

[DATE]

# Windows Virtual Desktop

for [Customer]



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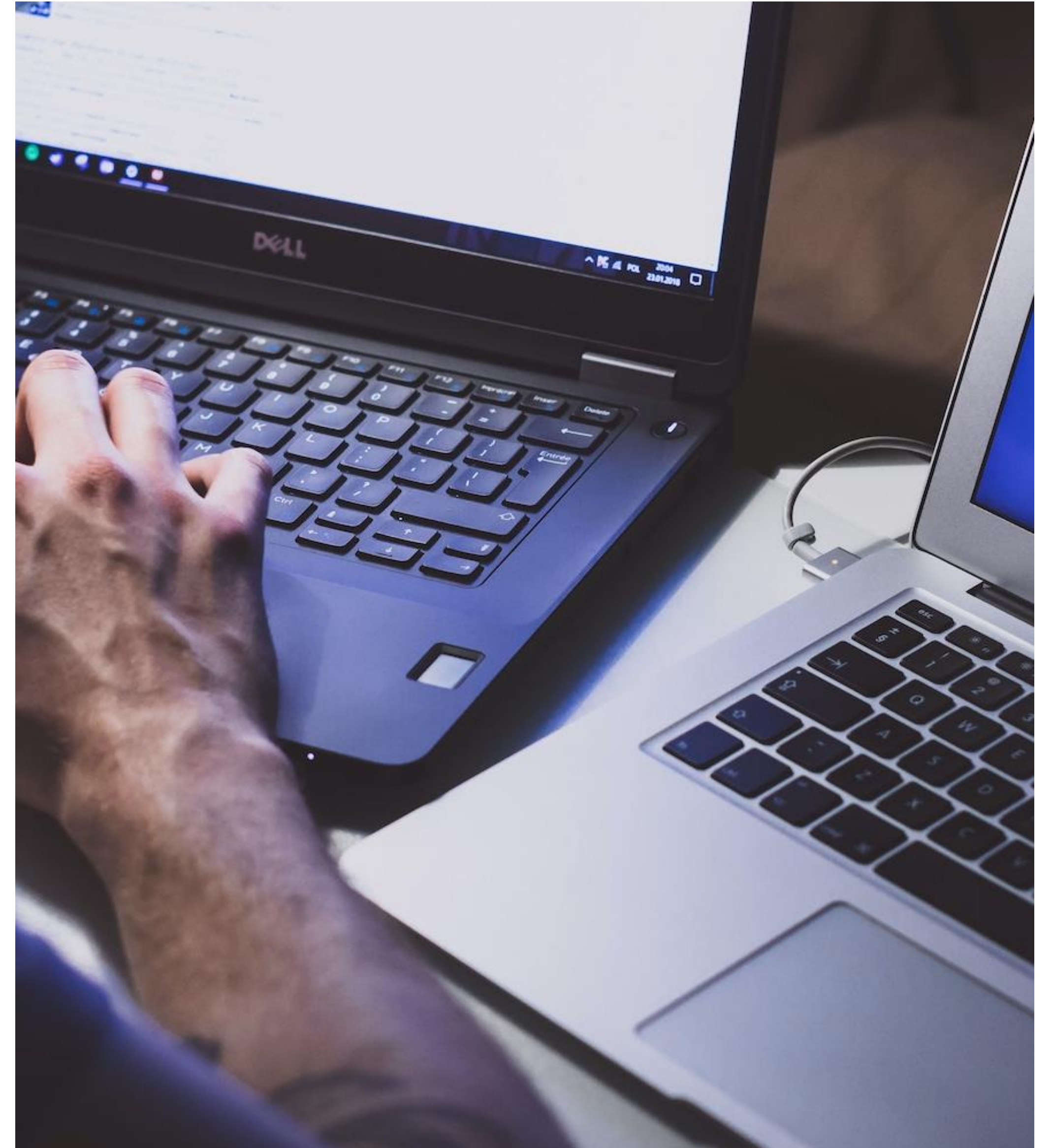
# 01 The challenge

The challenge

## What you have told us about [Customer]'s situation

(We co-create. Two-way exchange beats one-way selling.)

- Consideration 1
- Consideration 2
- Consideration 3
- Etc.



# 02 Why WVD?

Why WVD?

# Windows Virtual Desktop

WVD is an ideal desktop and app virtualization solution for rapid and remote deployment of new workspaces to users working from home or on the go.

01

## Enable secure and productive remote work on any device

- Windows Virtual Desktop provides full Windows 10 and Windows Server desktop and application virtualization on any personal device, from any internet-connected location.
- Seamless integration with Microsoft 365 Apps for enterprise and Microsoft Teams helps end users be productive with the desktop experience they expect

02

## Protect against outages to stay productive

- Help keep your team running during outages by leveraging built-in Azure Site Recovery and Azure Backup technologies.
- Mitigate downtime and prepare for planned maintenance with personalised alerts and guidance through Azure Service Health.

03

## Reduce costs of licensing and infrastructure

- Use eligible Windows or Microsoft 365 licenses to access Windows Virtual Desktop and pay only for what you use.
- Maximize use of your virtual machines through the exclusive Windows 10 multi-session capability, which enables multiple concurrent users.

04

## Simplify IT management

- Windows Virtual Desktop manages the virtual desktop infrastructure for you, so you can focus on users, apps, and OS images instead of hardware inventory and maintenance.
- Quickly and securely get your users up and running with limitless scale and full automation that you control base on your business needs.

## Typical challenges and how WVD can help

Clients may have worries about remote desktop deployment, therefore we have listed the most common concerns and how WVD promises a solution eliminates any doubts.

Customer concerns	WVD customer promises
<b>End-user experience trade-off in multi-session environment</b>	<b>Deliver the only multi-session Windows 10 experience</b> <ul style="list-style-type: none"><li>• Windows 10 multi-session and single-session</li><li>• Free Windows 7 Extended Security Updates</li></ul>
<b>Poor O365 experience in non-persistent multi-session</b>	<b>Enable optimizations for Office 365 ProPlus</b> <ul style="list-style-type: none"><li>• FSLogix → fast VHD load times</li><li>• Per machine Install – OneDrive, Teams</li><li>• Search, cache, indexing improvements</li></ul>
<b>Remote Desktop deployment is complex and expensive</b>	<b>Migrate existing RDS deployments to Azure</b> <ul style="list-style-type: none"><li>• CAPEX to OPEX</li><li>• Azure based elasticity/scalability</li><li>• Strong app compatibility</li></ul>
<b>Deployment/Management experience is sub-optimal</b>	<b>Deploy and scale in minutes</b> <ul style="list-style-type: none"><li>• Azure management portal for Windows Virtual Desktop</li><li>• Built in security and compliance</li><li>• Partner ecosystem extensibility</li></ul>

# 03 Prerequisites for WVD deployment



## Prepare for WVD deployment

(by partnering with VENZO)

VENZO assists you through interviews and workshops with assessing your needs before we can successfully deploy WVD in your organization. The following prerequisites need to be met or considered before deployment:

- Azure Subscription
- Azure Active Directory
- Determine your domain join strategy (AD, ADDS)
- All associated Azure resources (image, virtual network, storage) in one region
- Required credentials (Azure AD, WVD tenant, Service principle, etc.)



# 04 About VENZO



# The VENZO Group

**14**

Years in the making,  
established in 2007

**150+**

Full-time  
employees

**300+**

Mdkk in revenue  
in 2020

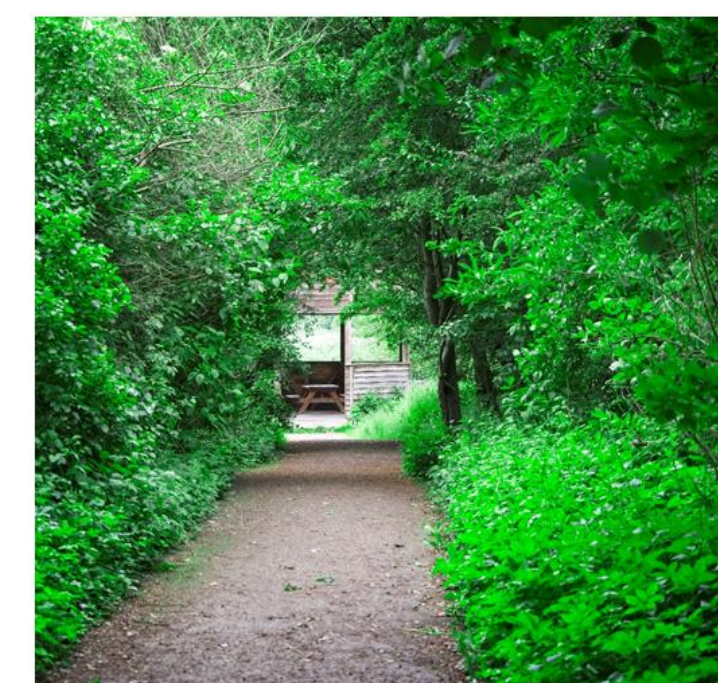
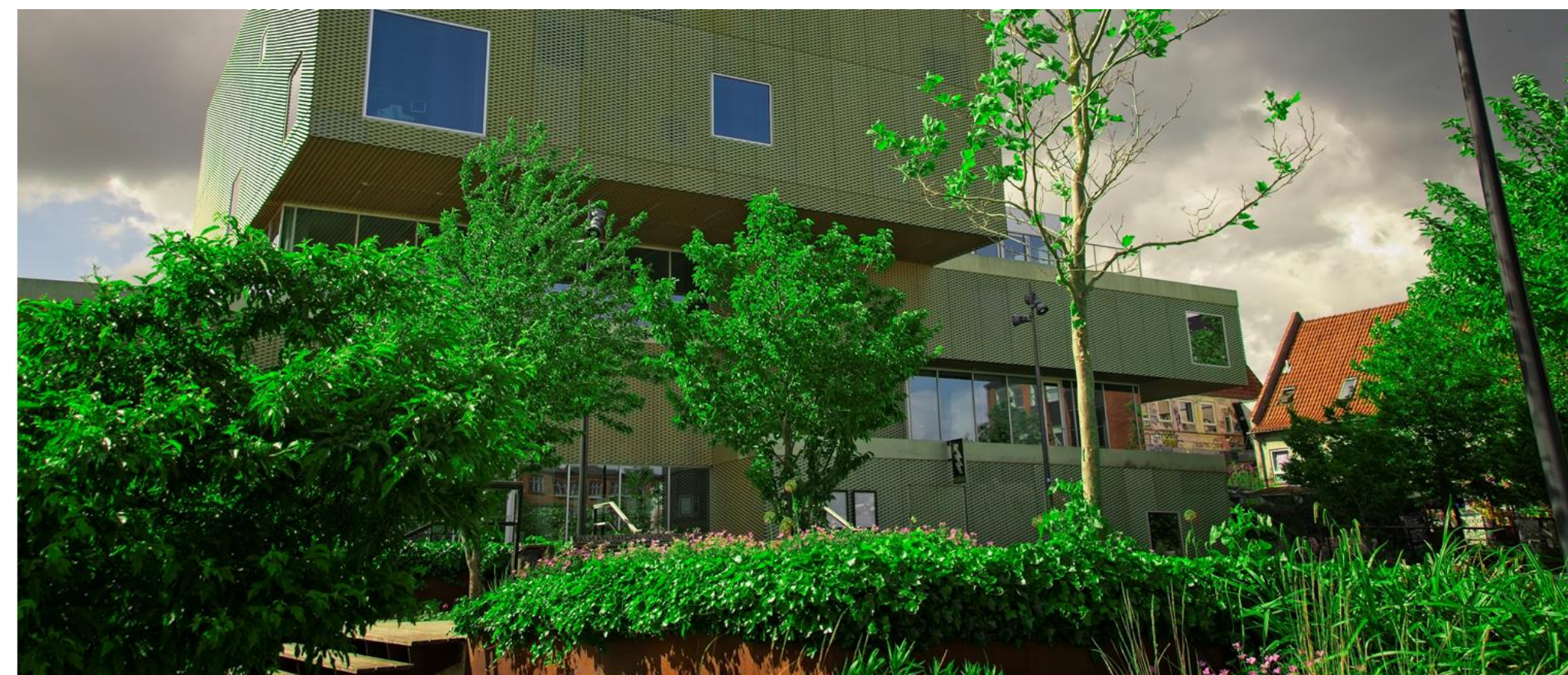
**100+**

Customers across  
private and public sector

# What VENZO offers

VENZO has 150 motivated individuals of a diverse background located in the heart of Copenhagen NV. We are a human-centric digital transformation partner covering:

- Strategy & Design thinking
- Data Sciences
- Tech & Platforms
- Change & Execute



## **VENZO\_**business consulting

*“Pragmatic problem solvers, passionate about people and organizations, and focused on reducing complexity and driving fast benefits.”*

- Digital Strategy and transformation roadmap
- Business Process Excellence
- Modern change management
- Large project management
- IT Regulatory & Compliance

## **VENZO\_**it consulting

*“A leading and award-winning provider of modern and secure Microsoft IT solutions and services.”*

- Microsoft Teams
- Endpoint Management
- Advanced MS Security
- Azure Transformation and Automation
- Office365

## **Wesprint\_**

*“Strategists and designers that help our customers figure out, how to design experiences where technology meets human desires.”*

- Design thinking
- Lean start-up
- Experience, service, product design
- Video story-telling

## **VENZO\_**nxt

*“Data scientists and software engineers who help our customers with their AI roadmap and innovative software solutions.”*

- AI & Machine Learning
- Modern Architecture
- Cloud-Scale Software Development
- Integration Services
- Agile & DevOps

## **VENZO\_**analytics

*“Business intelligence experts who help organizations leverage their data and extract insight through Data Visualization.”*

- Microsoft PowerBI
- Data Visualization
- Data Analytics
- Process Mining
- Data Automation

## **VENZO\_**cyber security

*“Cyber security experts who offer a unique combination of deep IAM & Security Analytics competencies.”*

- Identity Governance & Administration
- Privileged Identity/Access Management
- Emergency Response
- Rent a hacker
- Security Analytics Center

## **VENZO\_**secure

*“A leading provider of design, implementation and management of complex video surveillance systems.”*

- Milestone System Builder
- Professional Services
- Software Integrations

## **VENZO\_**operations

*“Cloud-first managed services provider with deep embedded experience from both traditional and modern IT.”*

- 24/7/365 Managed Cloud Hosting
- Cloud Applications & Cloud Infrastructure Support
- Cloud Optimization, Automation

## Microsoft Partner of the Year 2020

VENZO is best-in-class when it comes to modern and secure Microsoft IT solutions

- Microsoft Partner of the Year in Denmark 2020
- Microsoft Modern Workplace Partner of the Year in Denmark 2020
- Microsoft Certified Gold Partner



“

The collaboration with our partners is fundamental in our work to drive digital transformation and innovative projects with our customers. **Microsoft Denmark has chosen Venzo as ‘Partner of the Year’ in Denmark in 2020**, as they dare to invest in competence development across several Microsoft clouds in order to be able to offer innovative customer solutions. Venzo has shown a good understanding of the customer's vision and drives transformation holistically across departments. It has been especially admirable to follow how Venzo in recent years has undergone a transformation of its own business, where they have developed strong competencies within Machine Learning and Power Platform, in order to better help their customers in their digital transformation journey.

“

**VENZO has been named the Danish ‘Modern Workplace’ partner of the year 2020.** They master in a unique way navigating based on the customer's needs across Microsoft's various solutions within Modern Workplace. In security and the more advanced workloads, VENZO has invested heavily in the past year, and has landed remarkable projects in both the public and private sectors. Microsoft Denmark hopes to see more similar cases across solutions and sectors next year.

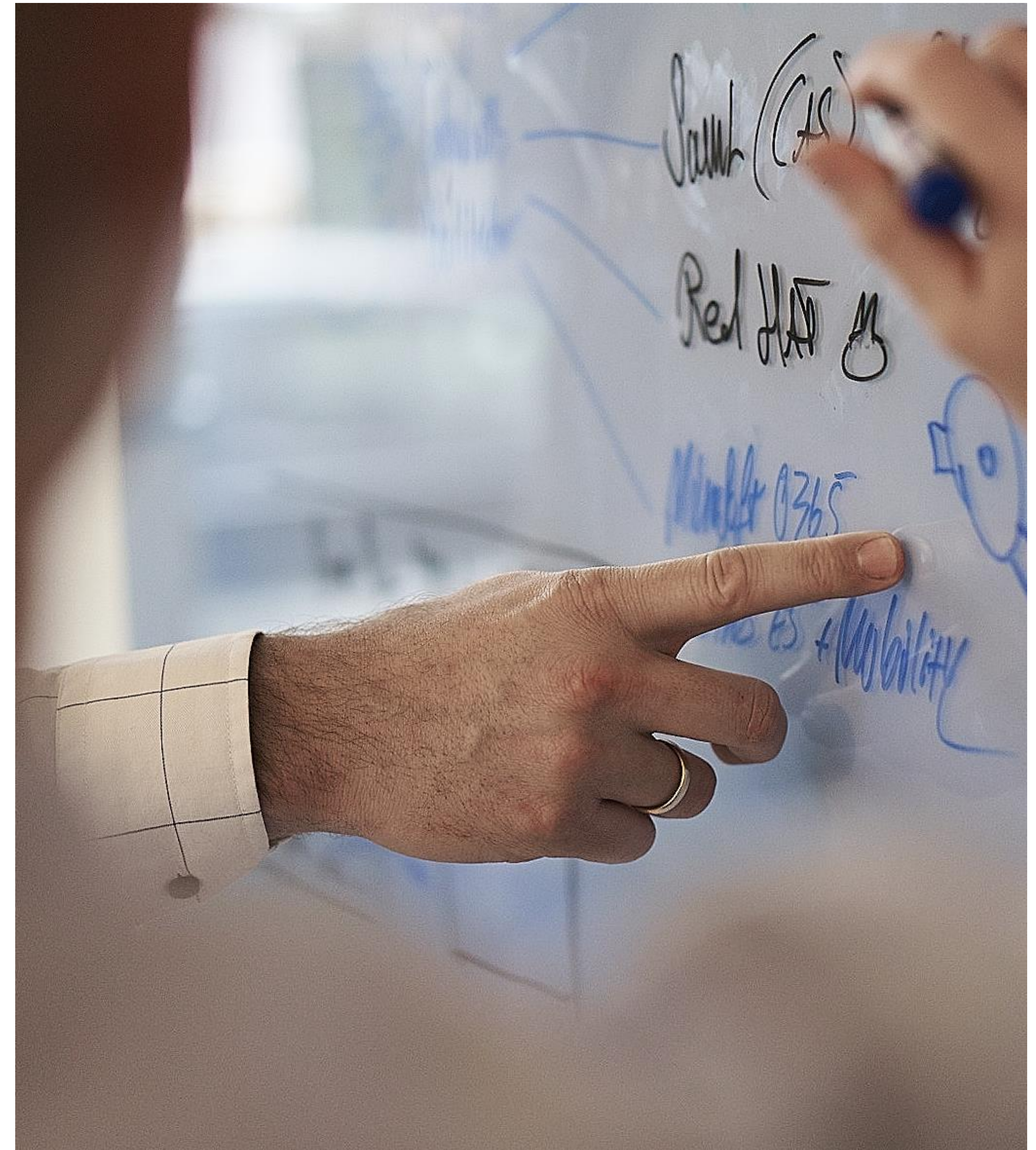
# 05 VENZO's recommendations

## Our recommendations

(We find knowledge crucial. And best when shared.)

Based on your input, including the purpose and goal of deploying Windows Virtual Desktop, we recommend the following actions:

- Action 1
- Action 2
- Action 3
- Action 4
- ...





# 06 Questions?

Thank you for your time.

