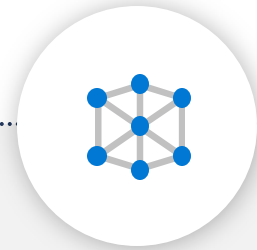
Azure subscription



Configure Azure Active Directory (AADJ or Hybrid AADJ)



Windows 365 licenses in Microsoft Endpoint Manager Admin Portal











All associated Azure resources (virtual network, optional: custom image) **per Windows 365 region**



Required credentials (Azure AD, AD service-account, Intune Service Admin, Azure subscription owner, etc.)

Windows 365 Technical and License Requirements

License		Users w/ Windows Pro endpoints: W10/11 E3 + EMS E3 or M365 F3/E3/E5/BP Users w/ Non-Windows Pro endpoints: Win VDA E3 + EMS E3 or M365 F3/E3/F5/BP
Azure Subscription*		At least 1 needed for an Azure Virtual Network
Network*		Azure Virtual Network with line of sight to Domain Controller / Azure AD DS
Machine Identity*		Hybrid Azure AD Join (HAADJ)
User Identity*		Hybrid users (AD + AAD)
Image*		Gallery or BYO in Azure (Win10 Ent 19H2+/Win11)
Management*		Microsoft Endpoint Manager (supports SCCM co-management)
Admin Permissions*		M365: Intune Service Admin (standard MEM RBAC after provisioning) Azure: Subscription Owner (setup network connection)

*Windows 365 Enterprise

Compare popular Windows 365 Enterprise Cloud PC solutions

Windows 365 Enterprise is for organizations that want to manage their Cloud PCs with Microsoft Intune and take advantage of integrations with other Microsoft services. Want more options? [Customize your own Cloud PC](#)

Business

Enterprise

Basic

Run light productivity tools and web browsers.

\$31.00

user/month
Subscription automatically renews¹

2 vCPU
4 GB RAM
128 GB Storage

- ✓ Integrated with Microsoft Intune for advanced threat protection, and PC and mobile device management
- ✓ Supports the desktop versions of Microsoft 365 apps, Outlook, and OneDrive
- ✓ Supports the desktop version of Microsoft Teams (chat and audio calls only)
- ✓ Unlimited users

Purchasing and licensing requirements ⓘ

Buy now

Standard

Run a full range of productivity tools and line-of-business apps.

\$41.00

user/month
Subscription automatically renews¹

2 vCPU
8 GB RAM
128 GB Storage

- ✓ Integrated with Microsoft Intune for advanced threat protection, and PC and mobile device management
- ✓ Supports the desktop versions of Microsoft 365 apps, Outlook, and OneDrive
- ✓ Supports the desktop version of Microsoft Teams
- ✓ Unlimited users

Purchasing and licensing requirements ⓘ

Buy now

[Contact sales for a free trial²](#) >

Premium

Run high-performance workloads and heavier data processing.

\$66.00

user/month
Subscription automatically renews¹

4 vCPU
16 GB RAM
128 GB Storage

- ✓ Integrated with Microsoft Intune for advanced threat protection, and PC and mobile device management
- ✓ Supports the desktop versions of Microsoft 365 apps, Outlook, and OneDrive
- ✓ Supports the desktop version of Microsoft Teams
- ✓ Supports Microsoft Visual Studio, Power BI, and Dynamics 365
- ✓ Unlimited users

Purchasing and licensing requirements ⓘ

Buy now

Windows 365 Licenses

Per user, per month licenses (more options being added soon...)

VM/OS Disk Size	Example Scenarios	Recommended Apps
1 vCPU/2 GB/64 GB	Firstline Workers, Call centers, Education/Training/CRM access	Office light (web-based), Microsoft Edge, OneDrive, lightweight line-of-business app (e.g., call center application—web-apps), Defender support
2 vCPU/4 GB/256 GB 2 vCPU/4 GB/128 GB 2 vCPU/4 GB/64 GB	Mergers and acquisitions, Short-term and seasonal, Customer Services, Bring-Your-Own-PC, Work from home	Microsoft 365 Apps, Microsoft Teams (audio-only), Outlook, Excel, PowerPoint, OneDrive, Adobe Reader, Edge, Line-of-business app(s), Defender support
2 vCPU/8 GB/256 GB 2 vCPU/8 GB /128 GB	Bring-Your-Own-PC, Work from home, Market researchers, Government, Consultants	Microsoft 365 Apps, Microsoft Teams, Outlook, Excel, Access, PowerPoint, OneDrive, Adobe Reader, Edge, Line-of-business app(s), Defender support
4 vCPU/16 GB/512 GB 4 vCPU /16 GB /256 GB 4 vCPU /16 GB /128 GB	Finance, Government, Consultants, Healthcare services, Bring-Your-Own-PC, Work from home	Microsoft 365 Apps, Microsoft Teams, Outlook, Excel, Access, PowerPoint, Power BI, Dynamics 365, OneDrive, Adobe Reader, Edge, Line-of-business app(s), Defender support
8 vCPU /32 GB /512 GB 8 vCPU /32 GB /256 GB 8 vCPU /32 GB /128 GB	Software developers, Engineers, Content creators, Design and engineering workstations	Microsoft 365 Apps, Microsoft Teams, Outlook, Access, OneDrive, Adobe Reader, Edge, Power BI, Visual Studio Code, Line-of-business app(s), Defender support



Windows 365 Frontline

Manage more with less

Extend Cloud PC usage to more of your workforce using your existing tools and team, maximizing your technology investment.



Equip more employees with Cloud PCs for less

Provide Cloud PC access for any three employees per license with Windows 365 Frontline. You only need to purchase enough licenses for the number of active users at any given time.



Manage Frontline Cloud PCs with your existing IT investments

Manage Windows 365 Frontline Cloud PCs with Microsoft Intune alongside your other Windows 365 Cloud PCs and endpoints. Plus, there's no additional infrastructure components or special procedures required.



Accommodate staffing fluctuations common with shift work

Provision new Cloud PCs in just a few steps, and without requiring additional overhead, to quickly accommodate times when organizations need to staff up.

Budget AVD and Windows 365 costs for your company



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Silver Small and Midmarket Cloud Solutions

Pricing for Azure Virtual Desktop

Calculate your user cost

- No charge for users with eligible Microsoft/Windows licenses
- Monthly per user price to access Azure Virtual Desktop for external users*

*Windows Server not supported



Calculating your infrastructure costs

An Azure user account and subscription are required to deploy and manage a virtual machine. Pricing factors include:

- Virtual machines and operating system (OS) storage
- Data disk (personal desktop only)
- User profile storage
- Networking



Per user cost –

- **License** – purchased by the organization
- **Monthly price** – purchased by the organization/ISV offering the desktop/app to their customers

Pay only for the virtual machines (VMs), storage, and networking consumed when the service is in use.

Microsoft Licensing



Client

Customers are eligible to access Windows 10/11 single and multi session and Windows 7 with Azure Virtual Desktop (Azure Virtual Desktop) if they have one of the following licenses*:

Microsoft 365 E3/E5

Microsoft 365 A3/A5/Student Use Benefits

Microsoft 365 F3

Microsoft 365 Business Premium

Windows 10/11 Enterprise E3/E5

Windows 10/11 Education A3/A5

Windows 10/11 VDA per user



Server

Customers are eligible to access Server workloads with Azure Virtual Desktop (Azure Virtual Desktop) if they have one of the following licenses:

RDS CAL license with active Software Assurance (SA)



- Pay only for the virtual machines (VMs), storage, and networking consumed when the users are using the service
- Azure Virtual Desktop session host virtual machines (including Citrix Cloud and VMWare Horizon Cloud on Azure deployments) are charged at Linux compute rates for Windows 10/11 single, Windows 10/11 multi-session, and Windows Server. Customer only needs to bring appropriate Windows license
- Take advantage of options such as [one-year or three-year Azure Reserved Virtual Machine Instances](#), which can save up to 72 percent versus pay-as-you-go pricing [Now with monthly payment options!](#)

*Customers can access Azure Virtual Desktop from their non-Windows Pro endpoints if they have a Microsoft 365 E3/E5/F1, Microsoft 365 A3/A5/Student Use Benefit or Windows 10/11 VDA per user license.


Next Steps




AVD / Windows 365 Consultation



[Contact us for a free consultation](#)

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30-minute Microsoft Cloud Consultation



Sometimes 30 minutes is all it takes to get the answers you need. Gather up your specific questions and discussion topics and we will connect you with one of our Microsoft experts for a 30-minute 1:1 call.

During this call, the floor is yours. You ask your questions, and we will provide you with answers.

Let's sync calendars. Please fill out the form to the right and we will get back with you right away to schedule a meeting.

Please provide us with a brief description of what you would like to discuss so we can get the right Microsoft expert on the call.

Schedule your 30-minute consultation

First Name **

Last Name **

Job Title **

Company Name **

Company Email **

Phone Number

Please tell us what you would like to discuss **

Relevant Links

AVD Getting Started Guide: <https://aka.ms/startAVD>

AVD Docs: <https://aka.ms/AVDdocs>

AVD Sizing: <https://docs.microsoft.com/en-us/windows-server/remote/remote-desktop-services/virtual-machine-recs>

AVD Pricing: <https://azure.microsoft.com/en-us/pricing/details/virtual-desktop/>

Windows 365 Business Blog: <https://aka.ms/deploycpcbussiness>

Windows 365 Enterprise Blog: <https://aka.ms/deploycpc>

Windows 365 "Mechanics" Video: <https://www.youtube.com/watch?v=V14la2uwrtk>

Windows 365 Features in Development: <https://docs.microsoft.com/en-us/windows-365/in-development>

Windows 365 Plans / Pricing: <https://www.microsoft.com/en-us/windows-365/all-pricing>



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Questions?

- **LinkedIn**
 - <https://www.linkedin.com/in/waderwalker/>
 - <https://www.linkedin.com/in/lindsaybcowan/>
 - <https://www.linkedin.com/in/a1k/>
- **Big Green IT: AVD/Windows 365 Free Consultation**
- **Microsoft Premier Support**
- **Microsoft SMB Partner Advisory Council**
- **International Association of Microsoft Channel Partners (IAMCP)**



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