



Tech Data Windows Virtual Desktop

Elevator Pitch

Tech Data Windows Virtual Desktop enables Azure CSP partners to deploy a ready to use Windows Virtual Desktop environment in Microsoft Azure within minutes - to provide more secure access, higher compliance, and to facilitate an increasingly elastic workforce with their specific needs and specialized workloads.

Value Statement

Virtualization helps companies address specific business needs, whether this is to provide more secure access to data/organizational resources and compliance with industry regulations (i.e. FSI, healthcare, government) or to ensure flexibility and business continuity responding to the growing specific needs for remote specialized workload deployment.

Microsoft's newest virtualization technology, Windows Virtual Desktop helps:

- ✓ Employees increase productivity with a seamless virtualized experience on a PC, phone, tablet, or browser as they are with a physical PC sitting right in front of them
- ✓ Simplify management, provisioning, and access to corporate data and apps
- ✓ Accelerate customers cloud adoption and digital transformation journey.
- ✓ Reduce the costs and resources associated with managing on-premises infrastructure
- ✓ Enhance security with role-based access, isolated user sessions and multi-factor authentication.

Tech Data's Windows Virtual Desktop has been designed for Microsoft Azure CSP partners - providing a ready to use Windows Virtual Desktop environment in Microsoft Azure.

Tech Data's Click to Run Solution can help you quickly and easily create a WVD environment with flexible sizing options available through our custom user interface. It creates the Azure Subscription and virtual network and incorporates Azure Active Directory Domain Services for authentication. Tech Data pre-configures the environment based on your specifications allowing you choose the size and quantity of the Host VM pool along with the preferred region for deployment.

Sales Battlecard

Qualifying questions to discover end customer pain points

- ✓ What are your current virtualization capabilities?
- ✓ How are your users able to work remotely?
- ✓ Is your current remote desktop environment capable of scaling and meeting the demands of your business?
- ✓ Do you need or want to have full ownership of the control plane and Desktop VM's?
- ✓ Are you concerned about the compatibility of the application?
- ✓ Have you already invested in RDS infrastructure?
- ✓ Do you currently use Windows 10 Enterprise for your Desktops?
- ✓ Are you considering a Windows 10 deployment or Microsoft 365 purchase?
- ✓ What virtualization options are you considering?



With Windows Virtual Desktop you can set up a scalable and flexible environment with the Tech Data Windows Virtual Desktop Click-to-Run.

Our Click-To-Run solution lowers the implementation time from 1 week to 1 hour, by considerably reducing the deployment steps. The solution's built-in automation only requires you to input the VM settings and the region for deployment.

This opens up to additional cloud services opportunities, including support services and managed services on the cloud infrastructure to be attached to the solution to provide end users with a customized and comprehensive virtualized environment set up.

Key Differentiators

End User customer

- ✓ Create pooled, multi-session resources. Session host VMs utilize multi-session windows 10 based OS. Optimized for O365 ProPlus services (Outlook, OneDrive, Teams)
- ✓ Simplified IT maintenance with Microsoft managing the Web access, Broker, Gateway, Diagnostics and load balancing as part of the Windows Virtual Desktop Service.
- ✓ Allows you to virtualize and publish both Full desktops and Remote Applications.
- ✓ Create as many session hosts as you need to accommodate your workloads.
- ✓ Provide individual ownership through personal (persistent) desktops and user profiles (FsLogix Profiles)

Customers

- ✓ Deploys the only multi-session Windows 10 Virtual Desktop experience.
- ✓ Ability to migrate, deploy and scale Remote desktops and apps in minutes.
- ✓ Help clients with their transition to WVD with the added benefit of Windows 7 extended support.
- ✓ Compatible with Microsoft 365 Business, E3, & E5 subscriptions.
- ✓ Control Plan is Managed by Microsoft reducing IT maintenance and costs.
- ✓ Stay competitive and relevant while expanding your portfolio with a Best-in-Class Cloud solution.
- ✓ Simplified deployment experience: Reduce your manual efforts, crush complexity and accelerate to time to market.
- ✓ No upfront investment required.
- ✓ Full support by Tech Data Solution Centers of Excellence: Azure experts on the field to support & train you.

Next Steps

- Sign up to Microsoft Cloud Solutions Provider (CSP) program with Tech Data and gain access to our unique SMB focused products
- Leverage StreamOne to easily provision and bill cloud to your customers, owning the relationship without having to invest in cloud infrastructure
- Use Tech Data learning materials to train your commercial and technical resources up to sell Azure cloud-based solutions.

For further information please contact your Microsoft Specialist:

www.techdatacloud.eu

cloud@techdata.eu



Customer objection handling:

1. What is a preconfigured and click-to-deploy solution?

A pre-configured and click-to-deploy solution gives a vendor approved solution architecture, which is ready to use. After deployment of the solution, you can customize the solution using your own Microsoft credentials.

2. We're concerned about the cost of a cloud solution?

Cloud solutions are cost-effective as they are based on a 'pay as you go' subscription model; your monthly bill is directly linked to your monthly usage, which is pre-determined and monitored continuously.

3. How can I order this solution?

This solution blueprint can be ordered through Tech Data's StreamOne Cloud Marketplace. It requires a Microsoft CSP Tier-2 contract

4. How can I centrally monitor and report on my consumption?

Only Tech Data allow you to set usage limits and automatically notify you once usage thresholds have been reached. As a Microsoft CSP partner, Tech Data's StreamOne Cloud Marketplace provides you with an overview of Azure consumption and analytics.

5. What operating systems does Windows Virtual Desktop support?

Windows Virtual Desktop supports Windows 10 multi-session, Windows 10 single-session, Windows 7 single-session, and Windows Server 2012 R2 and newer operating systems.

Further Resources

Tech Data Windows Virtual Desktop Sales Leaflet

Tech Data Windows Virtual Desktop Solution Presentation

Tech Data Windows Virtual Desktop Technical Step by Step Guide

Tech Data Windows Virtual Desktop Technical Product Leaflet