On-Demand Workstation
A leading Partner for Premium Consulting, Solutions & Managed Services for Microsoft.
Your preferred partner in EMEA
Sized for agility and trust

- 1200 specialists
- 2100 certifications
- 17 countries of presence
- Global Managed Services (Azure and M365)

Partner of the Year 2019-2023
Azure expert MSP
18 Specializations
6 Partner Solution Designations
Global Partner

Microsoft Skills present
M Cloud Countries
Global Managed Services (Azure and M365)
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.

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

Data: With an agile and ubiquitous Data platform, you can drive data intelligence in all your business actions.

Applications and digital products: Ensure that you can innovate at the pace of the fast changing market expectations.

Employees: Create a collaborative work environment where collective intelligence drives creativity and innovation.

Cybersecurity: Take a risk based approach, tailored to keep your organisation at the right level of security and compliance.

Your digital Future
Our competencies:
The multidisciplinary holistic approach

<table>
<thead>
<tr>
<th>Re-imagine &amp; Co-design</th>
<th>Enforce security &amp; compliance</th>
<th>Build &amp; Migrate</th>
<th>Adopt, Modernize &amp; Innovate</th>
<th>Operate &amp; Optimize</th>
</tr>
</thead>
<tbody>
<tr>
<td>What is your status quo? What is the right digital mix for your business?</td>
<td>Rather than being a blocker, make security &amp; compliance an enabler of your digital future by integrating security from the start.</td>
<td>Your new digital architecture requires a solid foundation and proven best practices to efficiently go from planning to successful migration</td>
<td>Modernise your Apps and fully exploit cloud native capabilities to innovate your digital products faster than your competition.</td>
<td>Manage your cloud estate to higher levels of performance and economies, while continuously leveraging cloud platform innovation.</td>
</tr>
</tbody>
</table>

This framework can be duplicated for your projects on the 3 Microsoft clouds.
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
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 365
- Conditional access
- Multi-factor authentication
- Role-based access control (RBAC)

AZURE
- 90 compliance offerings
- 3,500 global cybersecurity experts
- 6.5 trillion global signals per day
- 1 billion annual investment in cybersecurity

AZURE VIRTUAL DESKTOP
- Reverse login
- Azure AD authentication
- Virtual machines attached to AD
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
Top ten Citrix value adds to Windows Virtual Desktop

**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.

**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.

**Citrix app Protection and Watermarking**
Protect your environment from accidental or malicious data leakage.

**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.

**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.

* Windows 10 Enterprise support available only in Azure.
Windows 365, your Windows in the cloud

- Liked by user
- Approved by the IT department

- Broadcast on any device
- Always ready and updated
- Personal and friendly
- Scalable and resilient
- Predictable costs
- Simple to purchase, deploy, and manage
## A solution to a need

<table>
<thead>
<tr>
<th>Control Plane</th>
<th>Azure Virtual Desktop</th>
<th>Azure Virtual Desktop</th>
</tr>
</thead>
<tbody>
<tr>
<td>Azure Subscriptions</td>
<td>Microsoft-managed, except networking</td>
<td>Fully Microsoft-managed</td>
</tr>
<tr>
<td>Compute</td>
<td>Microsoft-managed, no direct admin access to VMs</td>
<td>Customer-managed, usage-based cost, flexible</td>
</tr>
<tr>
<td>Storage</td>
<td>Microsoft-managed, fixed cost, not flexible, challenging to back up</td>
<td>OS disks, FSLogix, customer-managed, usage-based, flexible, easy to back up</td>
</tr>
<tr>
<td>Networking</td>
<td>Customer-managed, use-based cost, flexible routing, IPs, and security</td>
<td>Microsoft-managed, fixed cost, no direct admin access, no flexibility</td>
</tr>
<tr>
<td>User profiles</td>
<td>No FSLogix used</td>
<td>FSLogix optional</td>
</tr>
<tr>
<td>Identity</td>
<td>Hybrid AD join required, Azure AD DS is not supported</td>
<td>Azure AD join only. No AD DS option.</td>
</tr>
</tbody>
</table>
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