



DaaS Manager



About us



A Redmond based startup from People Tech Group launches a suite of powerful, intuitive tools to help manage desktop environments OnPremise & cloud

Origins as an ISV

- Developed complete IT in the cloud practice
- Hundreds of customers fully in the cloud

2017 - 2018

RDS on Azure

- Assessment and migration of RDS workload to Azure
- Built Azure RDS Manager console to accelerate RDS on Azure



The best platform to setup, manage, track scale RDS/ RDML on Azure

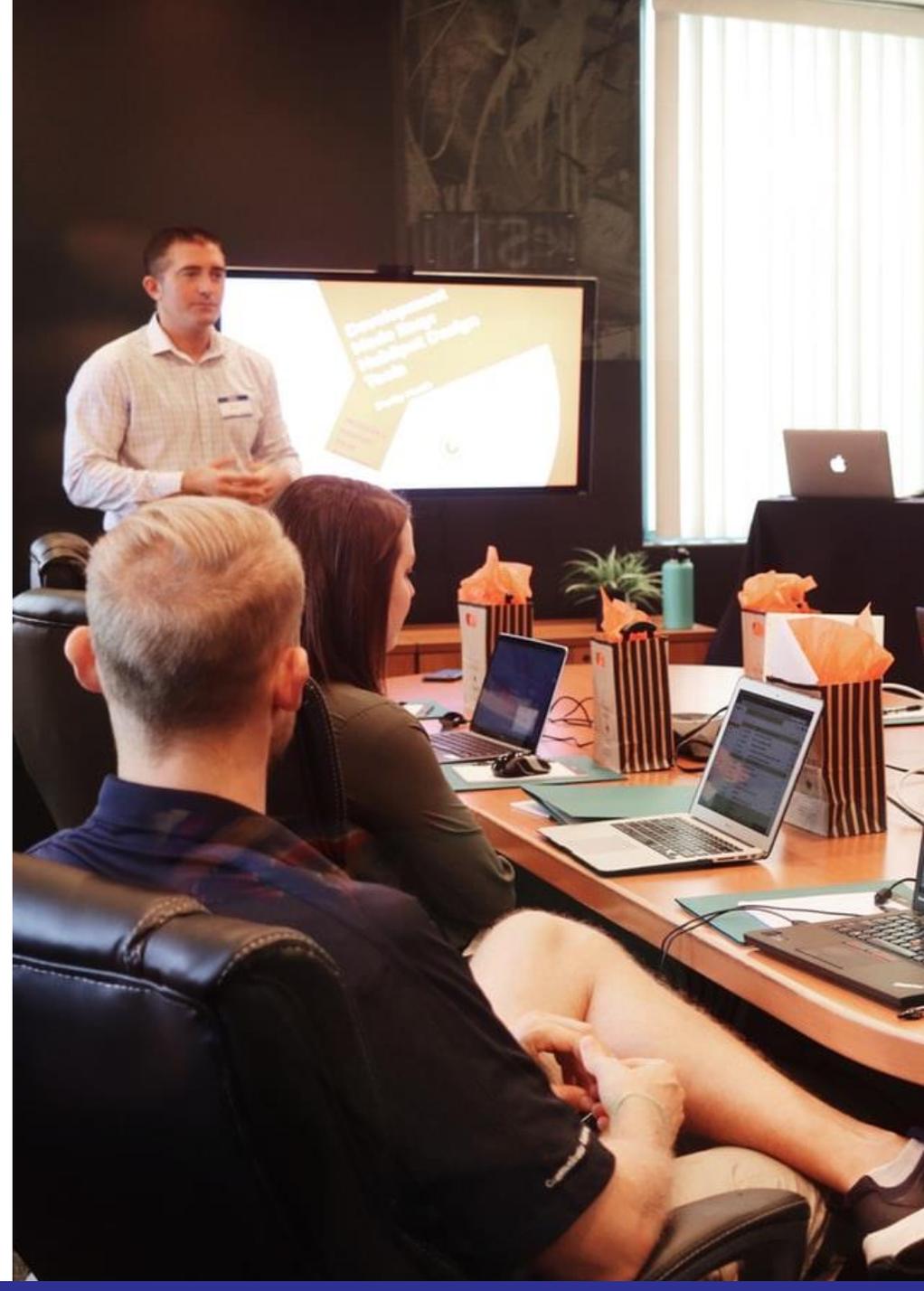
Our Mission & Experience

Simple solutions to manage + monitor the Modern Workplace (On Premise & Cloud)

To drive every organization to empower employees with a secure and self-managed modern desktop infrastructure.

As a Microsoft Partner we logged over 50 combined years of experience during Microsoft's transition from RDS to RDS on Azure and now for WVD

Nobody has more WVD experience than we do!!



Our Products

DaaS Manager: A WVD accelerator platform to manage, monitor and modernize the desktop infrastructure on Azure
Unified solution to manage WVD and M365 workloads

WaaS Manager: A holistic solution to migrate windows 7 to windows 10 with a seamless app & hardware compatibility on on-premises or on cloud



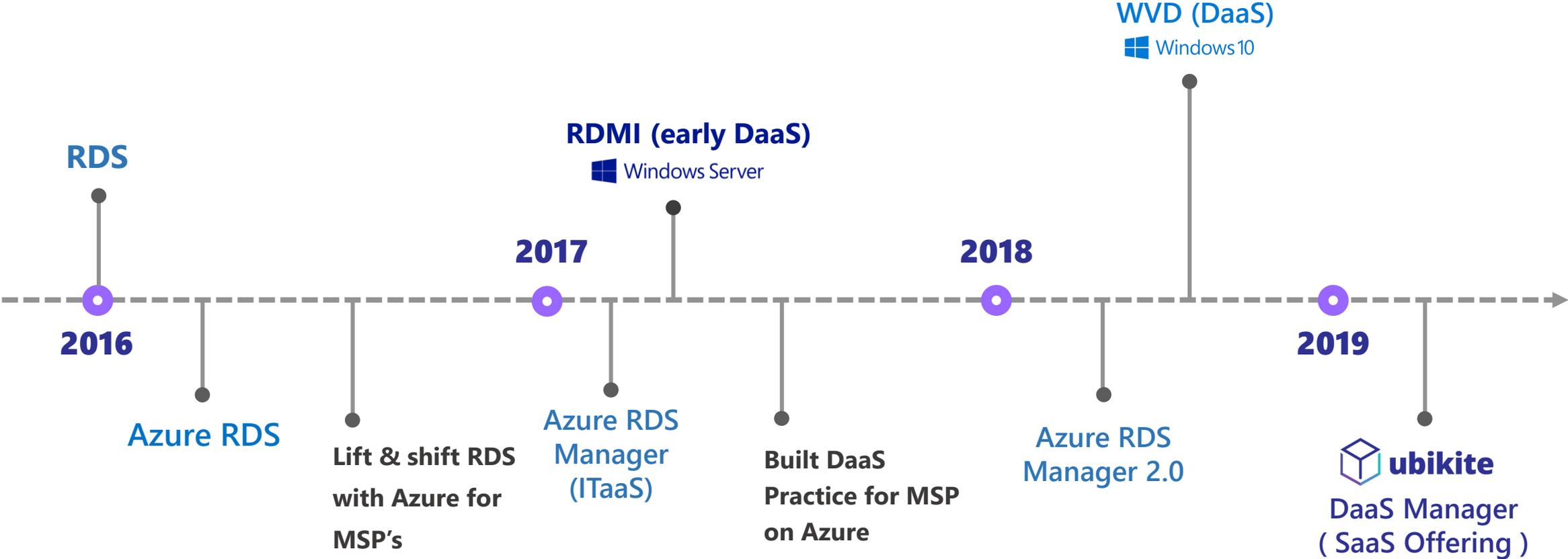
Ubikite DaaS Manager

Ubikite DaaS Manager helps organizations of all sizes to access cost-saving, enterprise-grade virtualized desktop infrastructure!

- ✓ Azure-exclusive solution provider, is uniquely-equipped to assess cloud readiness and adapt DaaS efficiently.
- ✓ Provides a comprehensive WVD + M365 toolkit for IT managers.
- ✓ We offer tools and services that make enterprise-grade software simpler
- ✓ Facilitates enterprise-grade infrastructure without the enterprise-grade costs.



Our Journey: RDS ↔ WVD



Value



Simple

Makes desktop infrastructure management simple than ordering lunch



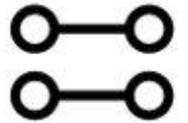
Seamless

Seamless experience to manage, monitor and remediate user sessions



Intelligent

Intelligent scaling & backup services to optimize the cost



Unified

Unified platform for managing the modern workplace
(WVD, M365, Azure etc..)

Capabilities



Capabilities



Deploy

Assess, migrate to efficient desktop infrastructure with shortest time-to-implementation



Manage

Control all your WVD resources from one centralized plane



Monitor

Real-time visualization allows you to quickly find and fix issues proactively.

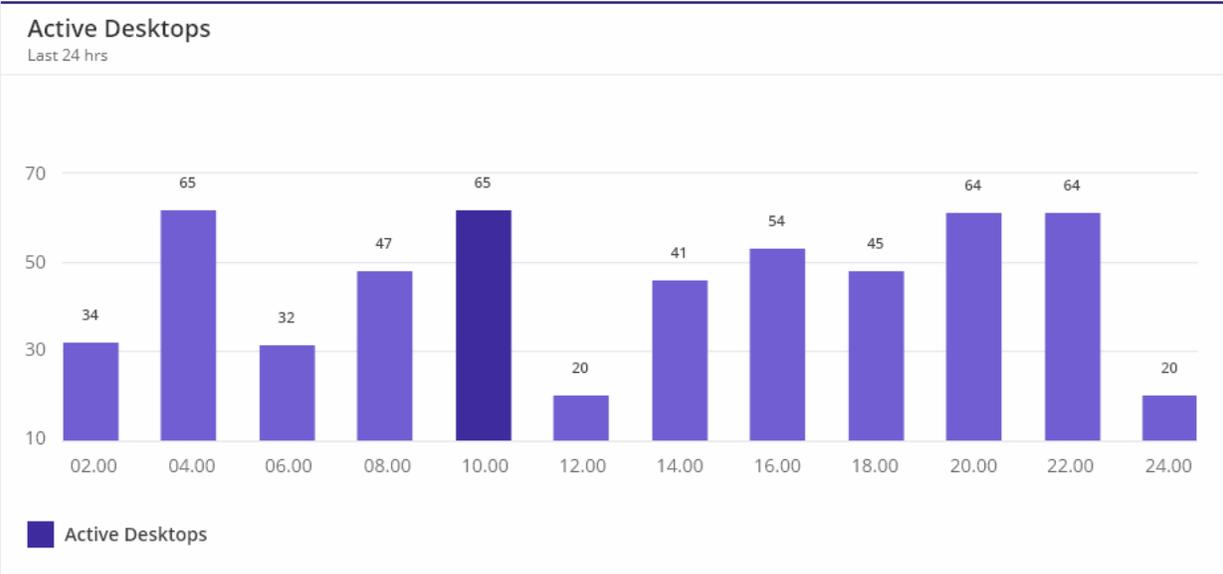


Optimize

Lower total cost of ownership, quicker recovery time

Management Overview - AdventureWorks

- Workgroups**
36 ↑ 8
- Desktops**
40 of 57 ↓ 3
- Users**
60 of 89 ↓ 12
- Apps**
40 ↓ 14

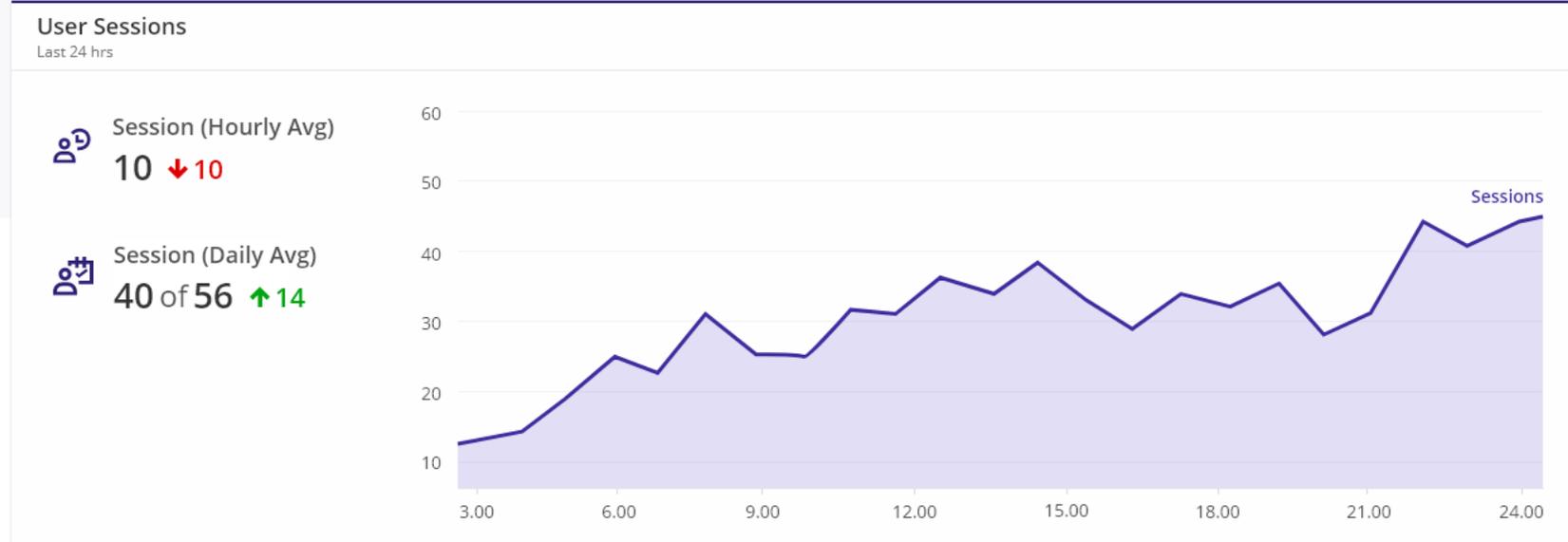


Activity

Last 24 hrs

Today

- JH** Jack Howden initiated Desktop Application on Desktop00 (Accounting) at 12:33:11, 2019-05-03
- RL** Robert Larsson and 2 others initiated Desktop Application on Desktop02 (Accounting) at 12:33:11, 2019-05-03
- JH** Jack Howden initiated Desktop Application on Desktop00 (IT Services) at 12:33:11, 2019-05-03
- RL** Robert Larsson and 2 others initiated Desktop Application on Desktop00 (Human Resources) at 12:33:11, 2019-05-03
- JH** Jack Howden initiated Desktop Application on Desktop01 (Accounting) at 12:33:11, 2019-05-03
- RL** Robert Larsson and 2 others initiated Desktop Application on Desktop00 (Product design) at 12:33:11, 2019-05-03
- JH** Jack Howden initiated Desktop Application on Desktop00 (Product design) at 12:33:11, 2019-05-03
- JH** Robert Larsson initiated Desktop Application on Desktop01 (Product design) at 12:33:11, 2019-05-03
- JH** Jack Howden initiated Desktop Application on Desktop00 (Product design) at 12:33:11, 2019-05-03
- JH** Robert Larsson initiated Desktop Application on Desktop01 (Product design) at 12:33:11, 2019-05-03
- JH** Jack Howden initiated Desktop Application on Desktop00 (Product design) at 12:33:11, 2019-05-03
- JH** Robert Larsson initiated Desktop Application on Desktop01 (Product design) at 12:33:11, 2019-05-03



Home > View Organization

AdventureWorks Organization [Edit](#)

Sort by: Newest first View: All

The AdventureWorks Database supports a fictitious, multinational manufacturing company called Adventure Works Cycles.

25 Workgroups + Create New	100 Users + Create New	60 Appgroups + Create New	30 Desktops + Create New	10 VM Images View Gallery	Settings ↗
---------------------------------------------------------	-----------------------------------------------------	--------------------------------------------------------	-------------------------------------------------------	--------------------------------------------------------	-----------------------------------

Workgroups (25) [Manage all workgroups](#)

[+ Create New](#) [Tile View](#)

Accounting ↗ accounting Healthy Max Session Limit: 20 Load Balancer Type: Depth first 18 Users 12 Desktops	Human Resources ↗ human-resources Unhealthy Max Session Limit: 20 Load Balancer Type: Depth first 18 Users 12 Desktops	IT Services ↗ it-services Healthy Max Session Limit: 20 Load Balancer Type: Depth first 18 Users 12 Desktops	Product Design ↗ product-design Healthy Max Session Limit: 20 Load Balancer Type: Depth first 18 Users 12 Desktops	Sales & Marketing ↗ sales&marketing Unhealthy Max Session Limit: 20 Load Balancer Type: Depth first 18 Users 12 Desktops	Engineering ↗ engineering Unhealthy Max Session Limit: 20 Load Balancer Type: Depth first 18 Users 12 Desktops
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Show more

Users (100) [Manage all users](#)

[+ Create New](#) [Tile View](#)

AH Ashely hare ↗ New Content writer Email: ashley.hare@outlook.com	DJ Don john ↗ New Systems engineer Email: don.john@outlook.com	MM Michael Maddows ↗ New Service Manager Email: Michael.maddows@outlook.com	KR Kati Roseberry ↗ Data Scientist Email: kati.roseberry@outlook.com	WF Warren Filkins ↗ IT Specialist Email: warren.filkins@outlook.com	PK Paul Kinner ↗ Security Administrator Email: paul.kinner@outlook.com
--------------------------------------------------------------------------------------------------------------	----------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------------------------	---------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------

Show more

Appgroups (60) [Manage all appgroups](#)

[+ Create New](#) [Publish New App](#) [Tile View](#)

Desktop Appgroup 01 (Accounting) ↗ desktop-01-accounting Only full desktop session available	Remote Appgroup 00 (Accounting) ↗ remote-00-accounting	Office appgroup (Accounting) ↗ office-00-accounting	Remote Appgroup 01 (Accounting) ↗ remote-01-accounting	Remote Appgroup 02 (Accounting) ↗ remote-02-accounting	Remote Appgroup 03 (Accounting) ↗ remote-03-accounting
---------------------------------------------------------------------------------------------------------------------------	----------------------------------------------------------------------------------	-------------------------------------------------------------------------------	----------------------------------------------------------------------------------	----------------------------------------------------------------------------------	----------------------------------------------------------------------------------

Monitoring Overview - AdventureWorks

Show data from last **6 hrs** 8 hrs 12 hrs 24 hrs

Auto Data Refresh : 5 Mins [Refresh](#)

Last Update : 17/05/2019, 00:26:54

Healthy ✔ **433**

70% of 619 Desktops

Low Disk Space ↓ **74**

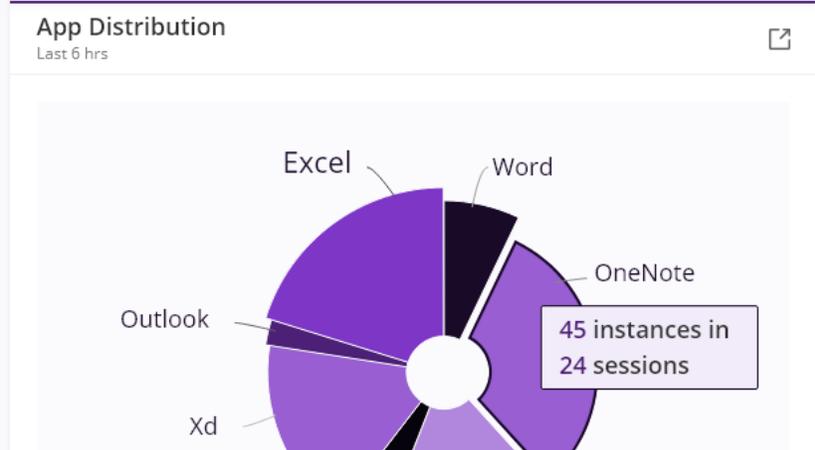
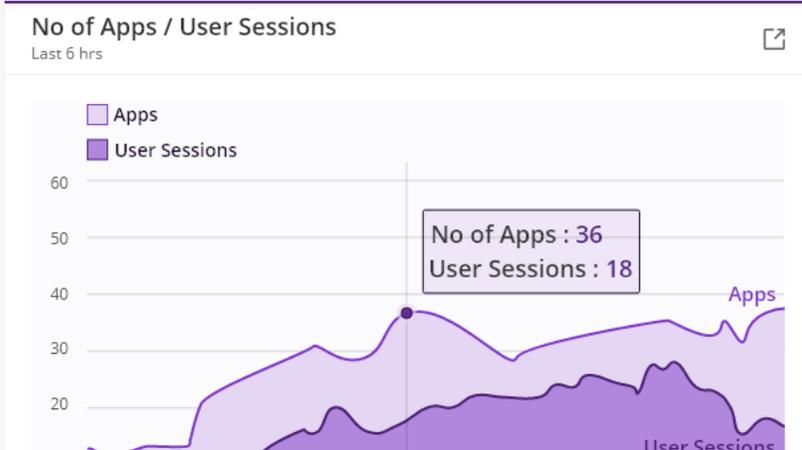
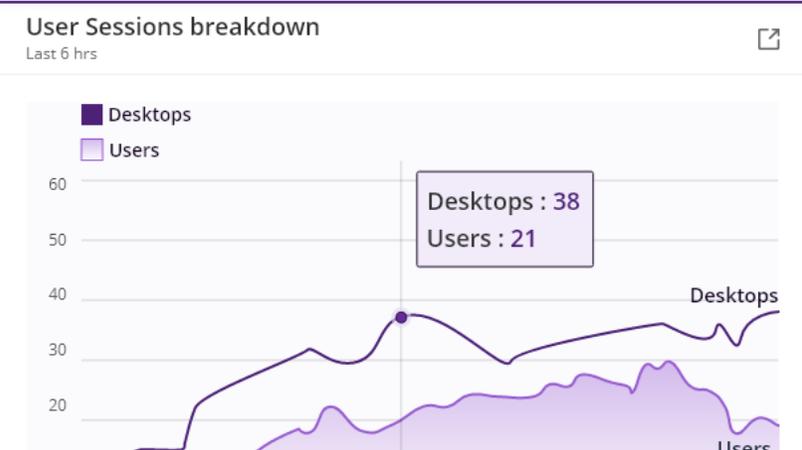
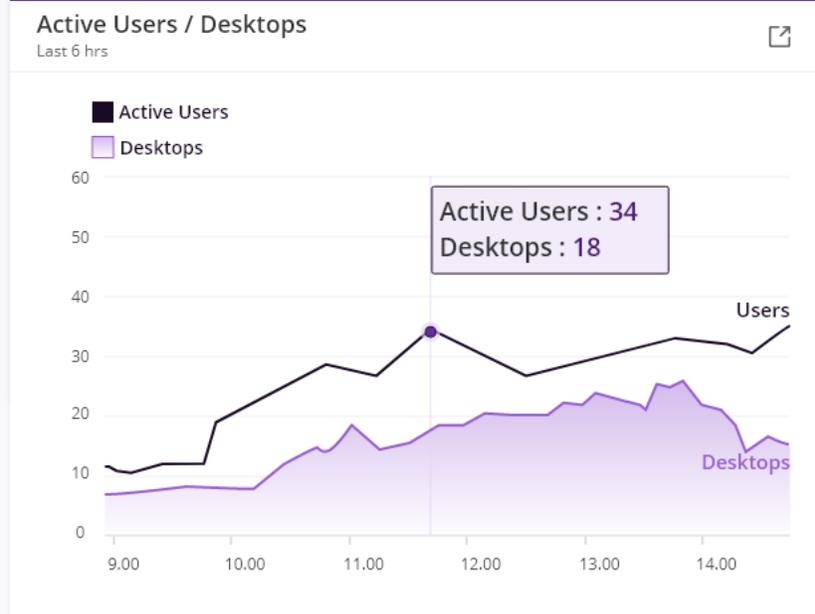
12% of 619 Desktops

Unhealthy ✘ **50**

8% of 619 Desktops

Peak Usage ↑ **62**

10% of 619 Desktops



Desktop 00 (Accounting) ✓ Healthy Drain mode : Off [Edit](#)

[Quick actions](#)

Fully Qualified Domain : win10-O365-01.PeopleTechCSP.onmicrosoft.com

23
User Sessions

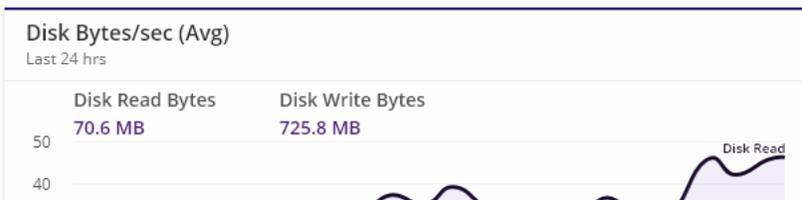
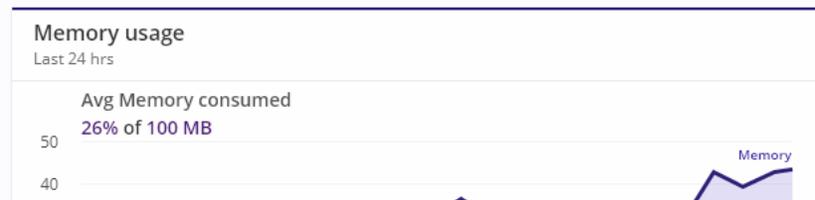
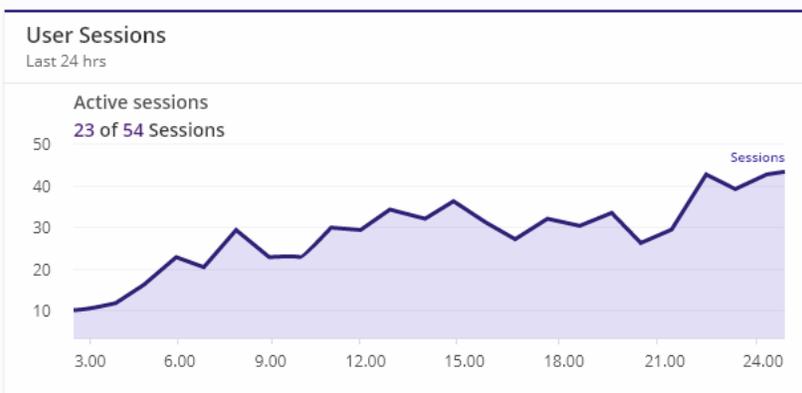
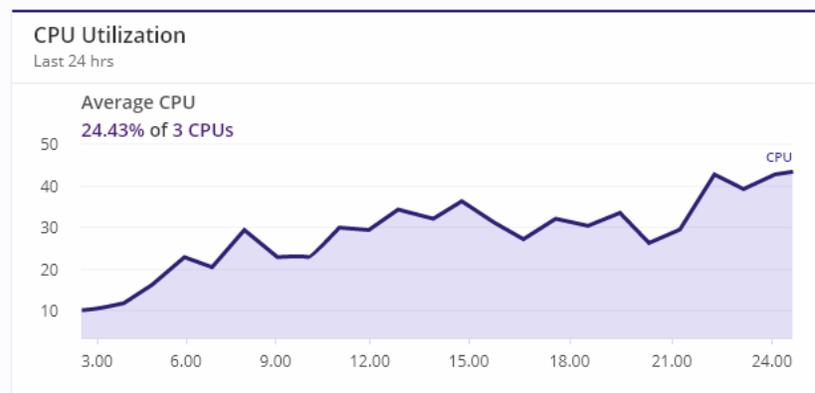
24.43%
CPU Utilization

26%
Memory usage

70.6 MB
Disk Read Bytes

72.5 MB
Disk Write Bytes

Status Running	Last Heart Beat 12:35:53, Aug 26 2018	Operating System Windows Server 2019 Datacenter	Public IP address 40.76.54.250
Location West Europe	Last Restart 12:35:53, Aug 26 2018	Size Basic A2	Private IP address 10.8.0.4



Session activity

Last 24 hrs

Today

- AH Ashely hare initiated [Desktop Application](#) on [Desktop00 \(Accounting\)](#) at 12:33:11, 2019-05-03
- AH Ashely hare and 2 others initiated [Desktop Application](#) on [Desktop02 \(Accounting\)](#) at 12:33:11, 2019-05-03
- AH Ashely hare initiated [Desktop Application](#) on [Desktop00 \(IT Services\)](#) at 12:33:11, 2019-05-03
- AH Ashely hare and 2 others initiated [Desktop Application](#) on [Desktop00 \(Human Resources\)](#) at 12:33:11, 2019-05-03
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- AH Ashely hare initiated [Desktop Application](#) on [Desktop01 \(Accounting\)](#) at 12:33:11, 2019-05-03

Ashely Hare

Show data from : Last 7 days



Ashely hare

[Edit Profile](#)

[Change photo](#)

Account [Settings](#)

IDENTITY

Username / Email Ashely.hare@contoso.com	Display Name Ashley hare
Job Title Content writer	Reports to Paul Kinner (Marketing Director)
Organization Name Contoso	Roles User
Department Marketing	Multifactor authentication Enabled

CONTACT INFORMATION

Phone number +1 (123) 4567890	Work Phone (222) 333-5526
Email Ashely.hare@contoso.com	Mobile +1 212 775 9012

GROUP MEMBERSHIPS

Workgroups (5) Accounting Human Resources IT Services Sales & Marketing Engineering	Appgroups (1) Desktop Application
	Office 365 group (1) Office365 ProPlus

LICENSES (1)

Office 365 Business Premium	Location United States
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Apps

Last 7 days

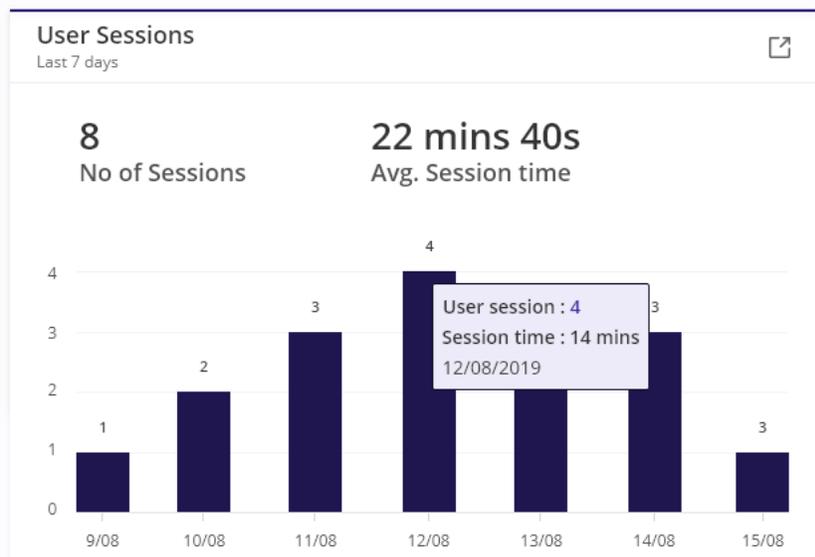
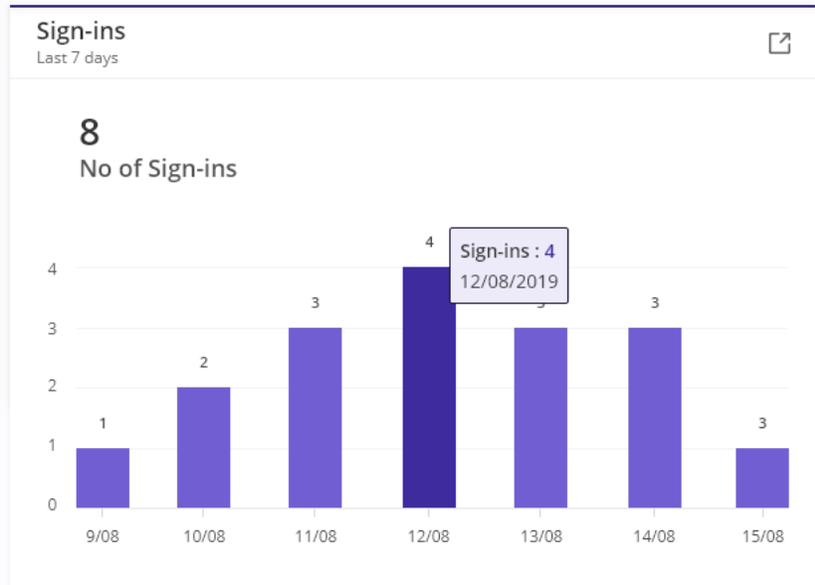
Microsoft Word <small>Most recent</small>	Microsoft Powerpoint <small>Most recent</small>	Adobe Reader <small>Most recent</small>	Notepad
Analytics	Marketing	Microsoft Excel	Calculator
Finance	Microsoft Outlook	Movie maker	

Session activity

Last 7 days

Today

- Ashely hare initiated Desktop Application on Desktop00 (Accounting) at 12:33:11, 2019-05-03
- Ashely hare and 2 others initiated Desktop Application on Desktop02 (Accounting) at 12:33:11, 2019-05-03
- Ashely hare initiated Desktop Application on Desktop00 (IT Services) at 12:33:11, 2019-05-03
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Demo

The image displays several screenshots of the ubiKite Desktop Manager interface, illustrating its capabilities in monitoring and managing a virtual desktop environment (VDE).

- Organization Dashboard:** Shows a high-level overview of the organization's resources, including 25 Workgroups, 100 Users, 60 Appgroups, 30 Desktops, and 10 VM Images. It lists various workgroups like Accounting, IT Services, Product Design, Sales & Marketing, Engineering, and Finance, along with their respective health and resource usage.
- Monitoring Overview - AdventureWorks:** A detailed dashboard for a specific VDE. It features a status bar with 433 Healthy, 74 Low Disk Space, 50 Unhealthy, and 62 Peak Usage desktops. It includes a heatmap of desktop activity, a line graph for Active Users/Desktops (34 users, 18 desktops), and a pie chart for App Distribution (Excel, Word, Outlook, Publisher, Powerpoint, OneNote).
- Desktop Activity:** A heatmap showing the status of individual desktops over time, with a pop-up for a specific desktop (Desktop 00) showing its health, disk space, and user session details.
- User Sessions Breakdown:** A line graph showing the number of active desktops and users over time, with a callout indicating 38 desktops and 21 users.
- No of Apps / User Sessions:** A line graph showing the number of active apps and user sessions over time, with a callout indicating 36 apps and 18 user sessions.
- App Distribution:** A pie chart showing the distribution of applications across the VDE, with 45 instances in 24 sessions.
- Connection Activity:** A table showing connection logs with columns for Start Date, End Date, User, Client IP Address, Duration, Error, and Session Date.
- External connection error codes:** A table showing error codes and their corresponding messages.
- Desktop 00 (Accounting) Details:** A detailed view of a specific desktop, showing 23 User Sessions, 24.43% CPU Utilization, 26% Memory usage, 70.6 MB Disk Read Bytes, and 72.5 MB Disk Write Bytes. It also displays system information like OS (Windows Server 2019 Datacenter), size (Basic A2), and IP addresses.
- Session activity:** A list of recent session events, such as "Ahlye hare initiated Desktop Application on Desktop0 (Accounting)" and "Robert Larson initiated Desktop Application on Desktop0 (Accounting)".
- Management Overview - AdventureWorks:** A summary dashboard showing 36 Workgroups, 40 of 57 Desktops, 60 of 89 Users, 40 Apps, and 10 User Sessions. It includes a bar chart for Active Desktops and a line graph for Session (Hourly Avg) and Session (Daily Avg).
- Activity:** A list of recent activity events, such as "Jack Howden initiated Desktop Application on Desktop0 (Accounting)" and "Robert Larson initiated Desktop Application on Desktop0 (Accounting)".

Use cases



ITaaS (SMC)

Full win 7 migration from on-prem to Azure

Completely eliminate the need for local infrastructure

Lift & shift your multi-session infrastructure



RDS on Azure

Extend existing IT into Azure for remote users

Replace existing on-prem RDS deployments with WVD

Phase-in from onpremise to Cloud



DaaS

Desktop-as-a-Service

Always up to date platform with security & stability from Windows 10

Support call center or remote offices environments

WVD and Citrix (XenDesktop/ XenApp) Compete

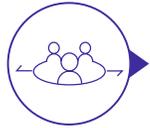
Section Description

Windows Virtual Desktop (WVD) will compete against Citrix. in our target scenarios

		Windows Virtual Desktop	CITRIX XenDesktop	CITRIX XenApp
		Desktop and app streaming service	Private Cloud desktop service	App streaming service
	Replace/Migrate on-prem virtual desktop deployments	Migrate workloads to cloud for flexibility and cost savings Reduce management complexity and enhance security Modernize infrastructure	✓	✓
	Sell New Windows Virtualization	Provide modern, consistent, and secure Windows 10 user experience at low cost	✓	✓
	Manage Win 7 End of Support with WVD	Continue running Win7 apps, while modernizing your PC footprint	✓	

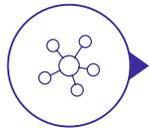
WVD is differentiated compared to Citrix

Differentiated Customer Benefits for WVD



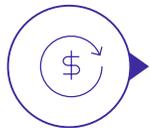
Windows 10 Multi-session

- 1 The only way to deploy Windows 10 Multi-session



Product Capabilities

- 2 Single-service offering for both virtual desktop and RemoteApp
- 3 Enhanced security via reverse connect technology and AAD integration

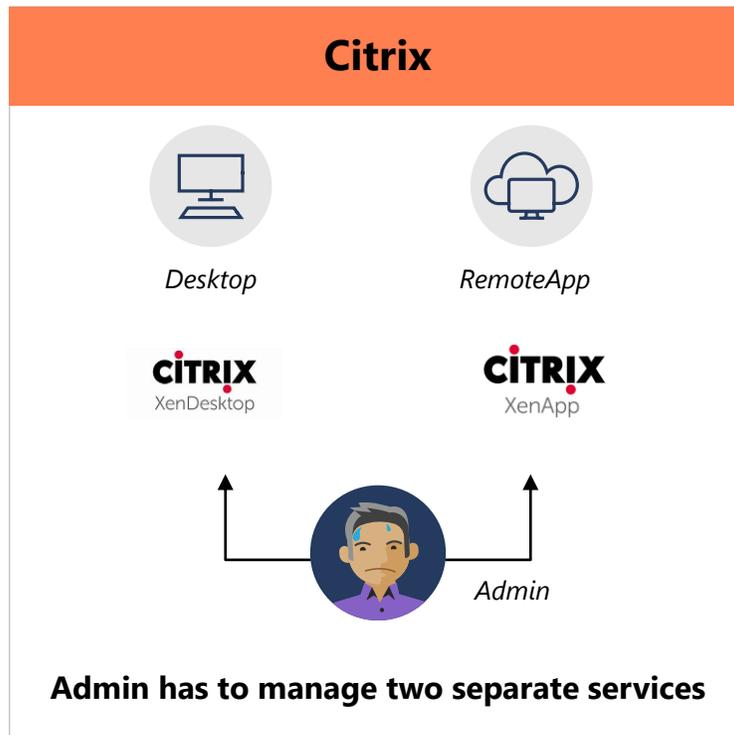
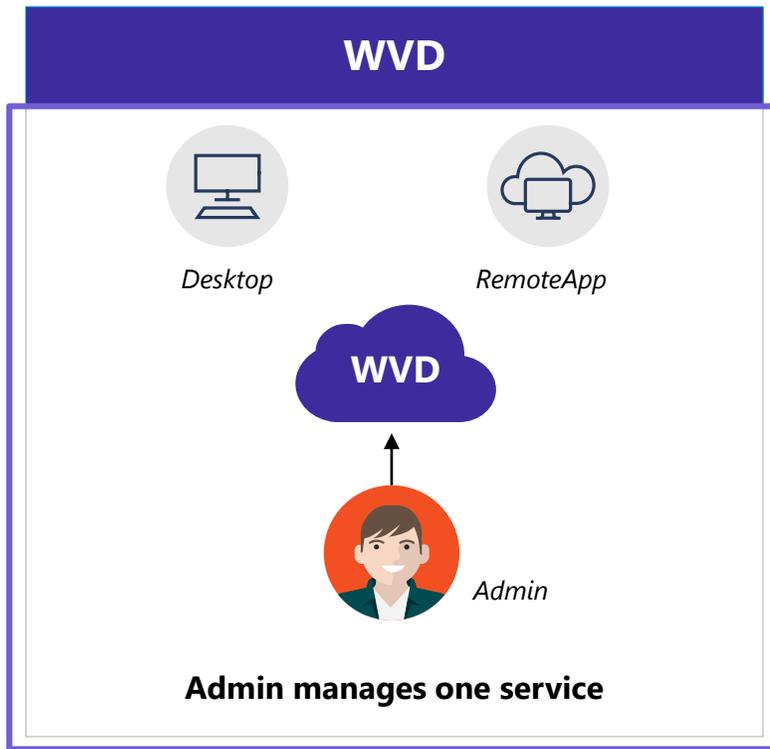


Economics

- 4 Delivers native Windows 10 experience at advantaged cost
- 5 Includes 3-year Windows 7 Extended Security Updates

2 WVD is a single-service offering for both virtual desktop and RemoteApp

- Citrix customers have to manage two separate services for virtual desktops and apps
- WVD customers manage one service for both virtual desktop and RemoteApp



WVD Customer Benefit

Customer learns and manages one service for both VDI and session host deployments – simpler and require less time

1 The only way to deploy Windows 10 Multi-session

- With XenDesktop, customers can only deploy single-session personal desktops
- WVD customers can choose from a diverse range of deployment models, including Windows 10 Multi-session
- WVD can deliver pooled deployment with persistent end-user experience



WVD		
OS	Single-session	Multi-session
Windows 10	✓	✓
Windows 7	✓	
Windows Server	✓	✓
	Personal	Pooled
Environment Type	✓	✓

Citrix XenDesktop		
OS	Single-session	Multi-session
Windows 10	✓	✗
Windows 7	✓	
Windows Server	✓	✗
	Personal	Pooled
Environment Type	✓	✗

WVD improves user experience with local drive redirection capability and strong multi-monitor support

Product Capabilities		WVD	Citrix XenDesktop
Protocol	RDP / PCOIP	RDP	PCOIP
	UDP Audio	✗	✓
	Local Drive Redirection 2	✓	✗
	Local Printing Redirection	✓	✓
	Audio Redirection	✓	✓
	Video Redirection	✓	✓
	Clipboard Redirection	✓	✓
	Supported Peripherals	Keyboard, mouse Touch input; audio output to client device; analog and USB headsets ¹	Keyboard, mouse Touch input; audio output to client device; analog and USB headsets
	Multi-monitor Support 3	Max 16 monitors (Up to 8k resolution each)	Max 4 monitors (up to 4k resolution)
Key Benefits	2 3 WVD improves user experience with local drive redirection capability and strong multi-monitor support		1 XenDesktop customers enjoy low-latency audio

WVD Differentiation

XenDesktop Differentiation

Deployment and Client Support

DIFFERENCES

		Windows Virtual Desktop	XenDesktop	XenApp
Deployment and Client Support	OS Support	Win7, Win10, Win10 multi-session , WS 2012, WS 2016, WS 2019	Win7 ¹ , Win10 ¹ , WS 2008 R2² , WS 2016 ³ , Linux	WS 2012 R2
	Deployment	Server-based, Client-based	Server-based, Client-based ¹	Server-based
	Session Model	Single-session, Multi-session	Single-session	Multi-session
	Environment Types	Personal, Pooled	Personal	Pooled
	Service	Desktop and RemoteApp	Desktop	App
	Application Publishing	Windows applications, SaaS/ Web applications		Windows applications, SaaS/ Web applications
	Client Support	Windows, MacOS / iOS, HTML5, Android, Linux ⁴	Windows, MacOS / iOS, HTML5, Android, Linux, Chromebook	Windows, HTML5
	Customization and Extensibility	Support custom branding (limited) Rest APIs to enable integration	Rest APIs to enable integration	

WVD is the only way to deliver Windows 10 multi-session experience along with other diverse deployment support to fit customer needs

WVD Differentiation

WorkSpaces Differentiation

Deployment and Client Support		WVD	Citrix Xen Desktop
OS Support	Windows 10 multi-session 1	✓	✗
	Windows 10	✓	✓ ¹
	Windows 7	✓	✓ ¹
	Windows Server 2019	✓	✗
	Windows Server 2016	✓	✓
	Windows Server 2012 R2	✗	✗
	Windows Server 2008 R2	✓	✓ ²
	Linux	✗	✓
Deployment	Server-based	✓	✓
	Client-based	✓	✓ ¹
Session Model	Single-session	✓	✓
	Multi-session 2	✓	✗
Environment Types	Personal	✓	✓
	Pooled	✓	✗
Key Benefits	1 WVD is the only way to deliver rich Windows 10 multi-session experience		3 Citrix supports Linux virtual desktop
	2 WVD offers diverse deployment support to fit customer needs		

WVD is a single-service offering for both virtual desktop and RemoteApp

Deployment and Client Support		WVD Differentiation		WorkSpaces Differentiation	
		WVD	XenDesktop	XenApp	Not Available
Service	Virtual Desktop	1 ✓ (One Service)	✓	✗	
	Virtual App		✗	✓	
Client Support	Windows	✓	✓	✓	
	MacOS / iOS	✓	✓		
	HTML5	✓	✓	✓	
	Android	✓	✓		
	Chromebook	✗	2 ✓		
	Linux	✓ ¹	✓		
Customization and Extensibility	Support custom branding	✓ (limited)	✗		
	Rest APIs to enable integration	✓	✓		
Application Publishing	Windows applications	✓	✗	✓	
	SaaS/ Web applications	✓	✗	✓	
Key Benefits		1 WVD is a single-service offering for both virtual desktop and RemoteApp	2 XenApp has stronger non-Windows client support		

Win10 single-session (pooled) in WVD vs. Citrix Windows bundle Standard option - BYOL

Cost Driver

	WVD	XenDesktop (Windows bundle Standard option - BYOL)
Deployment	Windows 10 single-session (pooled)	Windows 10 single-session (personal)
Infrastructure		
Region	US East	US East
vCPU	2 (VM: B2S)	2
Memory	4 GB (VM: B2S)	4GB
# Users per VM	1	1
OS Disk / Root Volume	127 GB	80 GB
Profile Storage / User Volume ²	64 GB	50 GB
Billing Option	1-year Reserved Instance	Monthly
Peak Concurrency	80%	N/A
Infrastructure Cost (per user per month)	\$29¹	
Licensing		
Windows 10 Enterprise	Free with M365, Software Assurance	BYOL, Citrix Licensing applies
Total Cost (per user per month)	\$29¹	\$87

Win10 multi-session (pooled) in WVD vs. WorkSpaces Windows bundle Standard option - BYOL

Cost Driver

	WVD	XenDesktop (Windows bundle Standard option - BYOL)
Deployment	Windows 10 multiple-session (pooled)	Windows 10 single-session (personal)
Infrastructure		
Region	US East	US East
vCPU	4 (VM: D4s v3)	2
Memory	16GB (VM: D4s v3)	4GB
# Users per VM	6	1
OS Disk / Root Volume	127 GB	80 GB
Profile Storage / User Volume ²	64 GB	50 GB
Billing Option	1-year Reserved Instance	Monthly
Peak Concurrency	80%	N/A
Infrastructure Cost (per user per month)	\$20¹	
Licensing		
Windows 10 Enterprise	BYOL	BYOL
Total Cost (per user per month)	\$20¹	\$87

Economics

	Windows Virtual Desktop	Citrix XenDesktop
Packaging	<ul style="list-style-type: none"> Service plus infrastructure 	<ul style="list-style-type: none"> Service Only (Can be bundled with infrastructure on AWS)
Pricing	<ul style="list-style-type: none"> IaaS pricing (usage-based) 	<ul style="list-style-type: none"> Per user, pre-defined pricing
Billing Options	<ul style="list-style-type: none"> Pay-as-you-go (Hourly) 1-year Reserved Instance 3-year Reserved Instance 	<ul style="list-style-type: none"> Hourly Monthly
Bundle Options	<ul style="list-style-type: none"> N/A 	<ul style="list-style-type: none"> Windows bundle (Windows Server based)¹ Windows bundle – BYOL (Windows Client based)^{1, 5}
Compute	<ul style="list-style-type: none"> All VMs available All OS disk size and tiers available 	<ul style="list-style-type: none"> Enterprise specific compute configurations² Enterprise specific Root Volume sizes³
Storage	<ul style="list-style-type: none"> Available Solutions: File Server, Azure NetApp Files, Azure Files All storage tiers and size available 	<ul style="list-style-type: none"> Default Solution (not at customer choice): SSD/HDD volume Enterprise specific User Volume sizes⁴
Networking	<ul style="list-style-type: none"> All networking options available Charged for outbound traffic only 	<ul style="list-style-type: none"> Xen's Virtual Private Network Charged for outbound traffic only (cost not included in the bundle)
BYOL	<ul style="list-style-type: none"> Allowed 	<ul style="list-style-type: none"> Conditionally allowed⁵
RDS CAL	<ul style="list-style-type: none"> Not required for client-based deployment Required for server-based deployment 	<ul style="list-style-type: none"> Do not support bring your own license for RDS CAL RDS licensing fee is additional in the Windows bundle options
Office Use Rights	<ul style="list-style-type: none"> Purchased separately (included if customers own M365) Traffic between O365 and virtual desktop stays in Azure 	<ul style="list-style-type: none"> Additional \$15 per month with "Plus applications bundle" Additional network egress cost for traffic between O365 and Citrix (on AWS)
Others	<ul style="list-style-type: none"> Windows Server license included for session host VMs 3-year Win7 ESU included 	

DaaS Manager & your IT

Our unified console helps IT team to efficiently manage the multi-session virtual infrastructure on Azure and extending your on premises ensuring a single sign on experience for all users.

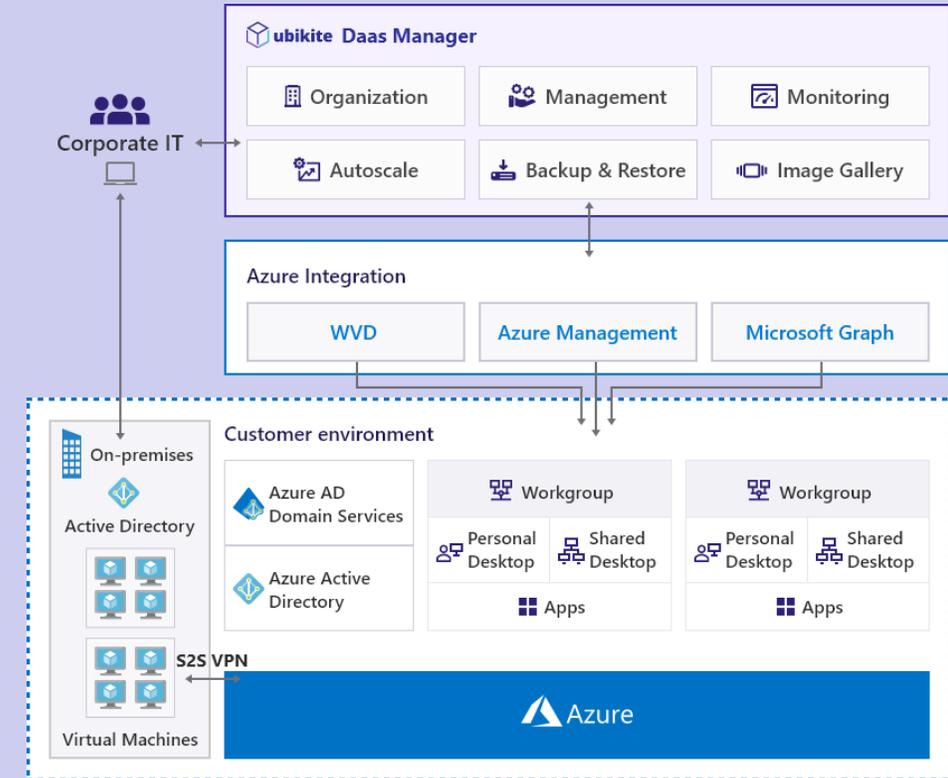
Extends the AD Identity management with AADS and Azure AD

Enables site to site VPN between Azure VM's and your on-premise environment for simplified access (optional)

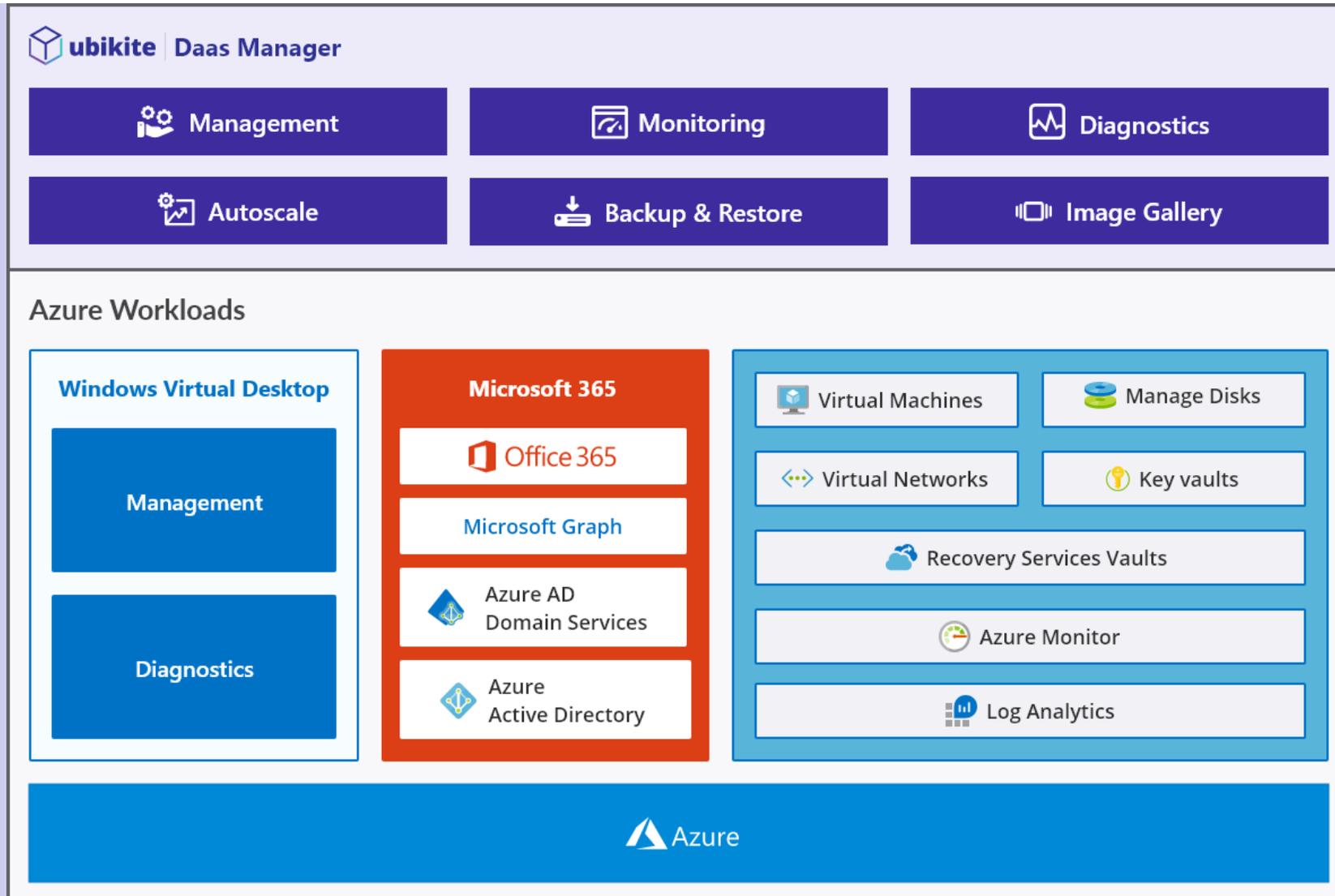
Enables user provisioning, group and access management right within DaaS manager

Create, manage and track resources across workloads with our unified azure integration layer

Secure access from web console to all your resources via key vault



High Level Architecture



High Level Architecture

Web based console for WVD, Azure and M365 management

Deploy and manage multi-session VMs in your Azure subscription

Leverages Azure virtualization infrastructure for hosting

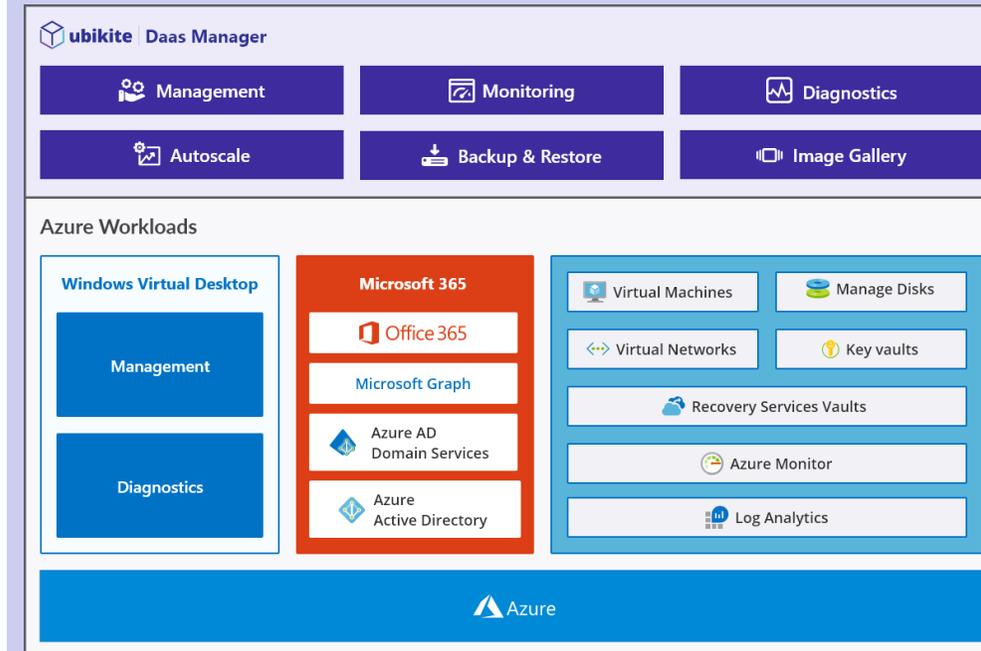
Centralizes logs and diagnostics information with Log Analytics

Manages secure and timely backups with Recovery Services Vaults

Managed Disks for creating custom VM Images in the gallery

User, License and permission management with Microsoft Graph

Secure access to Azure resources with keyvaults



Q&A

Thank you.

