



# On-Demand Workstation

Creative tech for Better Change





A leading Partner for  
Premium Consulting,  
Solutions & Managed  
Services for **Microsoft.**



**Creative tech for Better Change**



# A powerful and wide Microsoft presence in EMEA

**Sized for agility and trust**

Gold

Microsoft  
Partner




Azure  
Expert  
MSP

+ 140 Mio € Revenue  
+ >1000 Experts  
+ 1950 Certifications

## Our expertise

 16 Gold competencies

 5 Advanced specializations  
Threat Protection   Change & Adoption   Azure Windows and SQL migration  
Kubernetes on Azure   Azure application modernisation

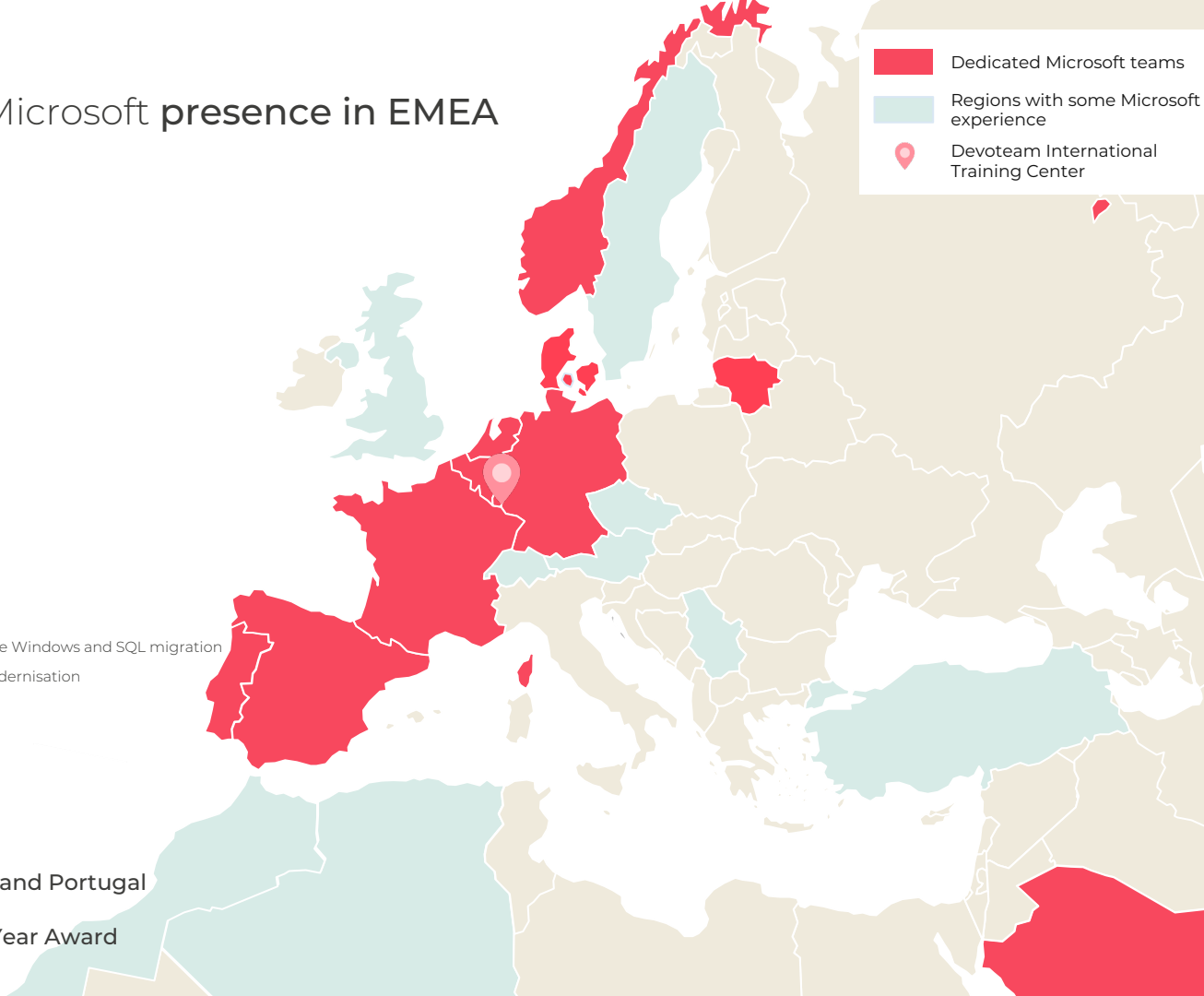
 CSP Tier 1


 Azure expert MSP


 Authorized Training Partner


 Center of Excellence, Lithuania and Portugal

 2019, 2020, 2021 Partner of the Year Award



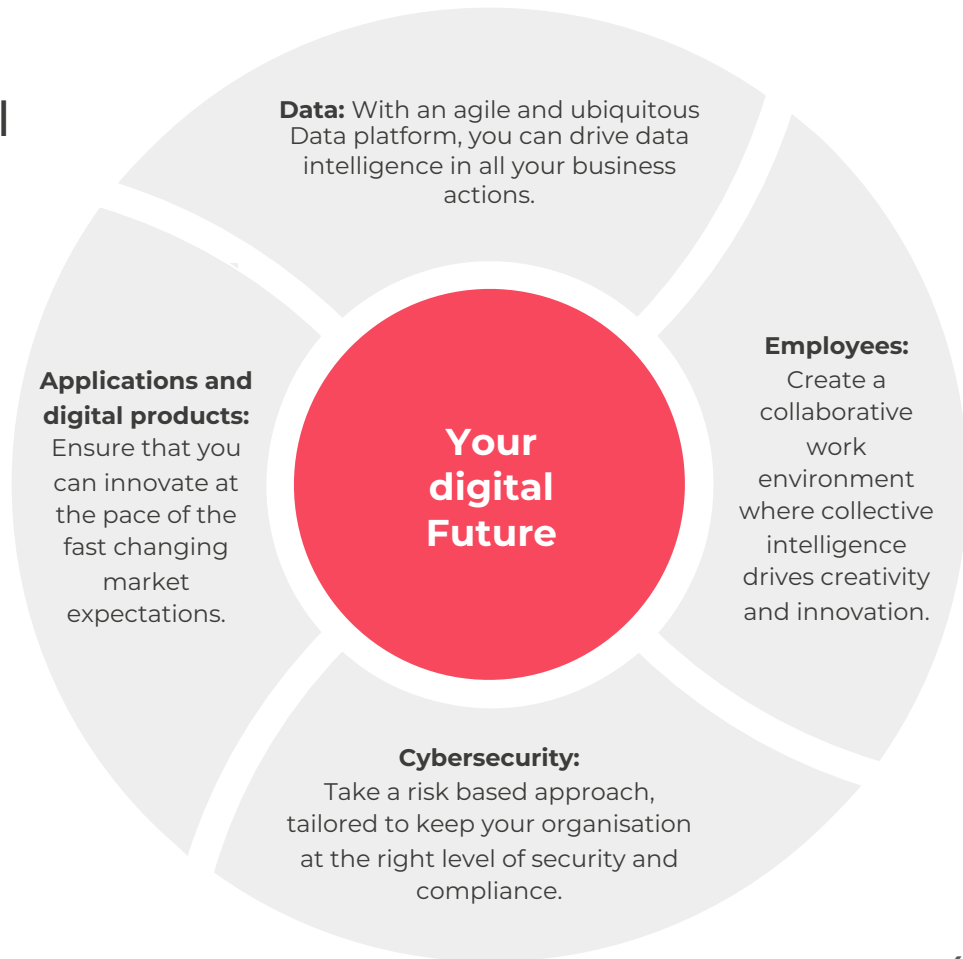
 Dedicated Microsoft teams

 Regions with some Microsoft experience

 Devoteam International Training Center

# What is our approach of digital transformation in partnership with you?

The goal of **digital transformation** is to use technology to make your **organisation more productive**, your **employees more creative** and your **business more enchanting for customers** while **controlling costs** at the same time.



## Our competencies:

### The multidisciplinary holistic approach



#### Re-imagine & Co-design

What is your status quo? What is the right digital mix for your business?  
What is needed to achieve the desired business outcomes?



#### Enforce security & compliance

Rather than being a blocker, make security & compliance an enabler of your digital future by integrating security from the start.



#### Build & Migrate

Your new digital architecture requires a solid foundation and proven best practices to efficiently go from planning to successful migration



#### Adopt, Modernize & Innovate

Modernise your Apps and fully exploit cloud native capabilities to innovate your digital products faster than your competition.



#### Operate & Optimize

Manage your cloud estate to higher levels of performance and economies, while continuously leveraging cloud platform innovation.

initiate

define

transform

perform

## Our value propositions

# Expertise across all Microsoft Clouds.



### Speed up Cloud Innovation

- Enterprise Cloud Transformation
- Cloud-native Infrastructures & Apps
- Identity & Access Security
- Data Platform & AI
- Cloud Effectiveness & Optimization



### Digitize your Business Processes

- Enterprise-grade business applications
- Low code developments
- Business process digitization and optimization
- BI and visualization



### Harness Cloud-based Productivity

- Agile & Secure Modern Work
- Creative Team Work
- Knowledge & employee experience
- Compliance
- Firstline Workers

# Enable Virtual Desktop and work remotely in security

Creative tech for Better Change



# THE CHALLENGES

Companies must meet the expectations and constraints of the professions



## ENVIRONMENT

An available and up-to-date environment



## WORKSTATION

An on-demand workstation



## DATA

A secure data



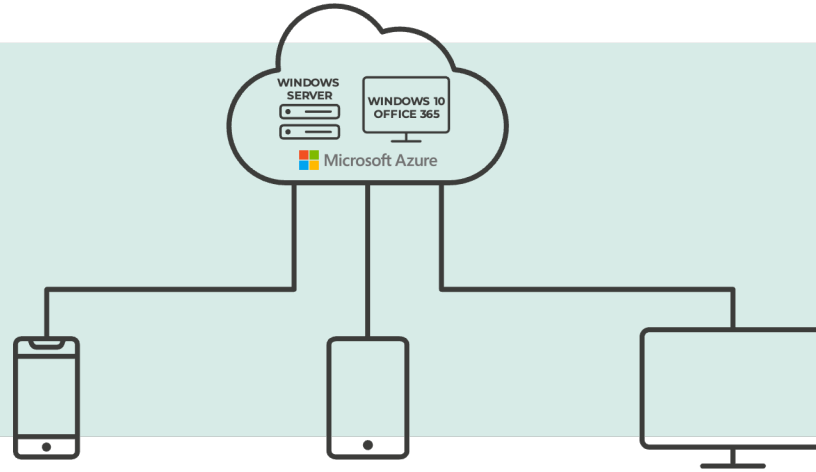
## DEVICE

From any device





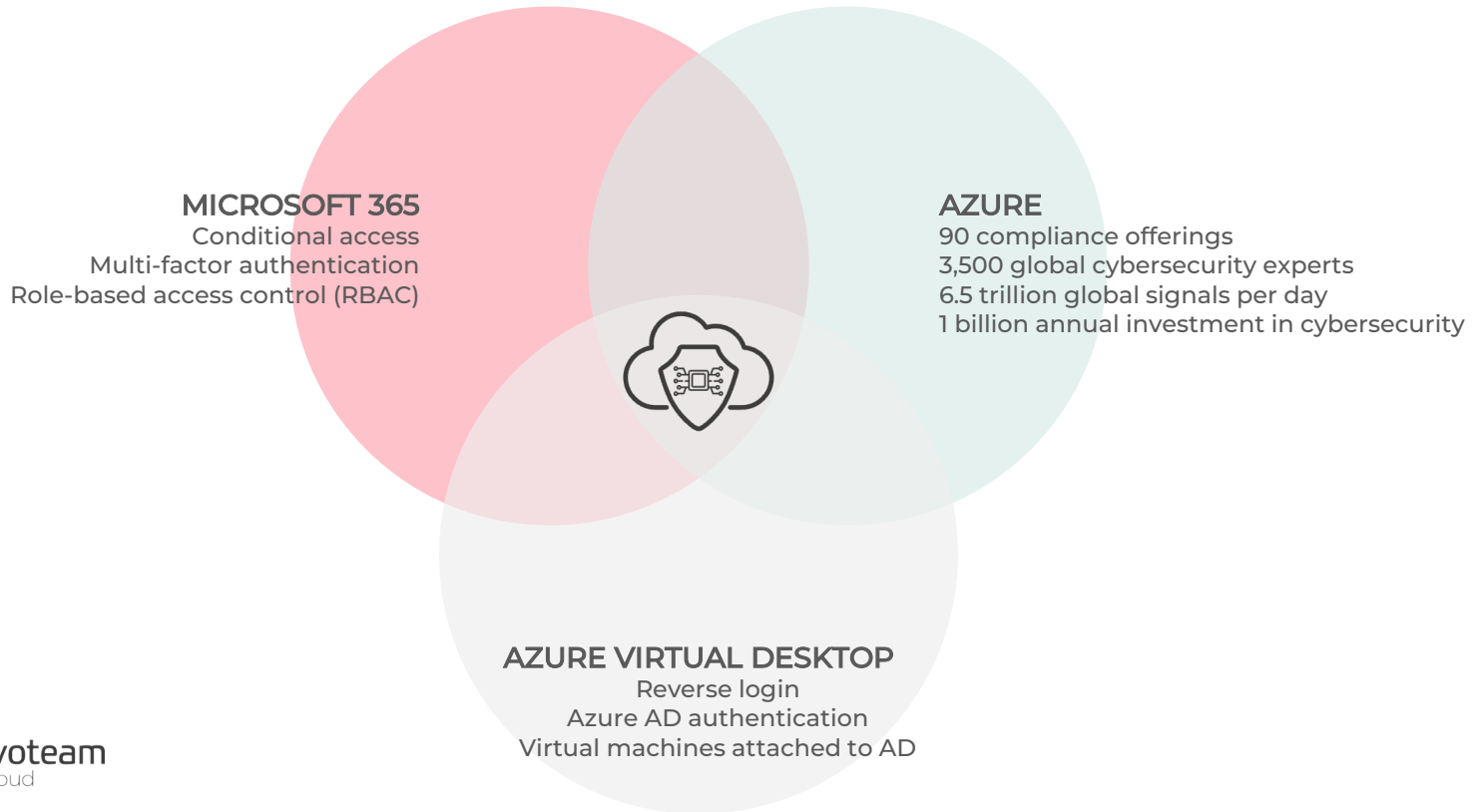
# AZURE VIRTUAL DESKTOP



## The best virtual desktop experience, delivered on Azure

- Take advantage of Windows 10 multi-session
- Enable optimizations for Office 365 ProPlus
- Migrate Windows Server (RDS), desktops and applications
- Deploy in a few minutes

# THE MICROSOFT ECOSYSTEM



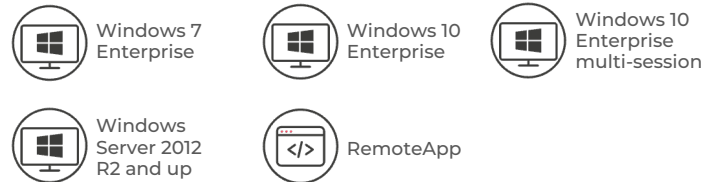
# MICROSOFT ARCHITECTURE

- No infrastructure to manage
- Azure AD authentication
- Supported operating systems
  - Windows 10
  - Windows 7
  - Windows 2012 R2
- M365 license to use Azure AVD
- No Windows license for hosts

## Managed by Microsoft



## Your subscription, your control



## Managed by Microsoft



# Top ten Citrix value adds to Windows Virtual Desktop



## Hybrid Cloud Management

Citrix Virtual Apps and Desktops provides a single management interface for Citrix Workloads, on-premises or in Azure.\* Migrate, capacity burst, or load balance between datacenter and cloud. \* Windows 10 Enterprise support available only in Azure



## Citrix HDX Technology

Our leading-edge protocol delivers user experiences on any device, over any connection. Leverage built-in optimizations for interactive multimedia performance for Microsoft Teams, Skype, and industry-standard telework apps.



## Performance and security analytics

Targeted specifically at app and desktop virtualization, our analytics tools give administrators deep visibility into user behavior and session responsiveness. This gives IT the power to catch small issues before they become big ones.



## Workspace Environment Management

Optimize user density and logon performance with a suite of technologies targeted to improve user experience while maximizing the value of IT spend.



## Session Recording

Access full record and playback of user sessions for issue diagnosis, compliance or security audits.



## Citrix app Protection and Watermarking

Protect your environment from accidental or malicious data leakage.



## Advanced Monitoring

Admin and helpdesk tools built for enterprise scale. Monitor site and session health, track user sessions, diagnose issues and more.



## Autoscale

Scale your environment up or out based on schedule or load. Make the best use of your existing datacenter investment and ramp sessions into the cloud as needed. Scale cloud workloads dynamically on demand.



## Citrix Provisioning

Tools that simplify administration and enhance environment reliability. Rapidly deploy environments of any scale.



## Citrix app layering

Flexible OS, application, and user layer technology enables an enhanced user experience while leveraging nonpersistent environments.

# Windows 365, your Windows in the cloud



Liked by user



Broadcast on any device



Always ready and updated



Personal and friendly



Approved by the IT department



Scalable and resilient



Predictable costs



Simple to purchase, deploy and manage

# A solution to a need

	WINDOWS 365		AZURE VIRTUAL DESKTOP	
	ENTERPRISE	BUSINESS	PERSONAL	POOLED
Control Plane	Azure Virtual Desktop		Azure Virtual Desktop	
Azure Subscriptions	Microsoft-managed, except networking	Fully Microsoft-managed	Customer-managed	
Compute	Microsoft-managed, no direct admin access to VMs		Customer-managed, usage-based cost, flexible	
Storage	Microsoft-managed, fixed cost, not flexible, challenging to back up		OS disks, FSLogix, customer-managed, usage-based, flexible, easy to back up	
Networking	Customer-managed, use-based cost, flexible routing, IPs, and security	Microsoft-managed, fixed cost, no direct admin access, no flexibility	Customer-managed, usage-based cost, flexible routing, IPs, and security	
User profiles	No FSLogix used		FSLogix optional	FSLogix Mandatory
Identity	Hybrid AD join required, Azure AD DS is not supported	Azure AD join only. No AD DS option.	AD DS is required. Windows AD or Azure AD DS supported. Native Azure AD join coming soon.	

# Our expertise to activate Azure Virtual Desktop



## **AUDIT AND CONSULTING**

- Functional and technical needs study (user scenarios: telecommuting, CAD...)
- Feasibility study / POC

## **GOVERNANCE AND BUSINESS MODEL DEFINITION**

- Definition of the business model by use case (profiling)
- Definition of the governance model

## **IMPLEMENTATION OF THE AZURE VIRTUAL DESKTOP SOLUTION**

- Azure activation (hybridization)
- Implementation of the AVD infrastructure
- Implementation of the desktop provisioning
- Transfer of technical expertise on the administration of the solution
- Communication and user documentation for the users

## **CONTINUOUS IMPROVEMENT**

- Presentation of new features & recommendations
- Administration, operation and support
- Change to project/administration/user teams

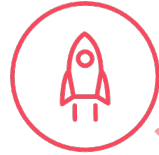


# Continuous improvement, the daily transformation!

## TAKE A LOOK AT THE FUTURE

### *Transformation project*

- Obsolescence management
- Architecture design
- Migration / Cloudification



## MANAGE DAILY LIFE

### *Managed Services*

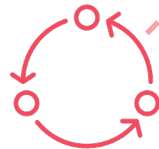
- Administration
- Operations
- Support



## LEAD THE CHANGE

### *Solution Adoption*

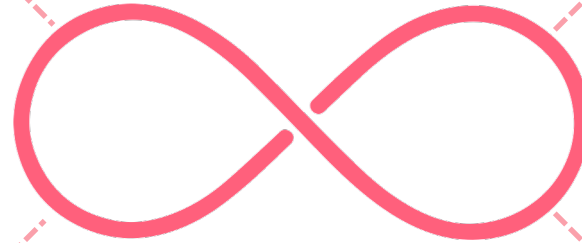
- Communication strategy
- Definition of use cases
- Training / Workshop
- Adoption & change kit



## BENEFIT FROM THE BEST

### *IT expertise and consulting*

- Governance
- Opportunity study
- Experience feedback
- Sharing of best practices





# "GO TO" AVD OFFER

## KICK OFF PROJECT FRAMING AND TARGET ARCHITECTURE DEFINITION

### POC CREATION

- Resource Group
- Virtual Network / Subnet
- Security
- Deployment of AADS (Active Directory Domain Services)

## IMPLEMENTATION OF AZURE VIRTUAL DESKTOP ARCHITECTURE

- Host Pool
- Collection
- Access rights
- Configuration

## CREATING A TEMPLATE WITH OFFICE 365 AND A BUSINESS APPLICATION

## INSTALLATION DOCUMENTATION & DELIVERABLE TO CONNECT TO AVD FARM

## INTERCONNECTION, ETC.

## "GO TO" AVD OFFER:

price on request

## PREREQUISITE:

- Availability of contacts

# CONTINUOUS IMPROVEMENT OFFER

## FRAMING & INITIALIZATION

- Consideration of the technical and functional environment.
- Recommendations
- Summary report

## RECURRING VISITS (MINIMUM 4 POINTS PER YEAR)

- Technical point - Interaction with a named business contact to collect/respond to expectations
- Business point - Interaction with a named business contact to collect/respond to expectations
- Intervention report with action plan and treatment of points.

**CONSULTING & EXPERTISE** (time spent - remote (mail/Teams/phone) *(to be defined)*)

**EXPERTISE INTERVENTION PLANNED ON SITE** (Number of days to be defined)

**SUPPORT 9H/18H 5/7** (Number of hours to be defined)

- Incident opening
- Treatment and scale up to the first support

## CONTINUOUS IMPROVEMENT OFFER:

Example -

8 900 € HT per year on the basis of:

- 4 points per year,
- 7 hours of remote consulting,
- 2 days of scheduled on-site expertise,
- 5 hours of support.

## PREREQUISITE:

- Availability of contacts