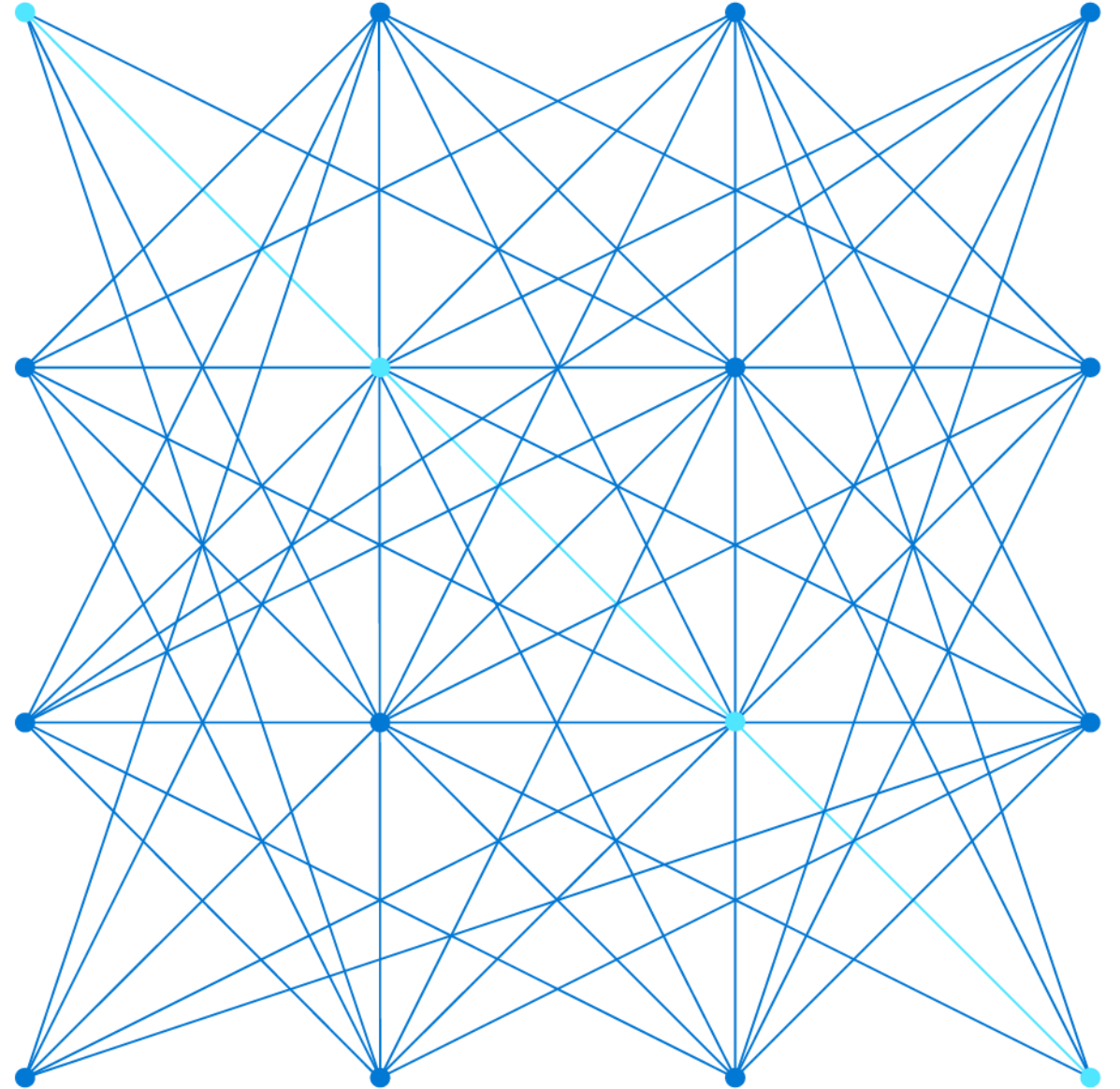# Azure Virtual Desktop

Sales Guide

Virtualization can address a broad range of business needs

Security and regulation

Financial Services

Healthcare

Government

Flexible workforce

Mergers and acquisition

Short term employees

Contractor and partner access

BYOD and mobile

Call centers

Branch workers

Specialized workloads

Design and engineering

Legacy apps

Software dev test

Azure Virtual Desktop is Microsoft's virtualization service and delivers compelling value

Azure Virtual Desktop

Best User Experience

Enhanced Security

Simplified Management

Azure
Standardized, Global, & Secure

Superior Economics
Cost effective, Flexible, & Opex

Strong Partner Ecosystem
Extensive, Integrated, & Experienced

Content Navigator

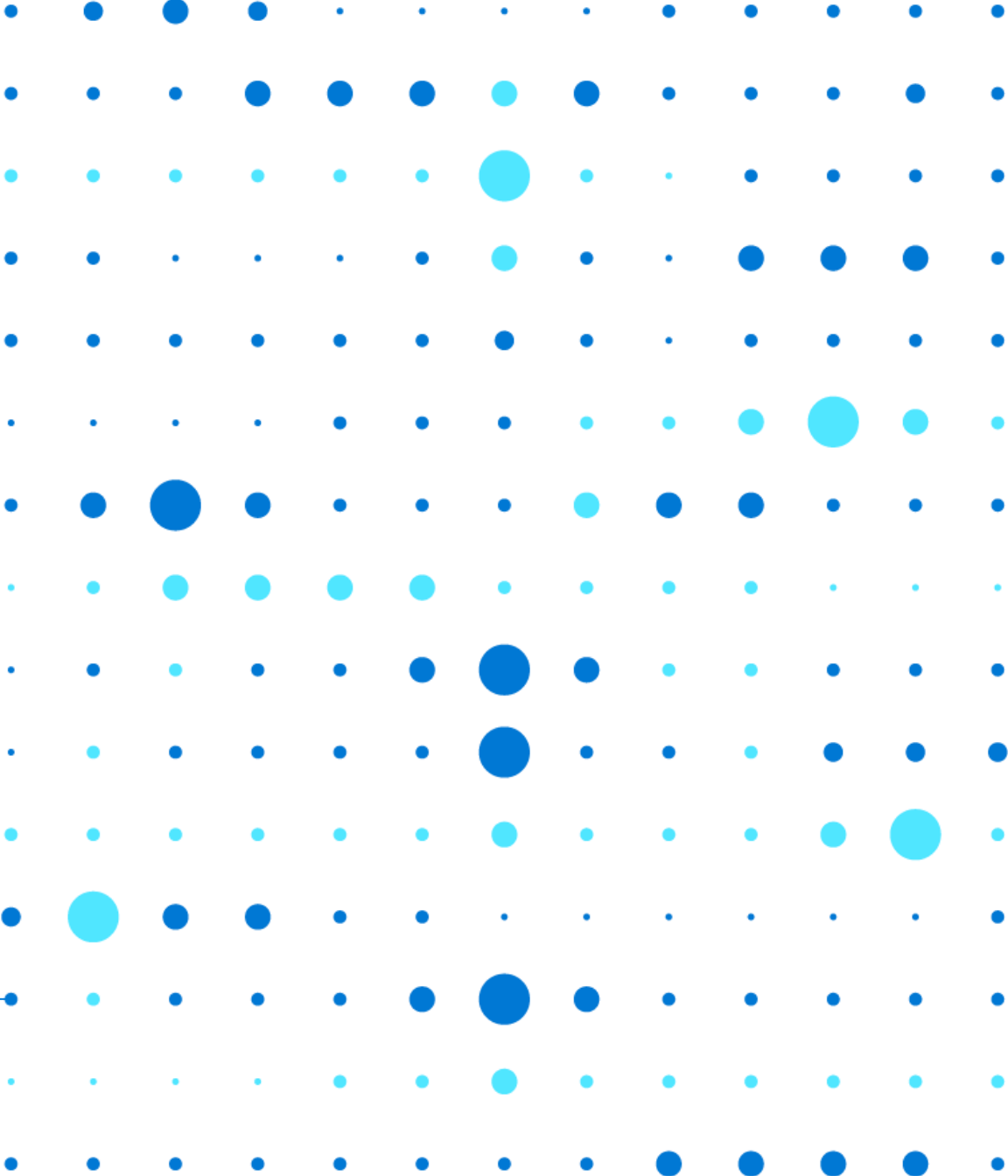User Experience Pillar Details
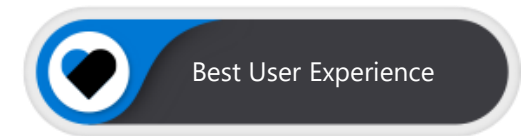
Security Pillar Details

Management Pillar Details
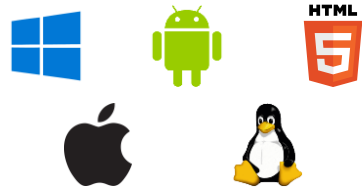
Partner Pillar Details

Economics Pillar Details

Azure Details

Best virtualized end-user experience
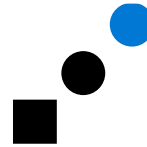
Best User Experience

Platform of your choice

- Connect from any device of your choice (Windows, MacOS / iOS, HTML5, Android, Linux*)

* Coming soon

Windows differentiation

- Like-local Microsoft Windows experience
- Extensive support for devices

Enhanced protocol

- Support for Windows Hello for Business
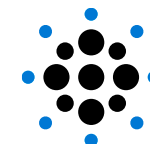- Dynamically adapting bandwidth utilization

Containerized user profiles

- Containerized User Profiles (FSLogix) with fast VHD load times

Native Office 365 performance

- Uncompromised Office 365 email and calendar performance, real-time Outlook search
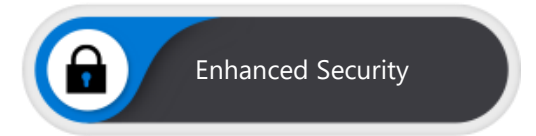- Persistent and non-persistent environments

Teams Enhancements

- Best conferencing and media experience
- Multimedia redirection capability, high-performance, low latency audio & video calling

Microsoft 365 apps for enterprise also supported on Windows Server 2019 (with OneDrive files-on-demand capabilities)

Enhanced security with simplified configuration

Enhanced Security

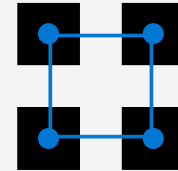| Azure AD security services	Reduced attack surface	Granular access control	Isolated user sessions
Sophisticated security services easily configured through Azure AD (e.g. MFA, CA).	Reverse connect technology eliminates the need to open inbound ports to the VMs.	Multiple admins can be assigned role-based access control.	Isolated user sessions in both single and multi-session environments.

Efficient and simplified management

Simplified Management

User experience management	VM management	Azure Virtual Desktop service management
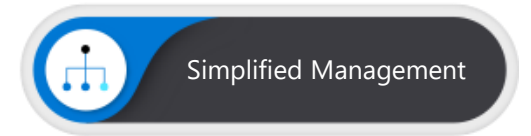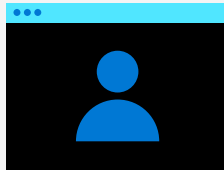
User experience management
- One service supports <u>both</u> desktop and RemoteApp experience.
- Flexible user experience through a <u>single host pool,</u> with multiple app groups.
- Familiar Azure AD credentials to access Azure Virtual Desktop resources.
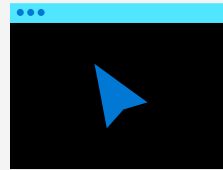
VM management
- Multiple tools for automated VM deployment.
- Enhanced OS/App update tools.
- Disaster Recovery with integrated Azure Site Recovery.

Azure Virtual Desktop service management
- Simplified and effective troubleshooting using advanced diagnostic service.
- Third-party value-added services enabled by APIs.

Built on Azure: standardized, global, and secure cloud

Azure
Standardized, Global, & Secure

Standardized	Global	Secure

Consistent infrastructure across regions

IaaS | PaaS

Compute   Storage   Networking

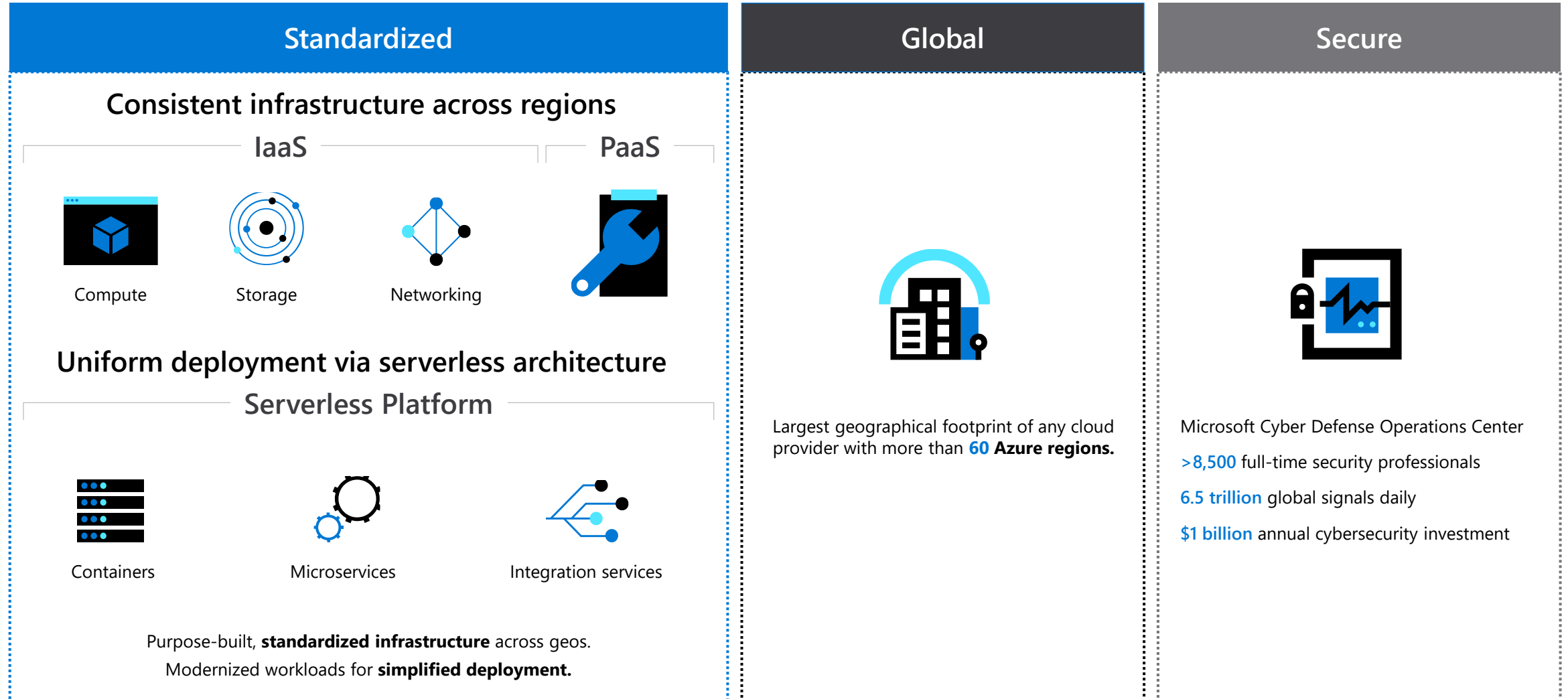## Uniform deployment via serverless architecture

Serverless Platform

Containers   Microservices   Integration services

Purpose-built, **standardized infrastructure** across geos.
Modernized workloads for **simplified deployment.**

Largest geographical footprint of any cloud provider with more than **60 Azure regions.**

Microsoft Cyber Defense Operations Center

>8,500 full-time security professionals

6.5 trillion global signals daily

$1 billion annual cybersecurity investment

Superior economics from significant cost savings
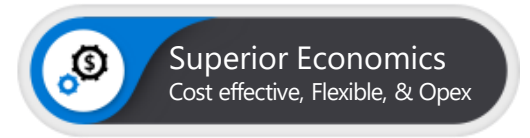
Infrastructure
~70%* savings

- Windows 10/Windows 11 experience at multi-session cost
- Cost effective compute and storage
- Flexible network provisioning
- Best value compute rate
- Opex spend aligned to business usage

Licensing
~60%* savings

- Azure Virtual Desktop management service included with the licenses you already own
- Savings on RDS CAL with multi-session deployment
- 3-year Windows 7 ESU included

Labor
~60%** savings

- Lower labor cost because compute and storage move to cloud
- Lower labor cost when you use PaaS services

Note: Infrastructure includes compute, storage (IaaS/PaaS), and networking.
*See Example Scenario: Azure Virtual Desktop Economic Benefits.
** Industry analysis

Extensive partner ecosystem with strong Virtual Desktop expertise

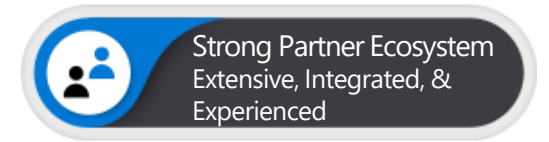| Azure Virtual Desktop approved providers	Azure Virtual Desktop value-added partners	Services partners
CiTRIX® vmware®		Advanced Specialized partners
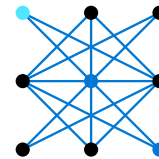
- Citrix and VMware provide value add to Azure Virtual Desktop (e.g. hybrid deployment management).
- Windows 10/11 Enterprise multi-session is also available with Citrix and VMware management planes.
- Customer ultimately decides the management plane(s) of choice.

- Azure Virtual Desktop customers have access to a broad software/services partner network with expertise in:
    - customer environment assessment
    - diagnostics & end user experience monitoring
    - application layering
    - management
    - printing
    - app compatibility assessment/remediation

Detail on Azure Virtual Desktop value drivers follows ("double-click")

Azure Virtual Desktop

Best User Experience

Enhanced Security

Simplified Management

Azure
Standardized, Global, & Secure

Superior Economics
Cost effective, Flexible, & Opex

Strong Partner Ecosystem
Extensive, Integrated, & Experienced

Best virtualized end-user experience
Platform of choice

Best User Experience
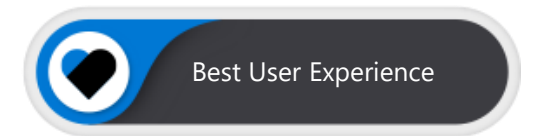
Azure Virtual Desktop allows users to connect from any device of their choice.

User Experience Benefits

Local and remote UI is optimized for the various form factors across all supported platforms: Windows, macOS, iOS, HTML5, and Android.

Windows experience is indistinguishable from native.
MacOS client provides integrated RemoteApp experience.
iOS, Android, and HTML5 clients provide immersive RemoteApp experience.

*

Best virtualized end-user experience
Differentiated Windows experience

Best User Experience
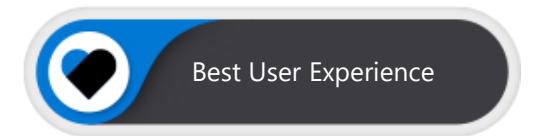
Windows devices deliver the best Azure Virtual Desktop experience for end users.

User Experience Benefits
Like-local Windows experience (integrated Start Menu, task bar, action center, App Switcher). **Extensive support for devices.** Multiple monitor support (max 16 monitors with up to 8k x 8k resolution each). **RemoteApp indistinguishable from local apps.** **Integration with accessibility tools (e.g. Jaws).** **Support for third-party extensions.**

Best virtualized end-user experience
Enhanced Azure Virtual Desktop / remote desktop protocol

Best User Experience
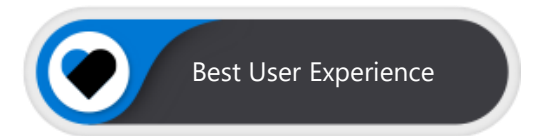
RDP enhancements deliver the optimized Azure Virtual Desktop experience for end users.

User Experience Benefits
Support for Windows Hello for Business and smartcard authentication.
Dynamically adapting bandwidth utilization.
Devices and resources redirection (camera, printers, multi-touch, pen, time zone, clipboard).
Dynamic resolution and scaling.
Better user experience with graphics optimized with mixed-mode encoding (clear text code for text and H.264 for video).

Best virtualized end-user experience
Containerized user profiles enable fast VHD load times.

Best User Experience
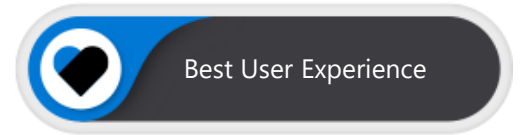
End users receive seamless Office 365 experience.

Azure Virtual Desktop

Containerized profiles

User profiles

Placed into a VHD container that is stored on Azure.
- Dynamically attached at user logon.
- Content appears to be in its native location.

User experience benefits

Achieves extremely fast logon times. Uses native Windows VHD capabilities – no hypervisor.

Best virtualized end-user experience
Outlook Enhancements, OneDrive, and desktop search improvements

Best User Experience
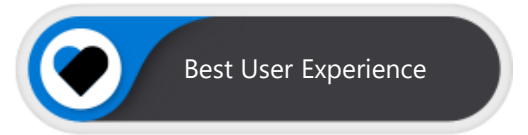
End users get native Office 365 performance and behavior in both non-persistent and persistent virtual environments.
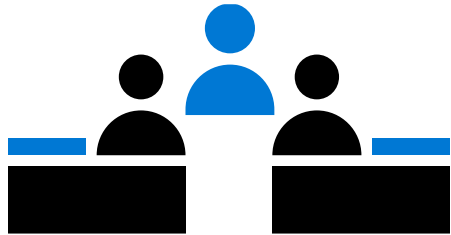
Azure Virtual Desktop

Deploy cached Exchange mode in virtual environments.

Cached mode improvements:
- ✓ Syncing of Inbox prior to Calendar for faster startup experience
- ✓ Admin option to reduce calendar sync window
- ✓ Reduce the number of folders that are synced by default*

Windows Desktop Search index is now per-user and can be persisted with the user profile.

Reliable OneDrive syncing in non-persistent environments.

OneDrive Files-on-Demand capabilities.

User Experience Benefits

Uncompromised Office 365 email and calendar performance.

Real-time Outlook search.

Speedy, persistent, per-user Windows Desktop search.

Seamless Office 365 co-authoring and collaboration in non-persistent environments.

* Coming soon

Teams enhancements

Best User Experience
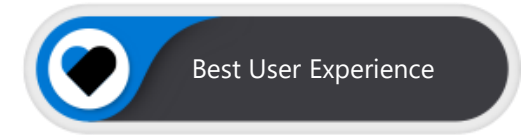
Microsoft Teams provides end users with better conferencing and media experience.

Teams on Azure Virtual Desktop – with enhancement

Azure Backbone

Windows 10 Enterprise multi-session

Windows 10 Enterprise multi-session

Call Control

Call Control

LOCATION 1

User 1

Call A/V

User 2

LOCATION 2

P2P Connection

Multimedia redirection

Multimedia redirection

Per machine installation

Per machine installation
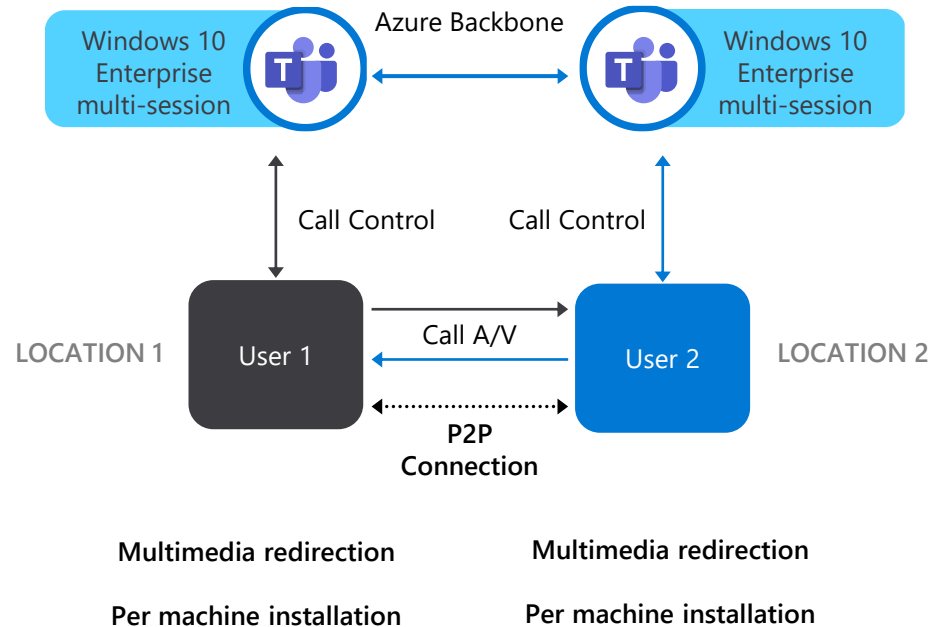
User Experience Benefits

Less network bandwidth compared to USB camera redirection.

Increased video framerates, up to 30 fps.

Enhanced UI for ease of use in virtualized environments.

Ability to redirect multiple cameras.

High-performance, low latency audio & video calling.

Azure Virtual Desktop

Best User Experience

Enhanced Security

Simplified Management

Azure
Standardized, Global, & Secure

Superior Economics
Cost effective, Flexible, & Opex

Strong Partner Ecosystem
Extensive, Integrated, & Experienced

Enhanced security with simplified configuration
Azure AD security services are readily available.

Enhanced Security

Customer Scenario – Moving from on-prem virtualization to Azure Virtual Desktop.
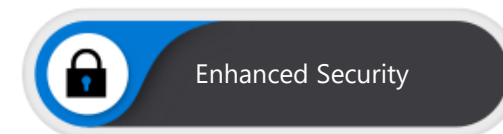
- Azure Virtual Desktop customers can readily utilize sophisticated Azure AD security services via built-in integration.

On-prem Virtualization

Security services manually deployed by IT

MFA
Conditional Access
Intelligent Security Graph

Install NPS extension.

Configure NPS components on RD Gateway.

Configure NPS extension.

Verify and troubleshoot.

Azure Virtual Desktop

Azure AD security services easily configured by IT

≡ Menu

► MFA

► Conditional Access

► Intelligent Security Graph

Security Benefit

Enhanced security capabilities, are already built in.

Note: With Azure Virtual Desktop on Azure AD, admin can set up Conditional Access (CA) controls once and then easily expand that CA to other applications.

Enhanced security with simplified configuration
The attack surface is reduced, compared to on-prem.
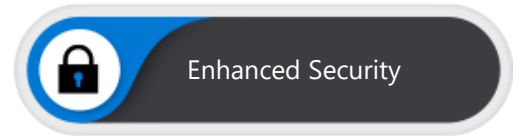
Enhanced Security

Customer Scenario – Moving from on-prem virtualization to Azure Virtual Desktop.

- Reverse connect eliminates the need to open inbound ports, reducing the attack surface.

On-prem virtualization

Remote Desktop Services

RDS Gateway forward connects to remote VM resources.

Inbound port opened

Remote resource

Azure Virtual Desktop

Azure Virtual Desktop Services

Remote VM resources reverse connect to Azure Virtual Desktop gateway services.

Inbound port closed

Remote resource

Security benefit

Reduced exposure to attacks.

Less time monitoring inbound ports.

Focus alerts on access and identity-based attacks.

Enhanced security with simplified configuration
Granular access control enables role-based administration.
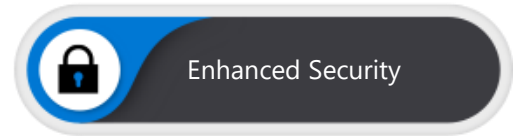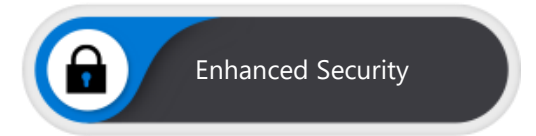

Enhanced Security

Customer Scenario – Moving from on-prem virtualization to Azure Virtual Desktop.

- Azure Virtual Desktop role-based access control enables delegation of admin rights at granular level.

On-prem virtualization

Security Admin

Full Admin Rights

Manage whole deployment | Troubleshooting | Manage Apps

Each admin must have full admin rights.

Azure Virtual Desktop

Owner	Operator	Contributor

Manage whole deployment | Troubleshooting | Manage Apps

Each admin can have role-based admin rights.

Security benefit

Granular, role-based access control allows the admin to apply the "principle of least privilege."

Enhanced security with simplified configuration
User sessions are isolated.

Enhanced Security

Customer Scenario – Deploys both Windows 10/Windows 11 Enterprise single-session and multi-session in Azure Virtual Desktop.

- Azure Virtual Desktop ensures user isolation in both single and multi-session environment.
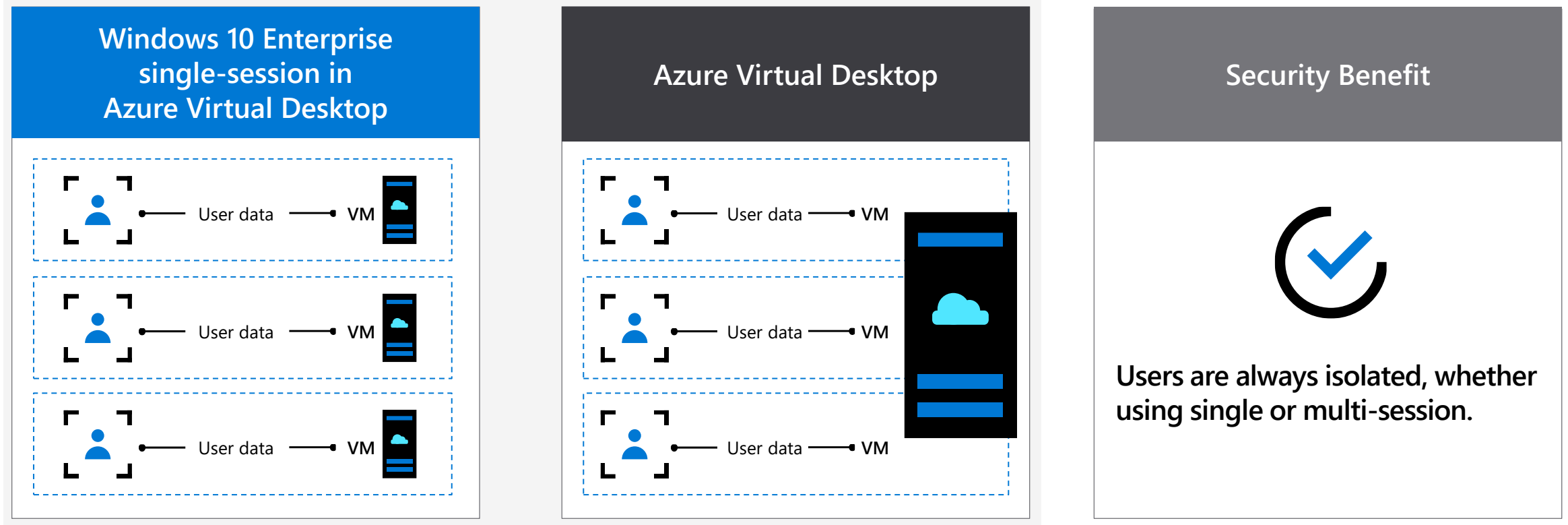
Windows 10 Enterprise single-session in Azure Virtual Desktop	Azure Virtual Desktop	Security Benefit
User data — VM	User data — VM	
User data — VM	User data — VM	Users are always isolated, whether using single or multi-session.
User data — VM	User data — VM	

Azure Virtual Desktop

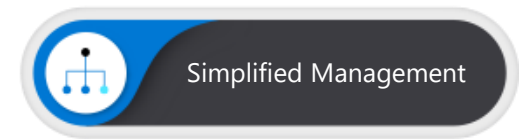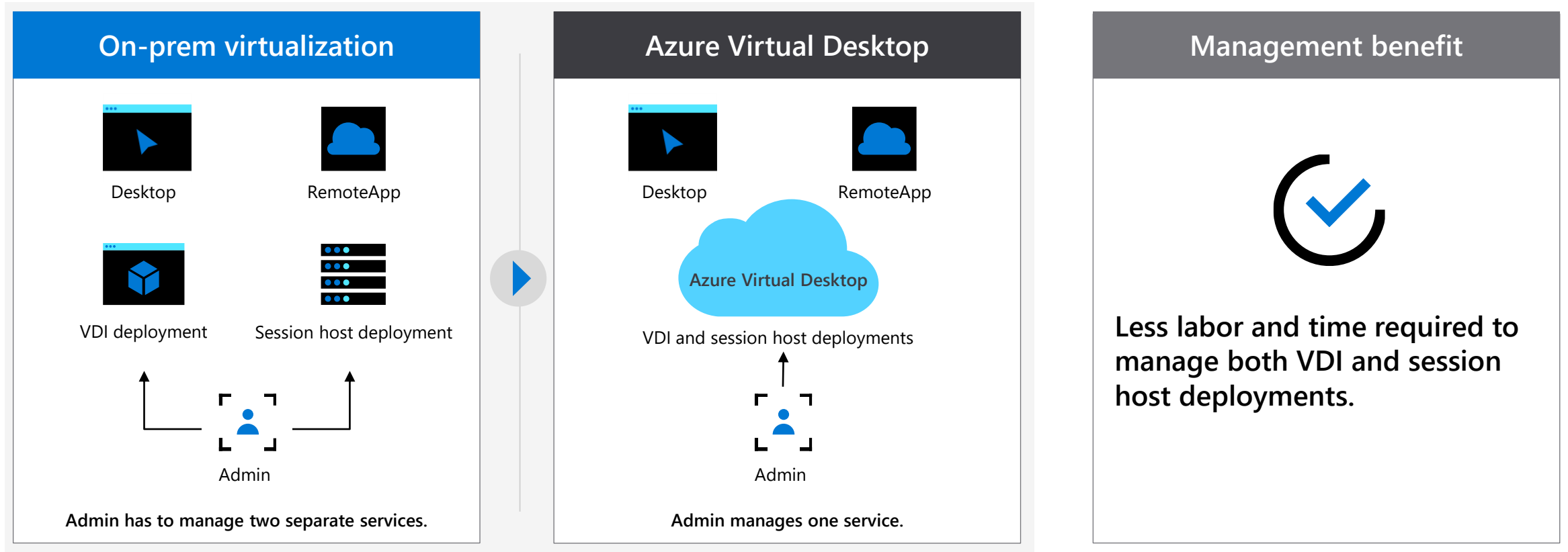|	
Best User Experience	**Enhanced Security**	**Simplified Management**
Azure Standardized, Global, & Secure	**Superior Economics** Cost effective, Flexible, & Opex	**Strong Partner Ecosystem** Extensive, Integrated, & Experienced

Efficient and simplified management

One service supports both desktop and RemoteApp experience.
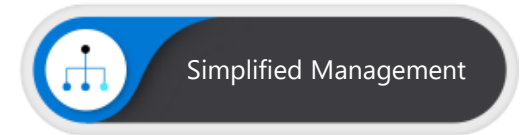
Simplified Management

Customer Scenario – From on-prem virtualization to Azure Virtual Desktop.
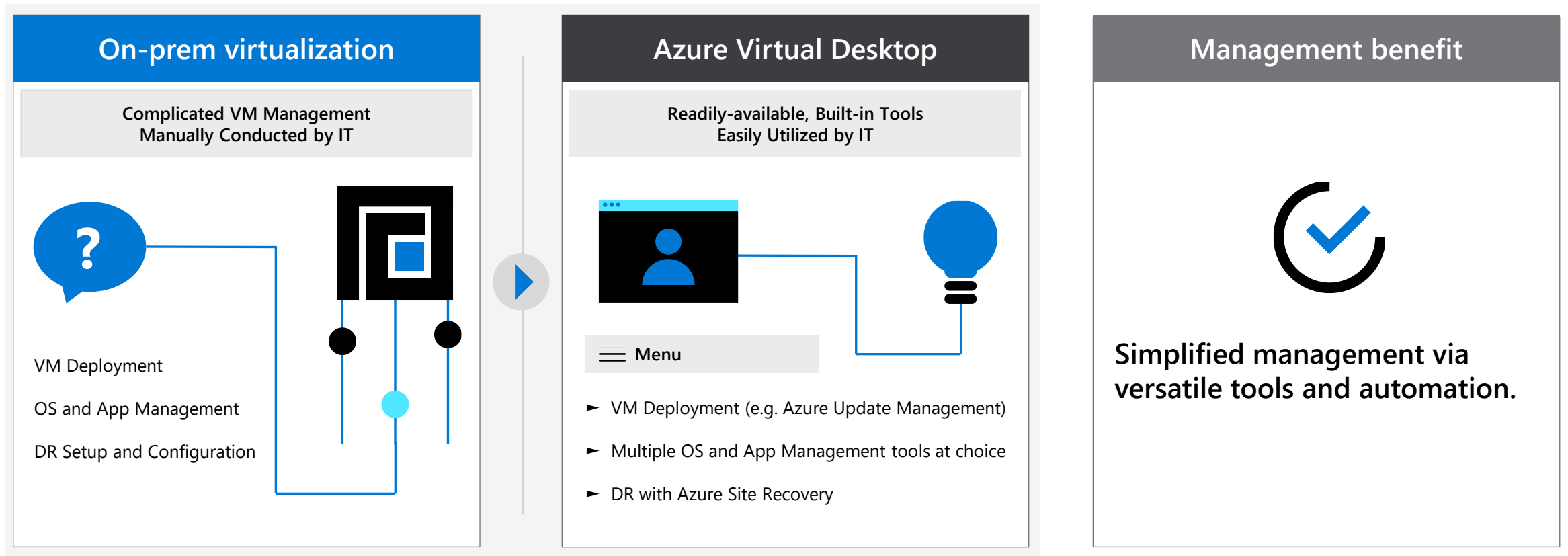- Both desktop and RemoteApp are managed through one Azure Virtual Desktop service.

On-prem virtualization

Desktop

RemoteApp

VDI deployment

Session host deployment

Admin

Admin has to manage two separate services.

Azure Virtual Desktop

Desktop

RemoteApp

Azure Virtual Desktop

VDI and session host deployments

Admin

Admin manages one service.

Management benefit

Less labor and time required to manage both VDI and session host deployments.

Efficient and simplified management
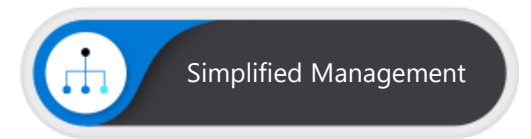# Readily-available VM management tools

Customer Scenario – From on-prem virtualization to Azure Virtual Desktop.

- Azure Virtual Desktop customers can leverage a broad set of VM management tools via Azure Virtual Desktop and Azure.
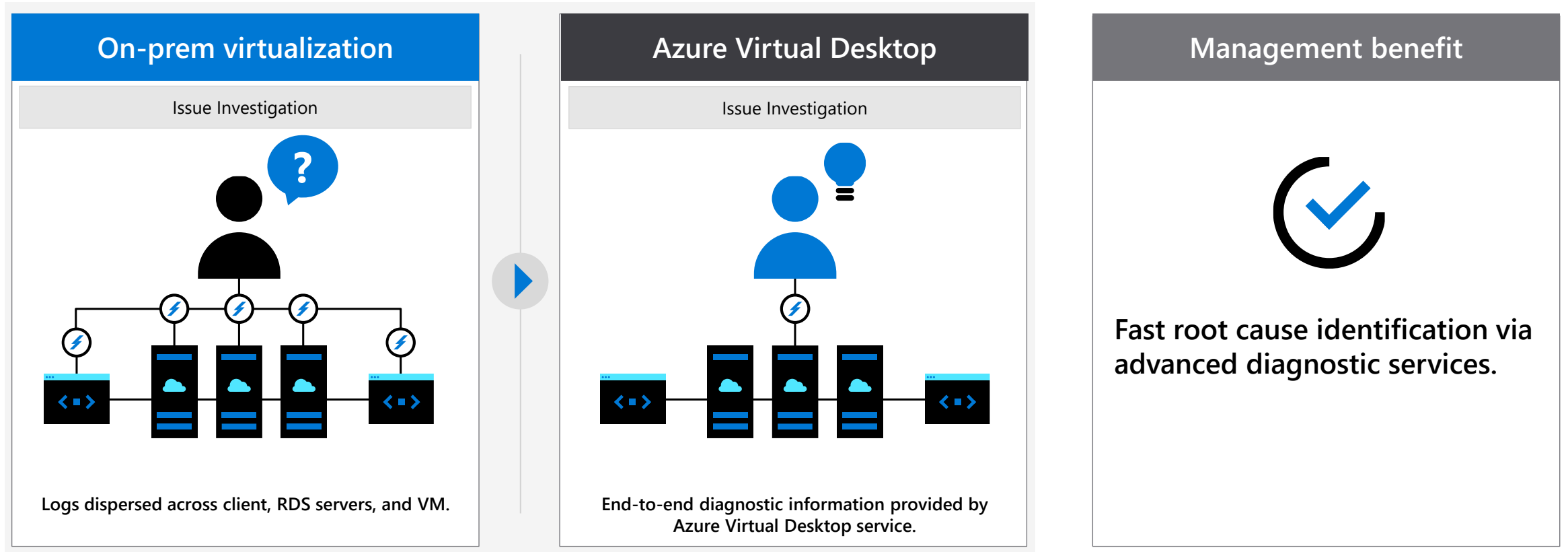
On-prem virtualization

Complicated VM Management Manually Conducted by IT

VM Deployment

OS and App Management

DR Setup and Configuration

Azure Virtual Desktop

Readily-available, Built-in Tools Easily Utilized by IT

Menu

► VM Deployment (e.g. Azure Update Management)

► Multiple OS and App Management tools at choice

► DR with Azure Site Recovery

Management benefit

Simplified management via versatile tools and automation.

Efficient and simplified management
Simplified and Efficient Troubleshooting with Diagnostic Service
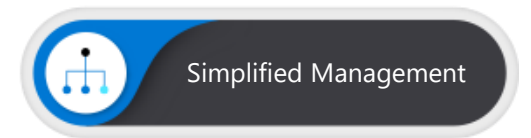
Simplified Management

Customer Scenario – From on-prem virtualization to Azure Virtual Desktop.

- Advanced Diagnostic Service enables Azure Virtual Desktop customers to identify root cause and fix issues more efficiently.
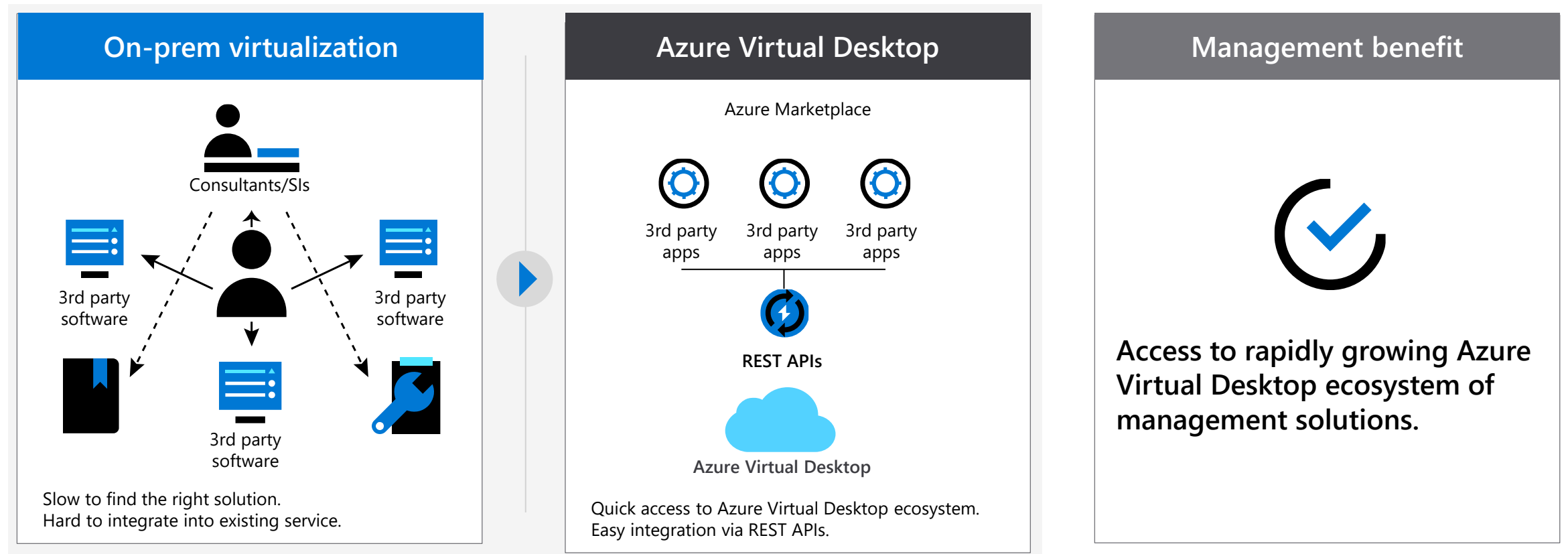
On-prem virtualization	Azure Virtual Desktop	Management benefit
Issue Investigation	Issue Investigation	
Logs dispersed across client, RDS servers, and VM.	End-to-end diagnostic information provided by Azure Virtual Desktop service.	Fast root cause identification via advanced diagnostic services.

Efficient and simplified management
Extensive third-party value-added services enabled by APIs

Simplified Management

Customer Scenario – From on-prem virtualization to Azure Virtual Desktop.
- Azure Virtual Desktop customers have access to best-of-breed management solutions, including third-party apps.

On-prem virtualization

Consultants/SIs

3rd party software

3rd party software

3rd party software

Slow to find the right solution.
Hard to integrate into existing service.

Azure Virtual Desktop

Azure Marketplace

3rd party apps   3rd party apps   3rd party apps

REST APIs

Azure Virtual Desktop

Quick access to Azure Virtual Desktop ecosystem.
Easy integration via REST APIs.

Management benefit

Access to rapidly growing Azure Virtual Desktop ecosystem of management solutions.

Azure Virtual Desktop

Best User Experience
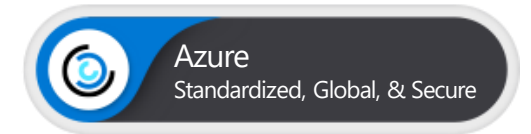
Enhanced Security

Simplified Management

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Built on Azure: Standardized, global, and secure cloud

Azure
Standardized, Global, & Secure

Standardized	Global	Secure

Standardized

Consistent infrastructure across regions

IaaS	PaaS

Compute   Storage   Networking

Partner ecosystem across multiple sites

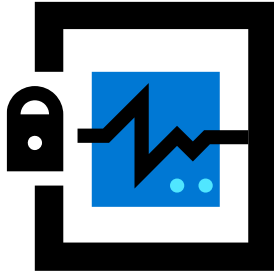| SI	ISV/IHV

Advanced Specialized partners

vmware®   CiTRiX®

Purpose-built, standardized infrastructure across geos **300,000+** global partner ecosystem, leveraging consistent standards and IT architectures.

Global

Largest geographical footprint of any cloud provider with more than **60 Azure regions.**

Secure

Microsoft Cyber Defense Operations Center

>8,500 full-time security professionals

6.5 trillion global signals daily

$1 billion annual cybersecurity investment

Azure Virtual Desktop

Best User Experience

Enhanced Security

Simplified Management

Azure
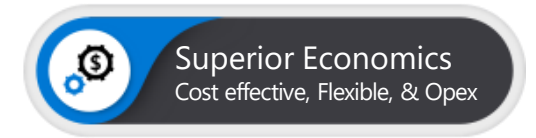Standardized, Global, & Secure

Superior Economics
Cost effective, Flexible, & Opex

Strong Partner Ecosystem
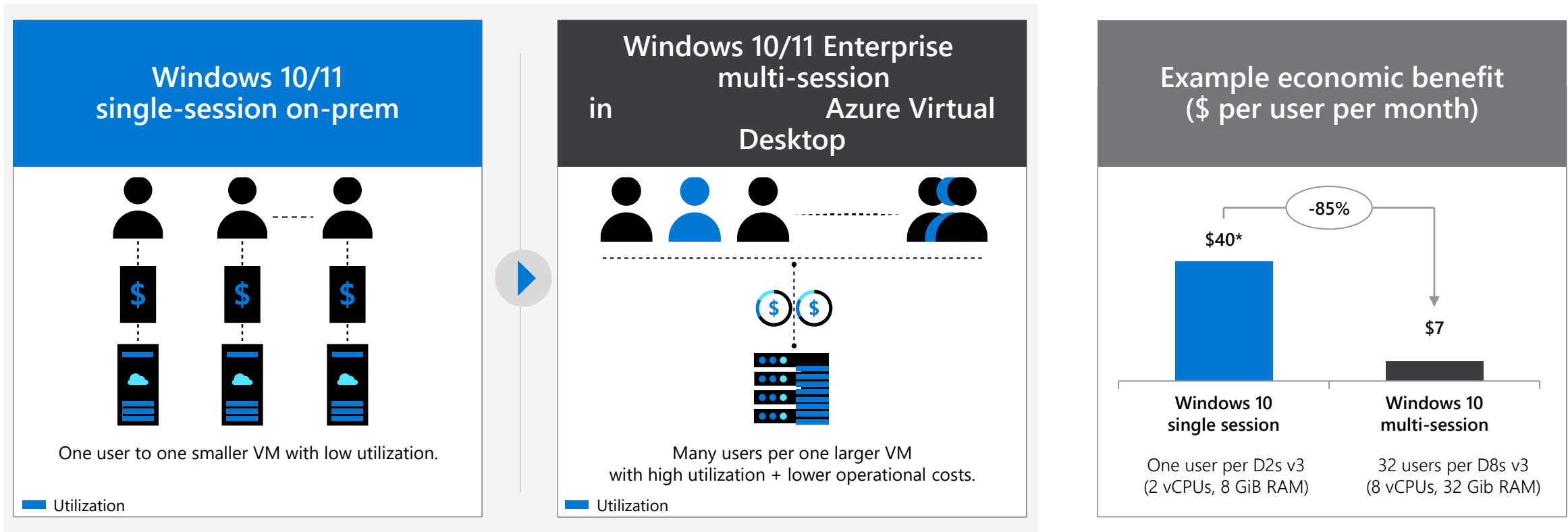Extensive, Integrated, & Experienced

Cost-optimized infrastructure
Windows 10/11 experience at multi-session cost

Superior Economics
Cost effective, Flexible, & Opex

Customer Scenario – From Windows 10/11 single-session on-prem to Windows 10/11 multi-session in Azure Virtual Desktop.

- Trade many small dedicated VMs for few large shared VMs (with higher utilization and lower operational costs).

Windows 10/11 single-session on-prem

One user to one smaller VM with low utilization.

■ Utilization

Windows 10/11 Enterprise multi-session in Azure Virtual Desktop

Many users per one larger VM with high utilization + lower operational costs.

■ Utilization

Example economic benefit ($ per user per month)

-85%

$40*

$7

Windows 10 single session

Windows 10 multi-session

One user per D2s v3 (2 vCPUs, 8 GiB RAM)
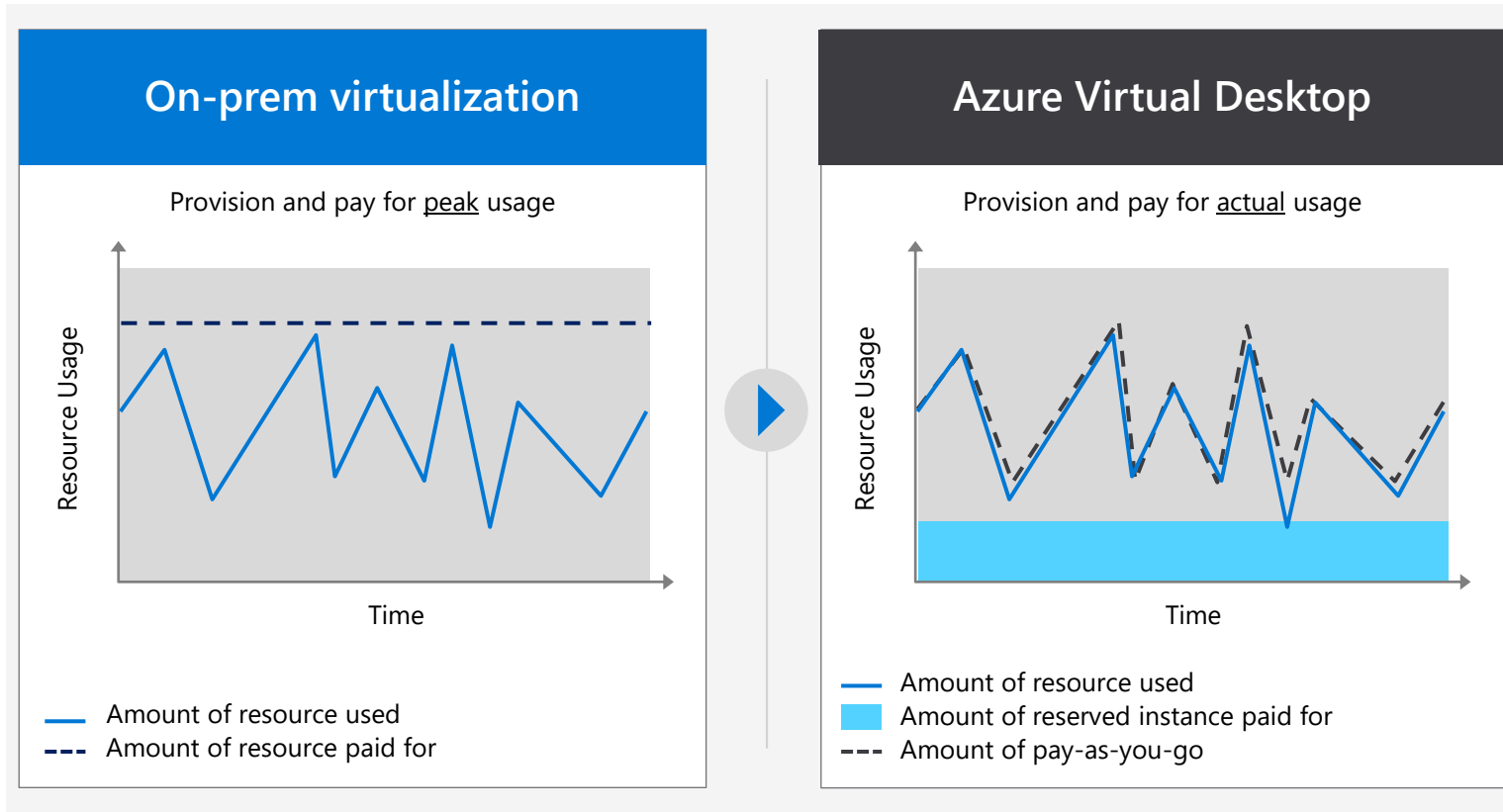
32 users per D8s v3 (8 vCPUs, 32 Gib RAM)

Note: Azure Virtual Desktop is the only way to run Windows 10/11 Multi-Session.
Note: Figures are illustrative and based on pre-configured assumptions; actual savings vary by user requirements and infrastructure configuration.
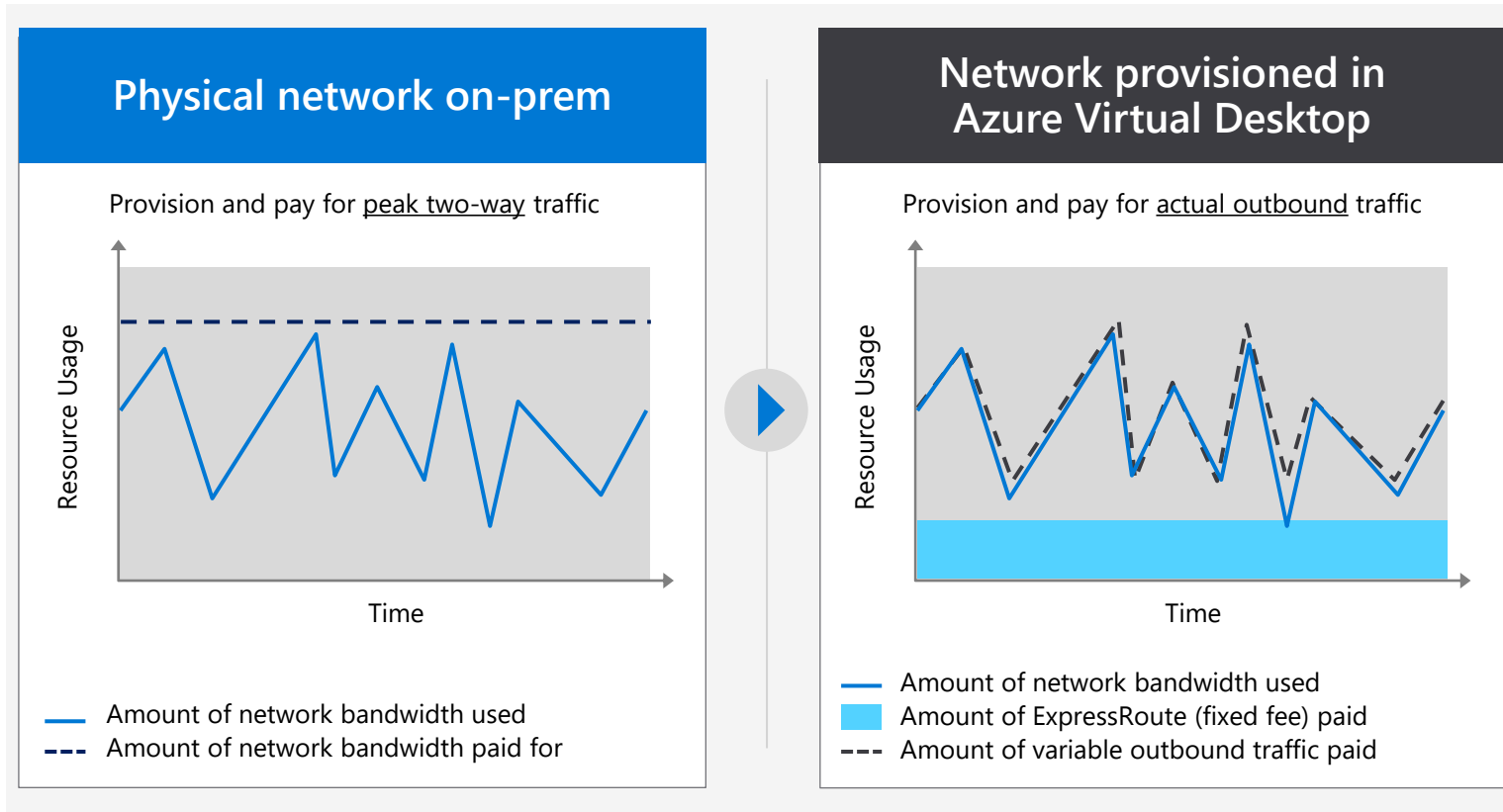*The $40 PUPM for single session cost is modeled for a common configuration: Windows 10 single-session in Azure Virtual Desktop starts at ~$15 per user per month for 1 vCPU, 2 GiB RAM configuration.

Cost-effective compute and storage*

On-prem virtualization

Provision and pay for <u>peak</u> usage

Resource Usage / Time

— Amount of resource used
--- Amount of resource paid for

Azure Virtual Desktop

Provision and pay for <u>actual</u> usage

Resource Usage / Time

— Amount of resource used
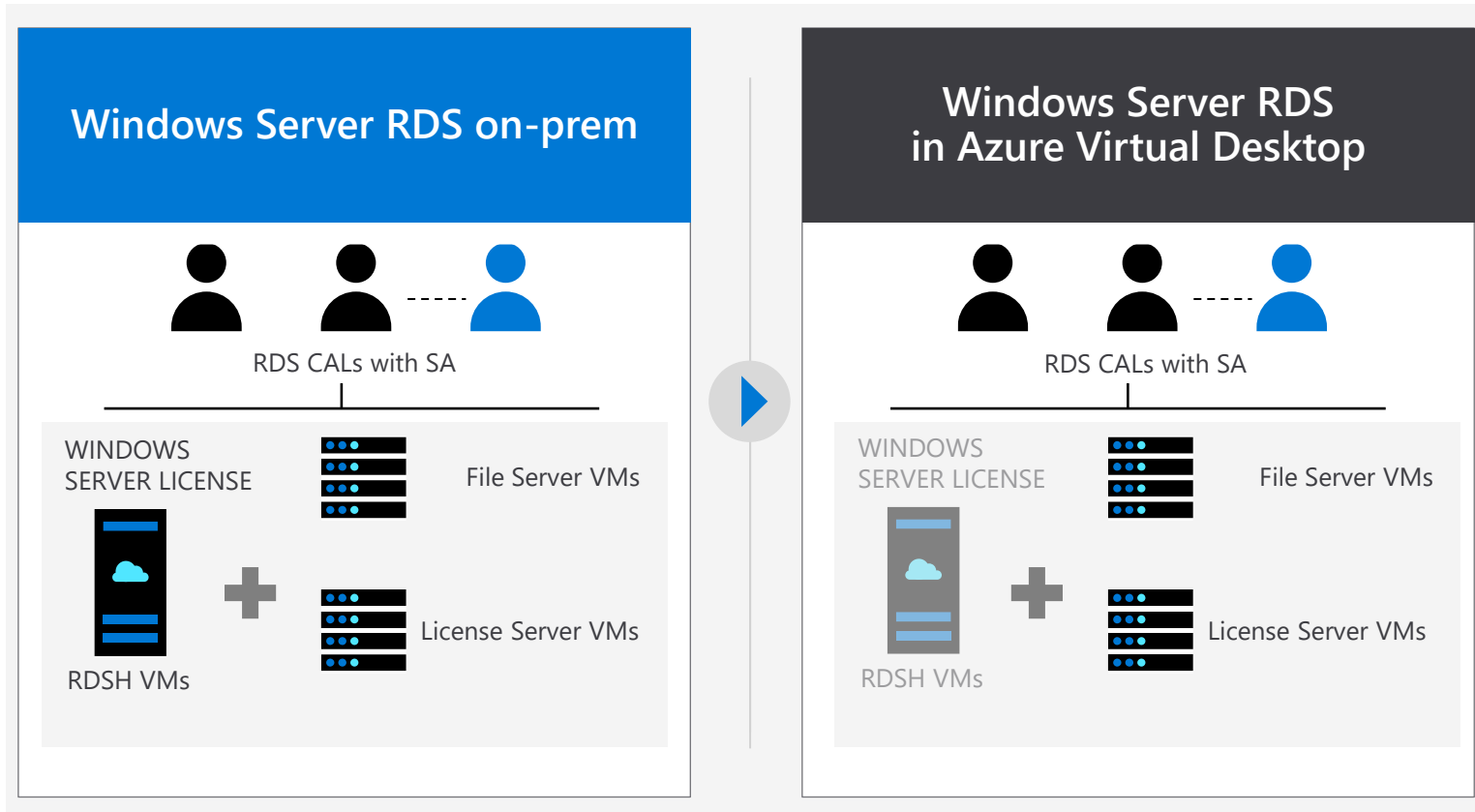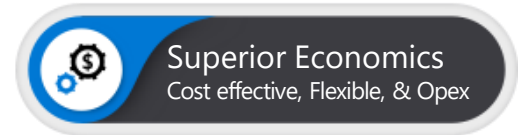▬ Amount of reserved instance paid for
--- Amount of pay-as-you-go

*When using Azure NetApp Files or Azure Files for storage, customers pay for actual consumed storage (vs. pay for fixed-sized disks).

Flexible network provisioning

Superior Economics
Cost effective, Flexible, & Opex

Physical network on-prem

Provision and pay for <u>peak two-way</u> traffic

Resource Usage / Time

— Amount of network bandwidth used
--- Amount of network bandwidth paid for

Network provisioned in Azure Virtual Desktop

Provision and pay for <u>actual outbound</u> traffic

Resource Usage / Time

— Amount of network bandwidth used
▬ Amount of ExpressRoute (fixed fee) paid
--- Amount of variable outbound traffic paid

Note: Customers can connect from on-prem physical networks to Azure virtual networks via two ways: Virtual Private Network (VPN) or ExpressRoute.
Note: Variable outbound traffic can be implemented via Virtual Network or ExpressRoute.
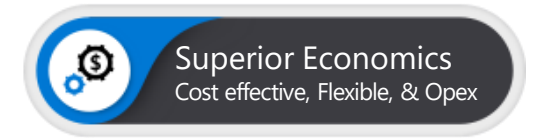
Best value compute rate

Superior Economics
Cost effective, Flexible, & Opex

Windows Server RDS on-prem

RDS CALs with SA

WINDOWS SERVER LICENSE

File Server VMs

RDSH VMs

License Server VMs

Windows Server RDS in Azure Virtual Desktop

RDS CALs with SA

WINDOWS SERVER LICENSE

File Server VMs

RDSH VMs

License Server VMs

Note: Non-session host VMs still require Windows Server license (only if Azure Hybrid Benefits are not available).
Note: With Azure NetApp Files or Azure Files, customers also save the cost of Windows Server license and its hosting VM that would otherwise be required by File Server.

Cost-optimized infrastructure
Opex spend aligned to business usage
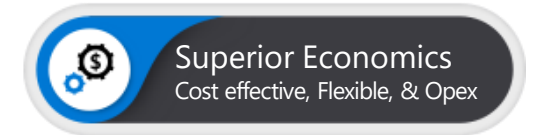
Customer Scenario – On-prem to Cloud.
- From up-front Capex commitment to flexible Opex investment.

On-prem

High CAPEX cost

Capacity

Usage

Time

Invest and build for peak demand.

Cloud

Efficient OPEX cost

Capacity

Time

Pay on monthly basis for actual capacity.

Economic benefit

Avoid large upfront financial commitments and deployment projects.

Match capacity to operational needs.

Align IT hardware, software, and services with changing business requirements.

Enable accurate departmental cross-charge and COGS alignment.

Note: Figures are illustrative and based on pre-configured assumptions; actual savings vary by user requirements and infrastructure configuration.

Management service included with the licenses you already own

Customer Scenario – From on-prem virtualization to Azure Virtual Desktop.

- Azure Virtual Desktop management service included with the licenses* most Microsoft customers own.
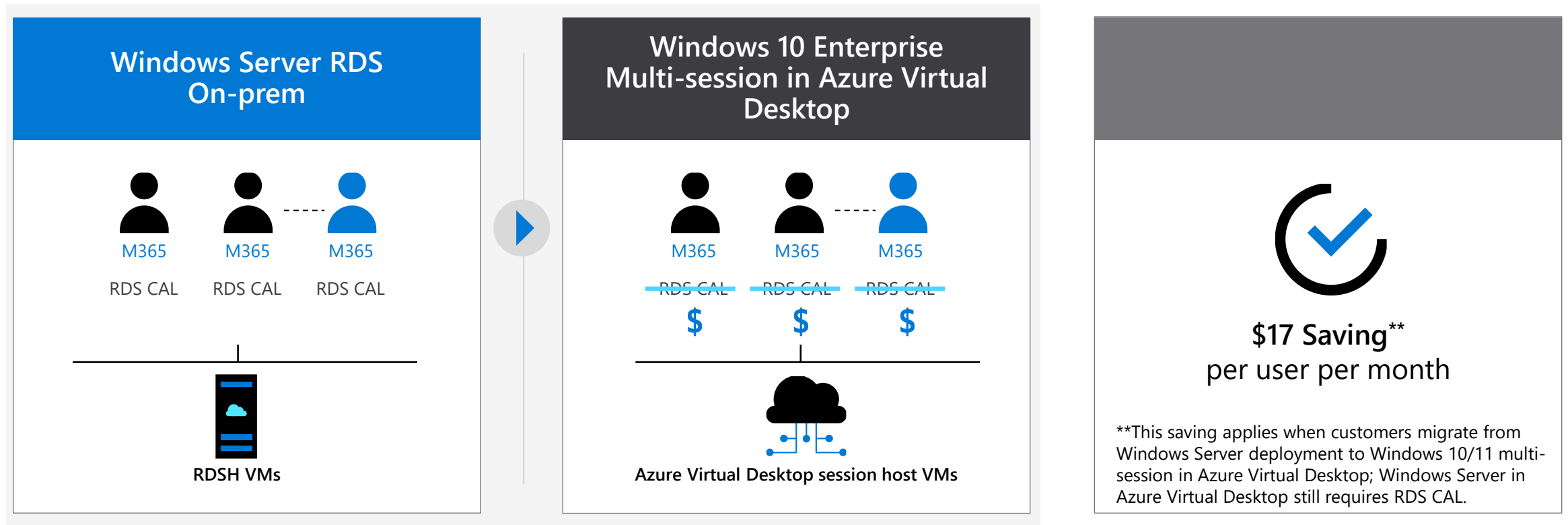- Eliminate the infrastructure cost associated with on-prem management services.

On-prem virtualization

Management services
deployed by IT

Management service deployment

Web access

Licensing (server)

Gateway

Management

Broker

Load balancing

Diagnostics

Azure Virtual Desktop

Management services
provided by Azure Virtual Desktop

Management Service

Provided by Azure Virtual Desktop

Economic benefit

No management infrastructure needed.

No additional licenses required.

Reduced labor cost.

*See Appendix for Azure Virtual Desktop client licensing requirements, including specific SKUs.
Notes:
Figures are illustrative and based on pre-configured assumptions; actual savings vary by user requirements and current licensing position.
Customers who require Citrix or VMware management services to meet their needs will incur additional cost.

Cost-advantaged licensing
Savings on RDS CAL with multi-session deployment
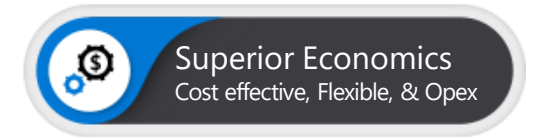
Customer Scenario – From Windows Server RDS on-prem to Windows 10 Enterprise Multi-session in Azure Virtual Desktop.

- Save on RDS CAL when migrating from Windows Server RDS on-prem to Windows 10 Enterprise multi-Session* in Azure Virtual Desktop.

Windows Server RDS On-prem

M365   M365   M365

RDS CAL   RDS CAL   RDS CAL

RDSH VMs

Windows 10 Enterprise Multi-session in Azure Virtual Desktop

M365   M365   M365

~~RDS CAL~~   ~~RDS CAL~~   ~~RDS CAL~~

$ $ $

Azure Virtual Desktop session host VMs

$17 Saving**
per user per month

**This saving applies when customers migrate from Windows Server deployment to Windows 10/11 multi-session in Azure Virtual Desktop; Windows Server in Azure Virtual Desktop still requires RDS CAL.

*Customers can leverage the license (e.g. M365 E3/E5, Win 10 E3/E5) they already own. See Appendix for a complete list of Azure Virtual Desktop licensing requirements.
Notes:
Figures are illustrative and based on pre-configured assumptions; actual savings vary by user requirements and current licensing position.
Customers need to fully refactor desktops and apps when migrating from Windows Server deployment to Windows 10 multi-session in Azure Virtual Desktop.

Reduced labor requirements
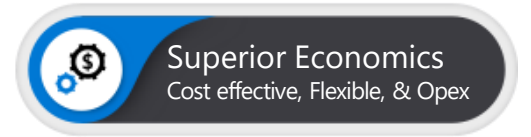
Lower labor cost because compute and storage move to cloud.

- Eliminate high overhead associated with managing on-premise infrastructure.

- Reduced labor cost due to increased automation in the cloud.

$ Lower labor cost when you use PaaS services.

- Azure Virtual Desktop delivered as an evergreen PaaS service, reducing your labor cost for managing and upgrading management plane.

- Simplified file storage management, leveraging fully managed NetApp Files service.

Azure Virtual Desktop

Best User Experience

Enhanced Security

Simplified Management

Azure
Standardized, Global, & Secure

Superior Economics
Cost effective, Flexible, & Opex

Strong Partner Ecosystem
Extensive, Integrated, & Experienced

Extensive partner ecosystem

Strong Partner Ecosystem
Extensive, Integrated, &
Experienced
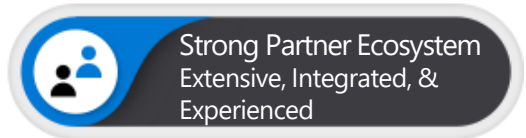
Azure Virtual Desktop approved providers	CITRIX® vmware®
Services partners	Advanced Specialized partners
Azure Virtual Desktop hardware partners	IGEL® DELL hp intel SAMSUNG Lenovo Microsoft Surface
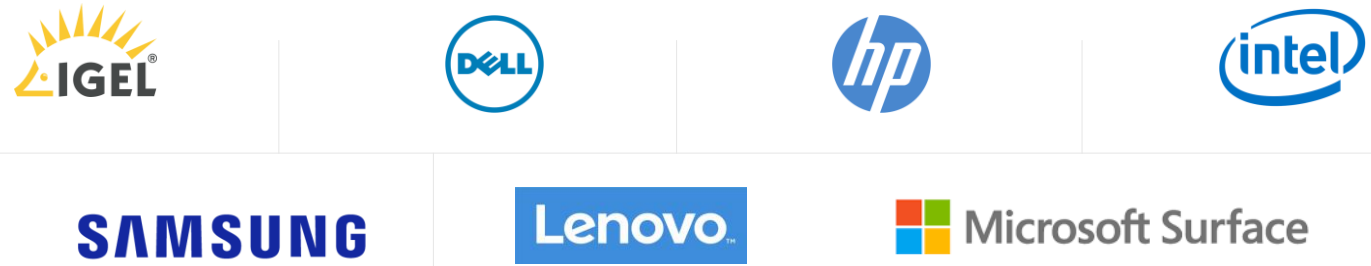
Strong expertise in Virtual Desktop deployment and management

Strong Partner Ecosystem Extensive, Integrated, & Experienced
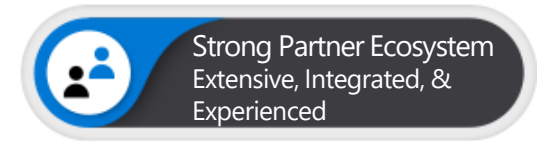
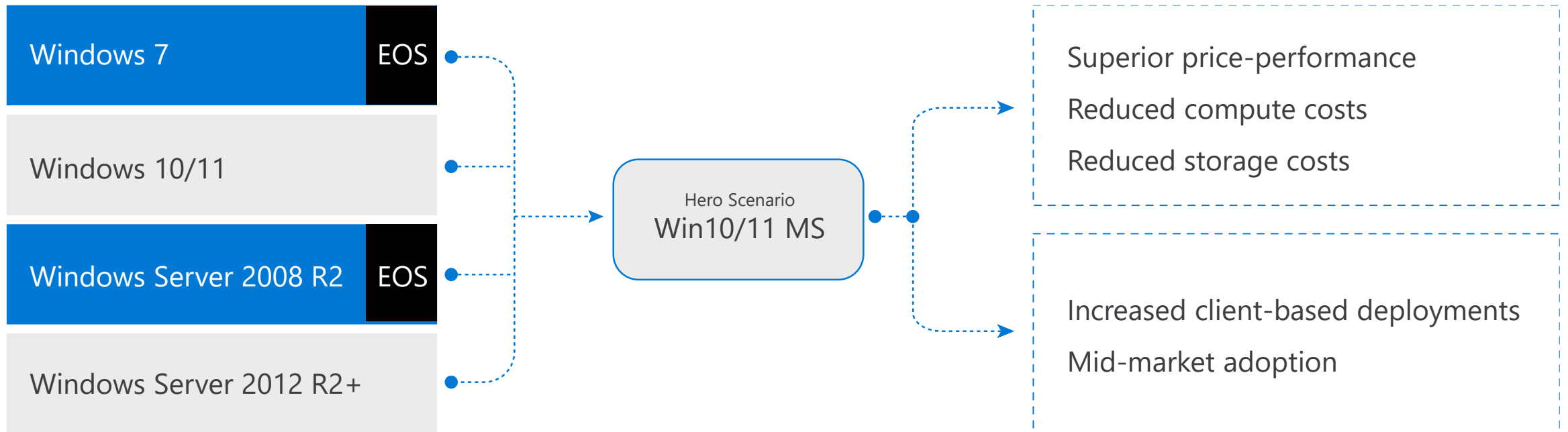| Category	Description	Partner Solution Examples		Delivery Mechanism
Customer environment assessment	Assess resource utilization of apps/users/OS, baseline user experiences and recommend sizing for Azure Virtual Desktop.	• Lakeside • Liquidware • ControlUp		• Azure Migrate • GPS
Diagnostics & end user experience monitoring	Assess, monitor, and manage end user experiences with GUI enabling reactive troubleshooting as well as predictive troubleshooting leveraging AI/ML.	• Lakeside • Liquidware • ControlUp	• RDPSoft • Sepago	• Azure Marketplace
Application layering	Enable dynamic provisioning of apps during boot/logon time based on user profile.	• Liquidware • Citrix's Unidesk		• Azure Marketplace
Management	Deployment and configuration.	• Active Cypher • CloudVae • CloudJumper	• Nerdio • PTG Ubikite	• Azure Marketplace
Printing	Remove the need for print server infrastructure.	• Uprint • ThinPrint		• Azure Marketplace
App compat assessment/ remediation	Assess app compatibility for layering new packaging.	• Cloudhouse • Citrix's Unidesk	• Numecent • Liquidware • Rimo3	• Azure Marketplace

Appendix
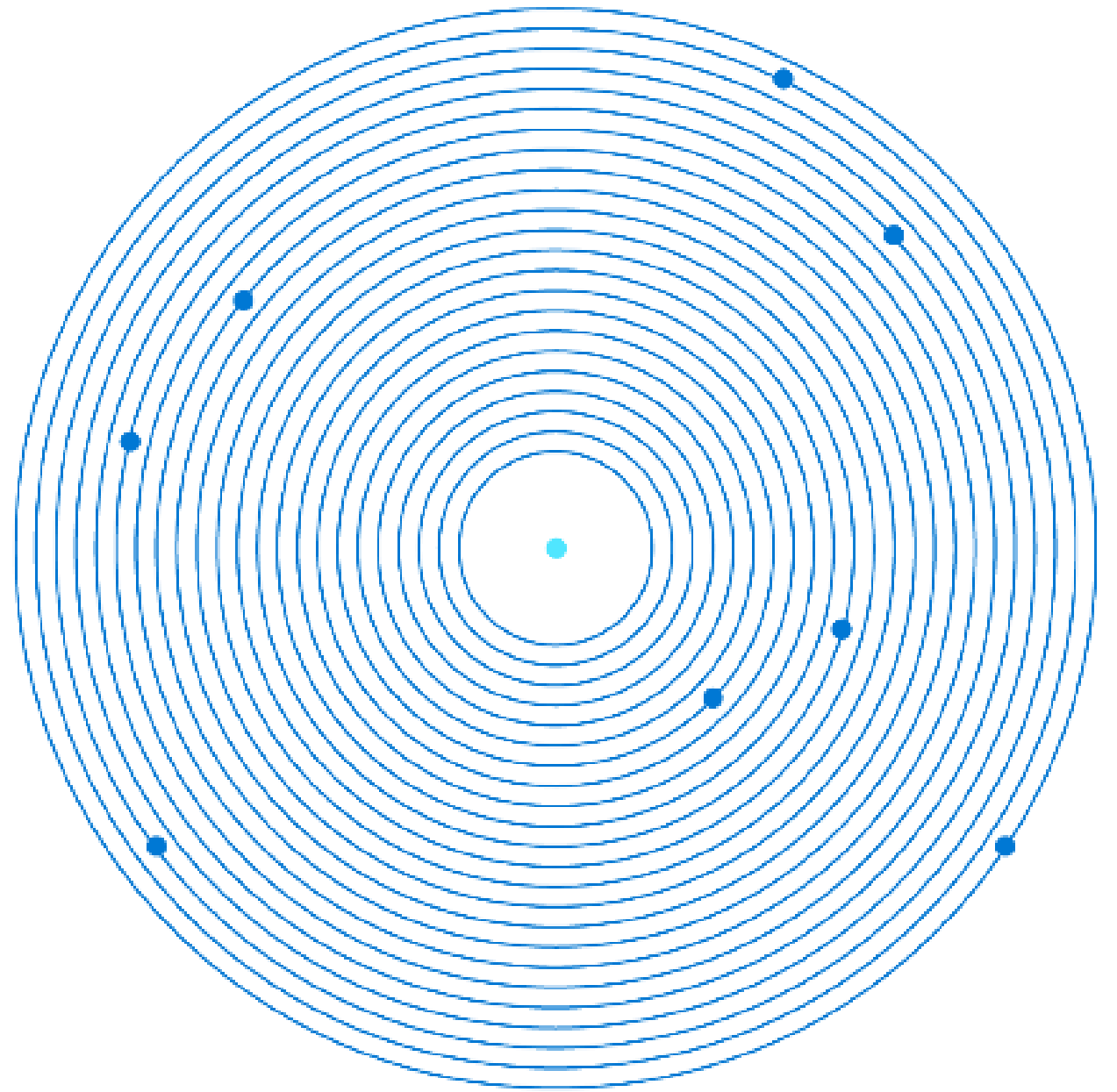
Azure Virtual Desktop

Secure virtual desktop and app experience, delivered on Azure.

Office 365

Other apps

Windows 10/11

Windows Server (RDS)

Microsoft Azure
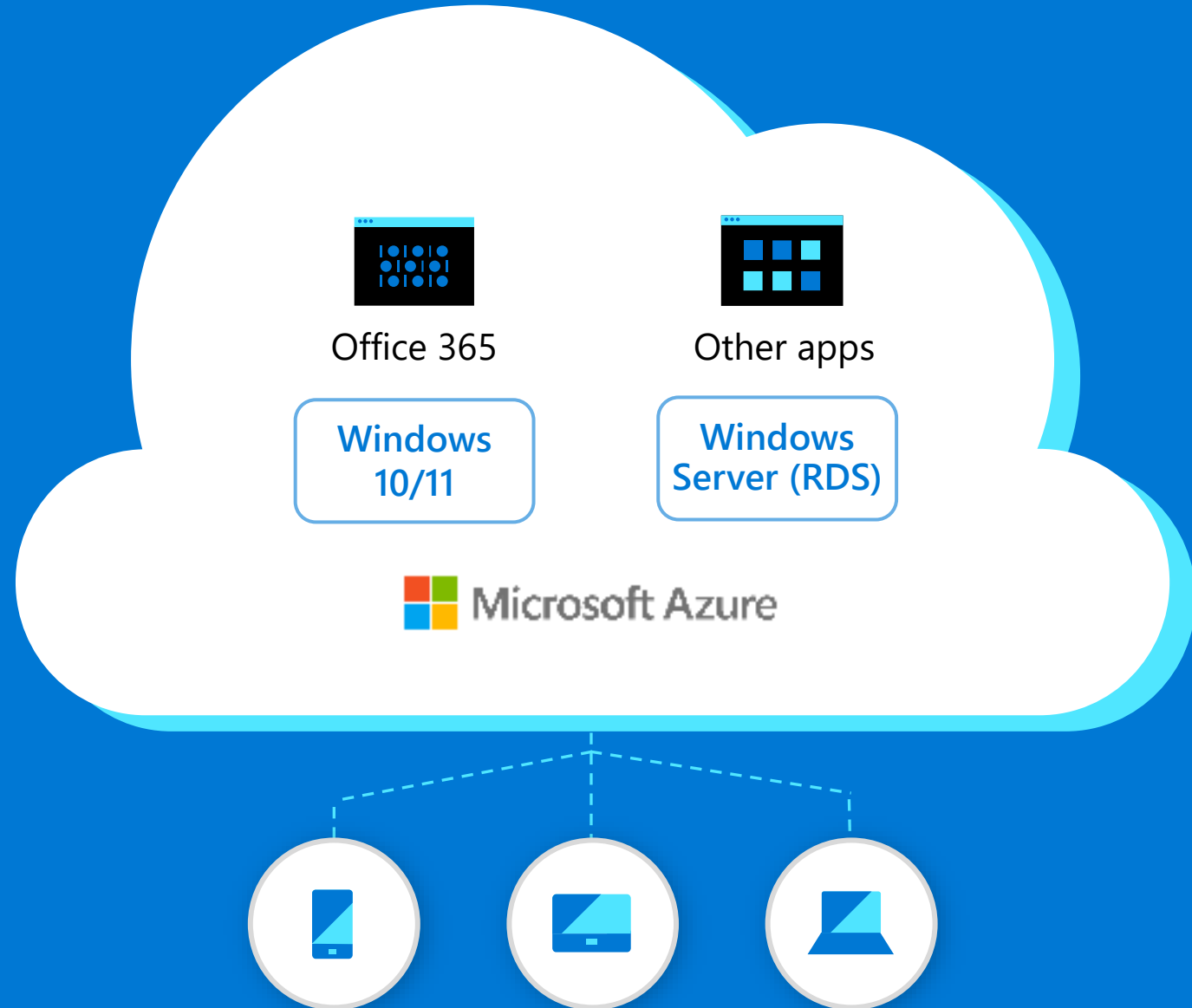
The ONLY multi-session Windows 10/11 experience

Multiple users active simultaneously on the same VM.
Each user's data is isolated from every other user.

Windows 7 — EOS

Windows 10/11

Windows Server 2008 R2 — EOS

Windows Server 2012 R2+

Hero Scenario
Win10/11 MS

Superior price-performance

Reduced compute costs

Reduced storage costs

Increased client-based deployments

Mid-market adoption

Application compatibility and user experiences **vary** between **server** and **client** OS.

Azure Virtual Desktop architectural overview

3 BIG PIECES

Clients
Customer/partner-managed

Azure Virtual Desktop
Microsoft-managed

Azure VMs & services
Customer/partner-managed

FIREWALL

FIREWALL

Web Access

Diagnostics

Gateway

Broker

Azure SQL DB

VMs

Desktops

Apps

Active Directory

FSLogix User Profile File Server

Citrix & VMware integration
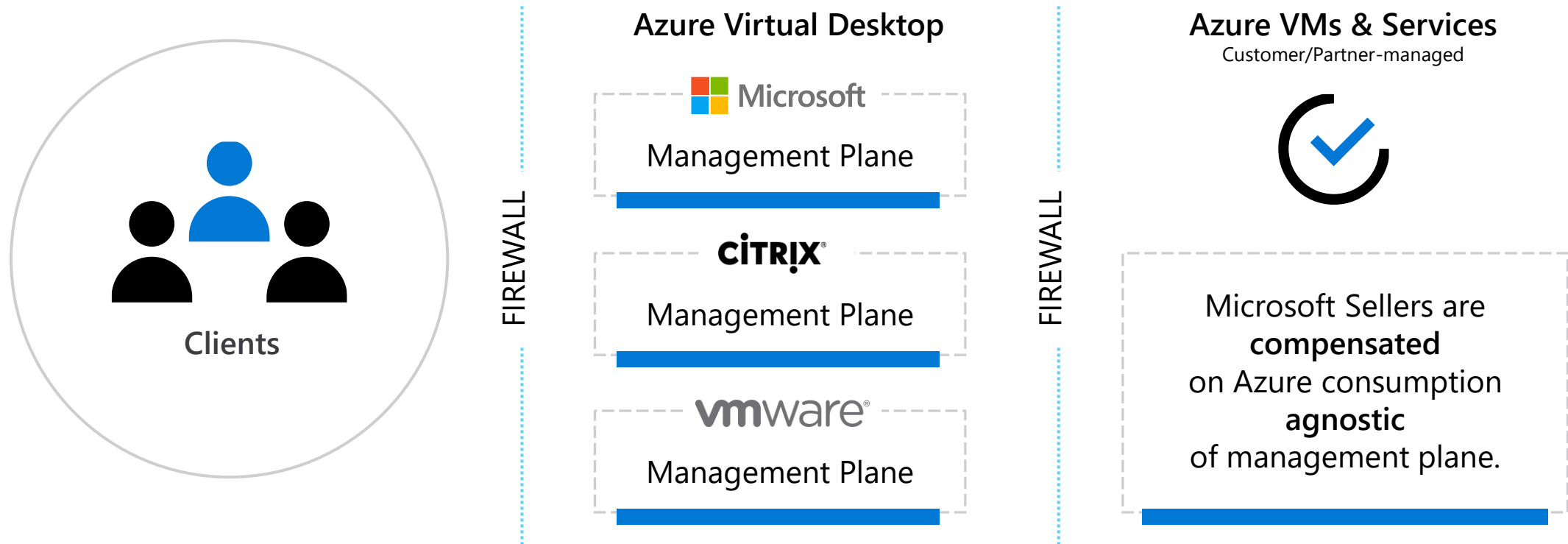
Clients

Azure Virtual Desktop

Microsoft
Management Plane

CITRIX®
Management Plane

vmware®
Management Plane

FIREWALL

FIREWALL

Azure VMs & Services
Customer/Partner-managed

Microsoft Sellers are **compensated** on Azure consumption **agnostic** of management plane.

- Citrix and VMware provide value add to Azure Virtual Desktop (e.g. hybrid deployment management).
- Windows 10/11 multi-session is also available with Citrix & VMware management planes.
- Customer ultimately decides the management plane(s) of choice.

Many customers are already eligible for Azure Virtual Desktop

CLIENT

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

- ► **Microsoft 365 E3/A3**
- ► **Microsoft 365 E5/A5**
- ► **Microsoft 365 F1**
- ► **Microsoft 365 Business**
- ► **Windows 10 Enterprise E3/E5**
- ► **Windows 10 Education A3/A5**
- ► **Windows 10 VDA per user**

SERVER
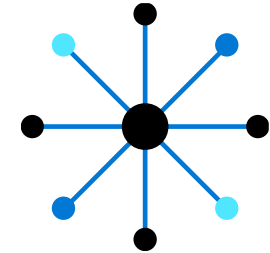
Customers are eligible to access Windows Server 2012 R2 and newer desktops and apps if they have an RDS CAL license with active Software Assurance (SA).

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

All discounts and benefits of Azure apply to Azure Virtual Desktop.

Virtualization endpoints only
Burst-to-Azure (cloud)

Brand new virtualization environment
Lift and shift

Azure Virtual Desktop
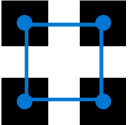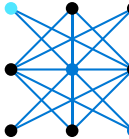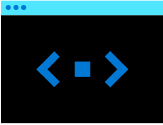Lift and shift, and modernize

Azure hybrid user benefit
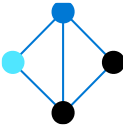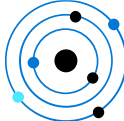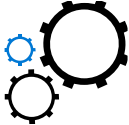
Azure consumption-based incentive programs

CSP margins & rebates

Reserved instances

DPOR

Azure enhances productivity

Infrastructure

Compute

Networking

Storage

Data

SQL DB	PostgreSQL	MySQL
MariaDB	Redis Cache	Cosmos DB

Code

Containers	Microservices	Integration services
Event-driven	AI	Web & Mobile development

Azure IaaS offers a purpose-built, flexible IT infrastructure designed to fit your company's needs.

Intelligent
- Intelligent protection
- Intelligent performance

Flexible
- Hyperscale
- Elastic scaling
- Resource governance

Trusted
- Always encrypted (secure enclave)
- Business continuity, HA/DR
- Industry compliance certifications
- Enterprise security isolation

Azure is a turnkey delivery platform for modern applications that offers a broad range of managed services for all application scenarios, allowing you to choose the best approach for your cloud-native applications.

Unified Management • Security • Governance • Tools • DevOps

Microsoft is your trusted technology partner

Trusted business partner

Microsoft mission

"Empower every person and every organization on the planet to achieve more."

—**Satya Nadella**, Microsoft CEO

October 2018

"No customer wants to be dependent on a provider that sells them technology on one end and competes with them on the other. Getting this equation right is key to their success going forward. **Microsoft is uniquely positioned to help**."

Trusted innovation partner

Shared IP Innovation Principles:
Microsoft's policies give customers peace of mind and clarity when innovating with us.

Azure IP Advantage:
Microsoft offers best-in-industry protection against IP risks.

Patent pick   Uncapped indemnification   Springing license

Microsoft is committed to Azure Virtual Desktop as the future of the Windows platform.

1 Broad availability and rapid global rollout of the Azure Virtual Desktop service.

2 Compelling infrastructure and licensing pricing to end customers.

3 Plan to support wide range of devices, including mobile and thin client running other operating systems.

4 Rapid innovation/integration with Microsoft and Azure products (e.g., Teams, Microsoft Defender ATP).

5 Wide partner ecosystem to build on/integrate with Azure Virtual Desktop.

Microsoft

Thank you.