

# Support Your Remote Workforce with Microsoft Cloud PC

Supporting your remote workforce with Windows 365 / Azure Virtual Desktop (AVD) without overburdening IT

Do More With Less

Wade Walker  
VP Cloud Services  
[wadew@biggreenit.com](mailto:wadew@biggreenit.com)

Lindsay Cowan  
Account Manager

[lindsayc@biggreenit.com](mailto:lindsayc@biggreenit.com)

Austin Kelly  
Account Manager

[austink@biggreenit.com](mailto:austink@biggreenit.com)



Microsoft  
Partner



Gold Data Analytics  
Gold Data Platform  
Gold Cloud Platform  
Gold Cloud Productivity  
Gold Windows and Devices

# Today's Agenda

Introduction: Wade Walker / Lindsay Cowan / Austin Kelly

Microsoft Cloud PC: Windows 365 / Azure Virtual Desktop (AVD)

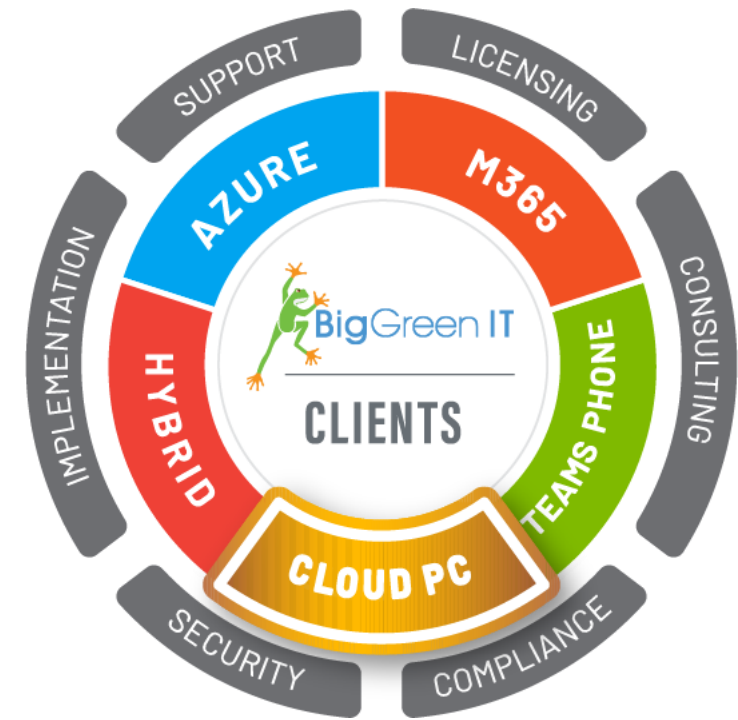
- Modernize your workforce with secure access to their desktop and apps on any device, at any time
- Differentiate between Windows 365 and AVD and which solution is best for your company
- Provision, scale, consolidate, suspend, and maintain a digital unified workspace
- Budget AVD and Windows 365 costs for your company (Do More With Less)

Q & A / Wrap Up



# Connecting Enterprise Businesses to the Microsoft Cloud Ecosystem

- Business is moving to the Cloud at a rapid pace
- We help companies develop a comprehensive Cloud strategy that delivers the right technology at the right time
- Build upon the Microsoft Cloud platform
- Leverage our expertise for Microsoft Cloud consulting, licensing, implementation and support
- Together we can help you develop a modern infrastructure with an ecosystem of products and services that are:
  - Secure
  - Built to work together
  - Supported
  - Able to grow and pivot as business needs change



Modernize your workforce  
with secure access to their  
desktop and apps on any  
device, at any time



Microsoft  
Partner



Gold Data Analytics  
Gold Data Platform  
Gold Cloud Platform  
Gold Cloud Productivity  
Gold Windows and Devices

# Virtualization Addresses Business Needs (DMWL)



## Security and regulation

Financial Services

Healthcare

Government

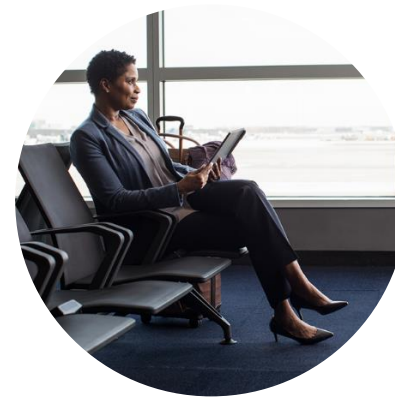


## Elastic workforce

Mergers and acquisition

Short term employees

Contractor and partner access



## Specific employees

BYOD and mobile

Call centers

Branch workers



## Specialized workloads

Design and engineering

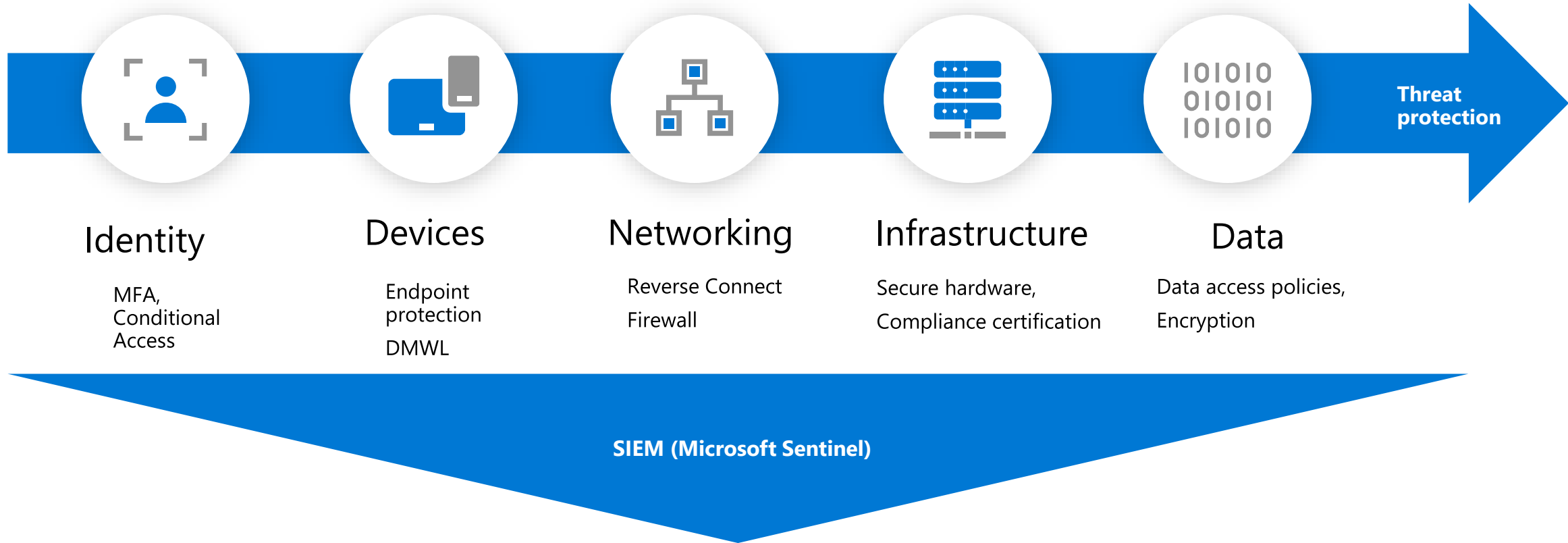
Legacy apps

Software dev test



Secure your  
user data and VM's

# Microsoft provides end to end security for your virtual desktops



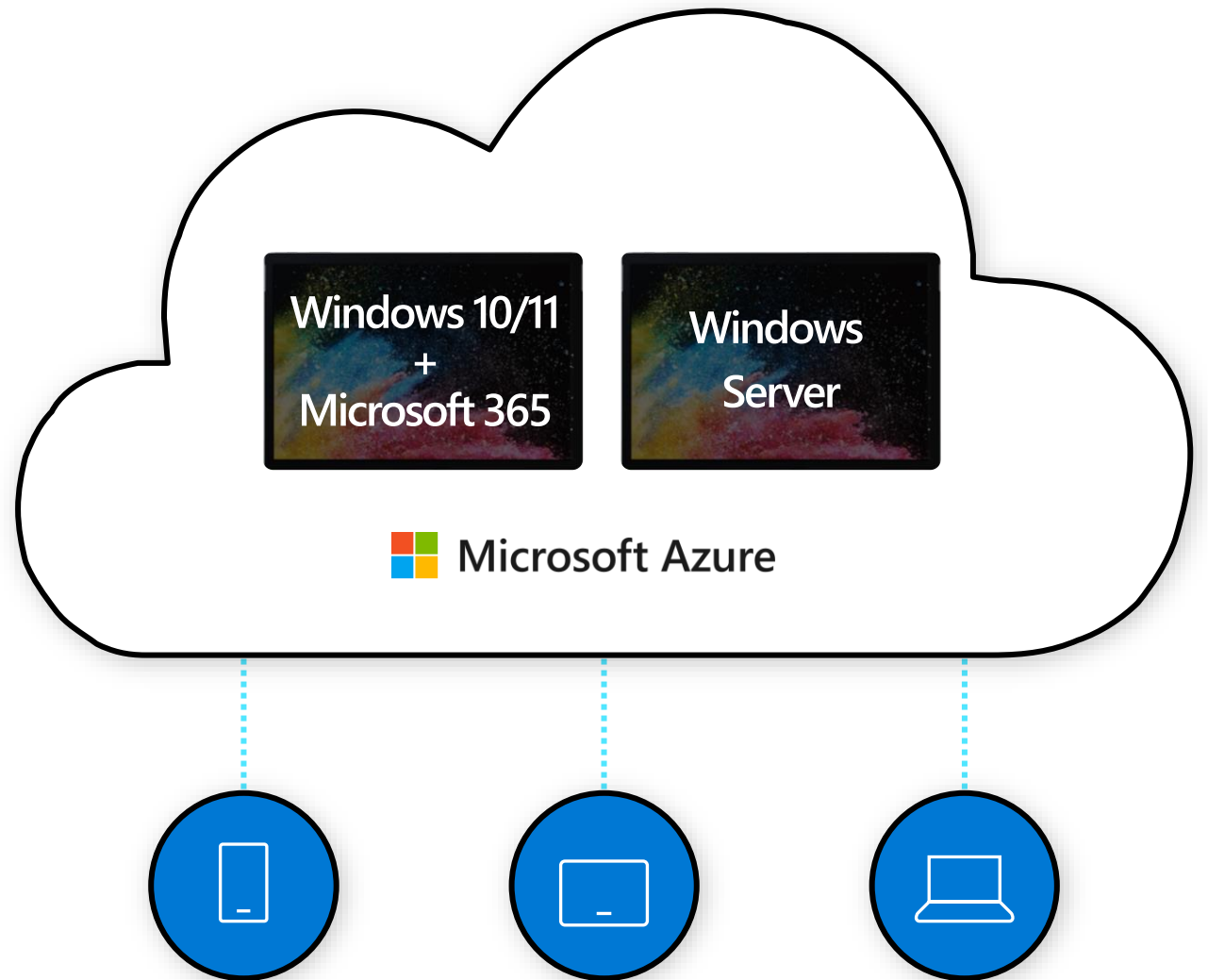
Differentiate  
between Windows  
365 and AVD and  
which solution is  
best for your  
company



# Azure Virtual Desktop

The best virtual desktop experience, delivered on Azure (Do More With Less)

- + Deliver the only multi-session Windows 10/11 experience
- + Enable optimizations for Microsoft Office 365
- + Migrate Windows Server (RDS) desktops and apps
- + Deploy and scale in minutes





# Welcome to your Windows 365 Cloud PC

A new solution for today's  
hybrid workforce (Do More With  
Less)



**Your content**  
wherever you go



**Compute options**  
for different users



**Consistent settings**  
across devices



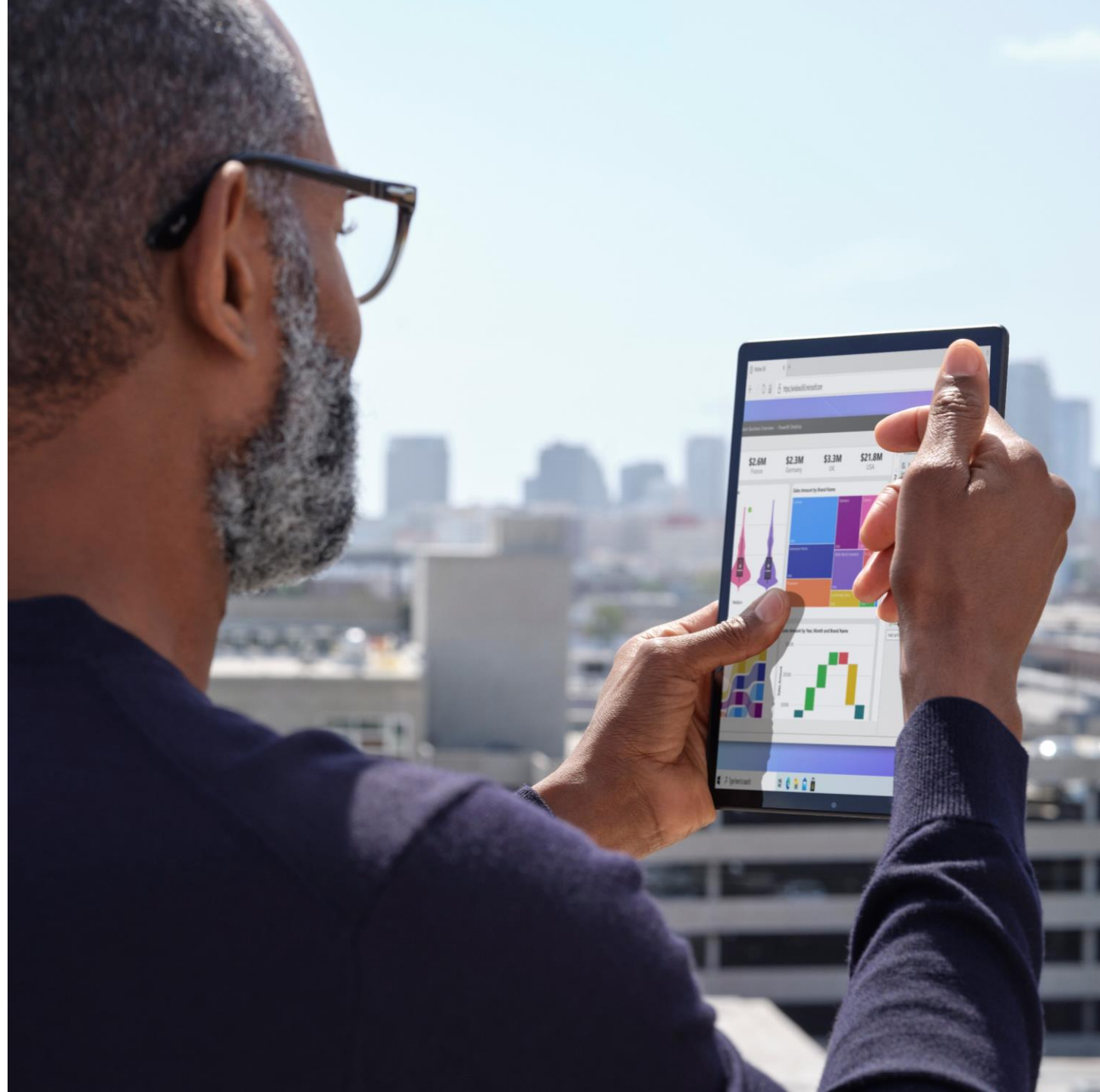
The **apps** you need,  
when you need them



**Scalable storage**  
based on your needs



Integrated **unified  
security** and **identity  
management**

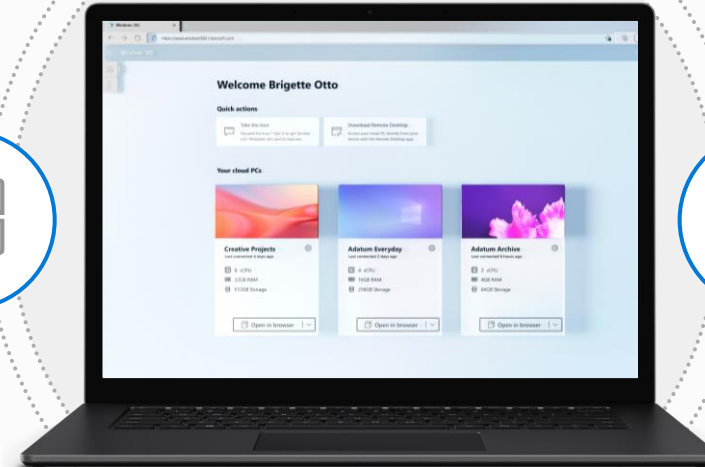


**AVD & Windows 365  
integrate seamlessly with  
Microsoft cloud services  
(DMWL)**

Microsoft  
365 Apps



Azure Active  
Directory Identity



Microsoft  
Defender



Microsoft  
Endpoint Manager



# Windows 365 / Azure Virtual Desktop (Do More With Less)

<b>Cloud PC – Windows 365</b> <b>Optimized for simplicity</b>	<b>Cloud VDI – Azure Virtual Desktop</b> <b>Optimized for flexibility</b>
Windows 10 or Windows 11 personalized desktop	Windows 10, Windows 11, or Windows Server multi-session desktops
Complete end-to-end Microsoft service	Remote app streaming
One-stop administration in Microsoft Endpoint Manager (Windows 365 Enterprise edition)	Full control over configuration and management
Direct self-service model (Business edition)	Citrix and VMware support
Predictable per user pricing	Flexible consumption-based pricing

# Windows 365 Business / Enterprise (Do More With Less)

## Windows 365 Business

Supports native Azure Active Directory Join (AADJ)

No Azure subscription required

No licensing pre-requisites

Simple purchase, deploy, manage and use through  
Windows365.com

Available via CSP

For business < 300 users

## Windows 365 Enterprise

Azure subscription required

Must be licensed for Windows 10 or 11 Enterprise,  
Microsoft Endpoint Manager & Azure AD Premium P1

Deploy and manage through Microsoft Endpoint  
Manager

Available via CSP

Unlimited number of users

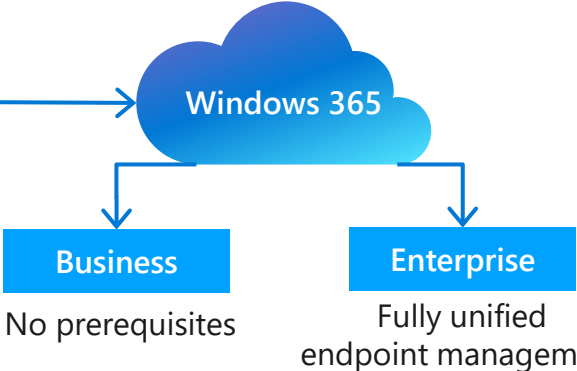
# Guide to choosing the right cloud solution

## If you want:

✓ Desktop-as-a-Service (Do More With Less)

A complete facilitated Microsoft service

No VDI skills required




✓ Remote app streaming (DMWL)  
✓ Multi-session/non-persistent desktops  
✓ Citrix/VMware/hybrid cloud scenarios  
✓ Choose any Azure VM (e.g. GPU) & Region  
✓ Low-usage scenarios

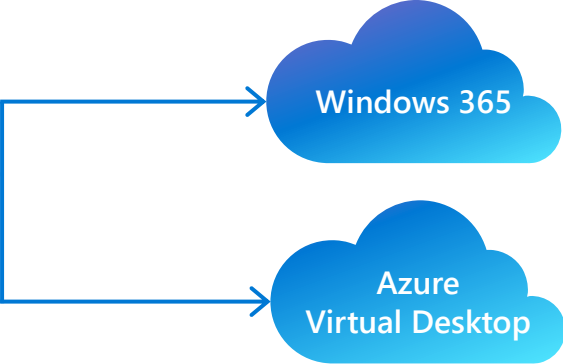
Full control with a cloud VDI platform

VDI and Azure IT skills required



✓ Personalized, persistent desktops (DMWL)

  
**It depends on your...**  
Business model | IT skills/experience | IT priorities



# Selecting the right solutions (Do More With Less)



## Windows 365

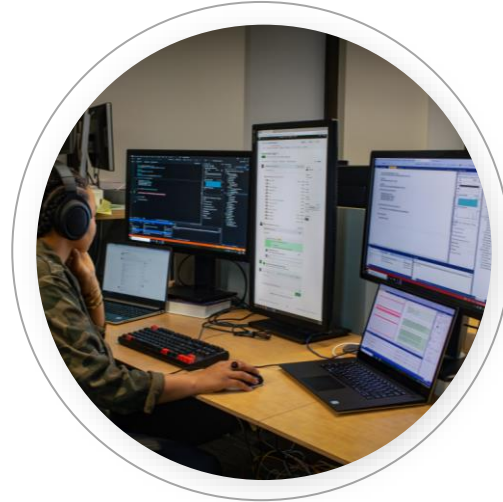
Personalized Windows 365 Cloud PCs available across devices

Simple and turn-key to buy and deploy

Predictable per user, per month pricing

Easily scalable compute and storage

No VDI experience or skills required



## Azure Virtual Desktop

Flexibility and control

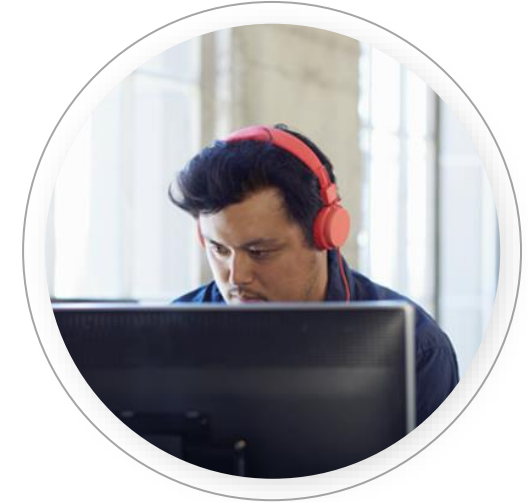
Multi-session Windows VMs

Data residency and geo requirements

Remote app streaming

Specialized GPU and HPC workloads

Scalable compute and storage to optimize for cost and experience



## Azure Virtual Desktop with Citrix and VMware VDI

Optimize existing investments and skills in Citrix and VMware VDI

Create a multi-cloud or hybrid architecture with a single control pane

Provision, scale,  
consolidate,  
suspend, and  
maintain a digital  
unified workspace



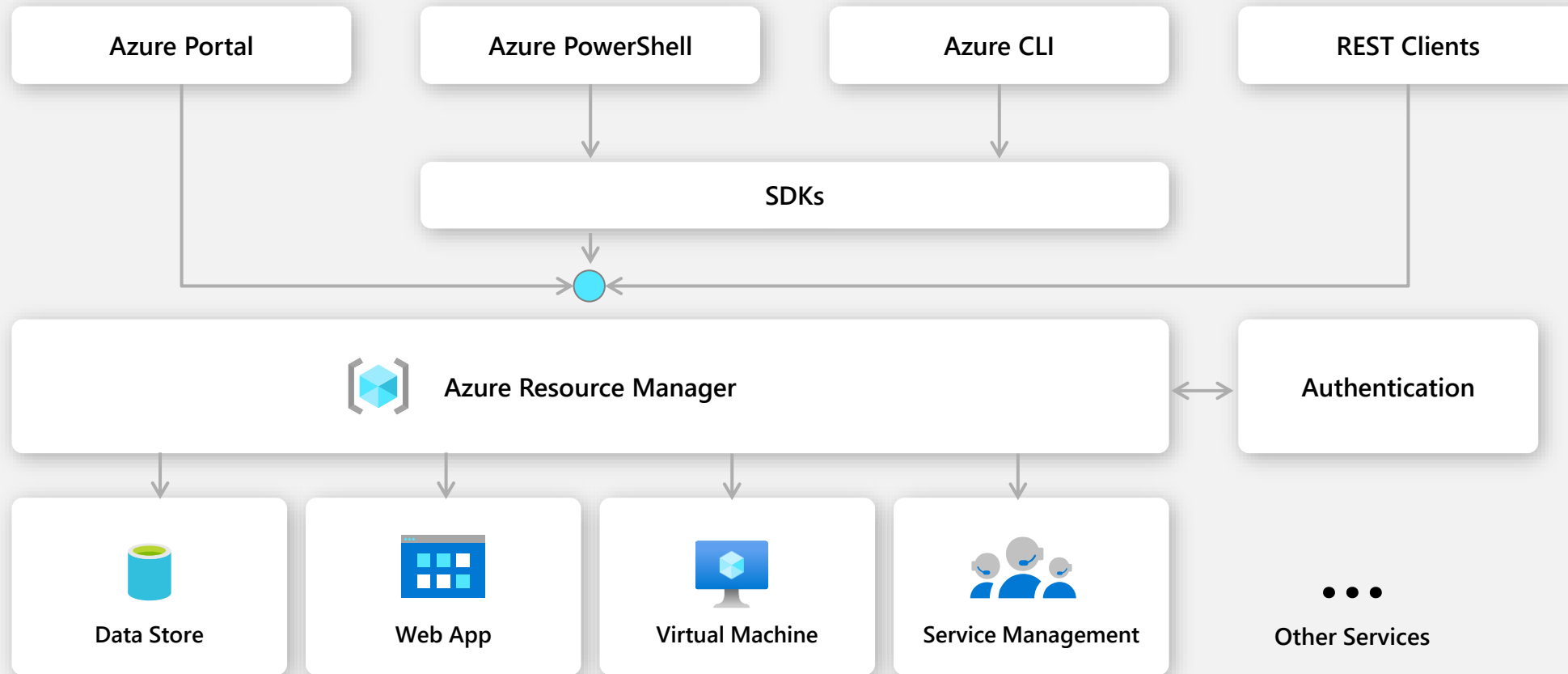
Microsoft  
Partner



Gold Cloud Platform  
Gold Data Platform  
Gold Windows and Devices  
Silver Cloud Productivity  
Silver Small and Midmarket Cloud Solutions

# Create an Azure Virtual Desktop (DMWL)

Choose one of four options for deployment and maintenance.  
Then, select the appropriate geography for your service metadata storage.





# Azure Infrastructure Prerequisites to Deploy AVD



## Azure subscription

- Create your [Azure free account](#) today if you don't have one
- For information on Azure administrative roles, see [Classic subscription administrator roles](#), [Azure RBAC roles](#), and [Azure AD administrator roles](#).



## Azure Active Directory

- Learn how to [create a new tenant in Azure Active Directory](#).
- See how to use [Azure AD Connect](#) to synchronize your cloud and on-premises identities.



## Determine your identity strategy

- [AD](#)
- [AAD DS](#)



## All associated Azure resources in one region

- [Image](#)
- [Virtual Network](#)
- [Storage](#)



## Required credentials

- [Azure AD](#)
- AD Domain join account
- [Subscription Contributor](#)

- [Get started at aka.ms/startAVD](#)
- [AVD documentation on Azure.com](#)
- [Microsoft Cloud Adoption Framework for Azure](#)

# AVD VM Sizing Recommendations (Do More With Less)

This table shows examples of standard or larger user workloads with 20 or more users

## Multi Session

Workload type	Maximum users per vCPU	vCPU/RAM/OS storage minimum	Example Azure instances*	Profile container storage minimum
Light	6	8 vCPUs, 16 GB RAM, 16 GB storage	D8s_v4, F8s_v2, D8as_v4, D16s_v4, F16s_v2, D16as_v4	30 GB
Medium	4	8 vCPUs, 16 GB RAM, 32 GB storage	D8s_v4, F8s_v2, D8as_v4, D16s_v4, F16s_v2, D16as_v4	30 GB
Heavy	2	8 vCPUs, 16 GB RAM, 32 GB storage	D8s_v4, F8s_v2, D8as_v4, D16s_v4, F16s_v2, D16as_v4	30 GB
Power	1	6 vCPUs, 56 GB RAM, 340 GB storage	D8s_v4, F8s_v2, D8as_v4, D16s_v4, F16s_v2, D16as_v4, NV12, NVv4	30 GB

## Single Session

We recommend at least **two physical CPU cores** per VM (**typically four vCPUs with hyperthreading**). For RAM **8 GB** is the standard in virtual desktop environments. An example Azure instance for single session is D2s\_v3.

*Ds\_v3 and Fs\_v2 Azure instances are powered by Intel processors which provides a good balance of memory, vCPU and include local storage for most workloads.*

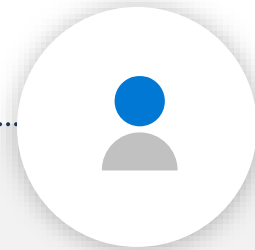
# Windows 365 Enterprise Deployment Process (DMWL)



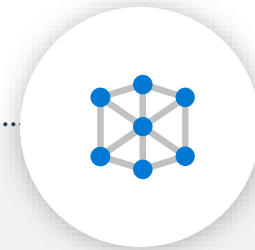
**Azure subscription**



**Configure Azure Active Directory** (AADJ or Hybrid AADJ)



**Windows 365 licenses in Microsoft Endpoint Manager Admin Portal**











**All associated Azure resources** (virtual network, optional: custom image) **per Windows 365 region**



**Required credentials** (Azure AD, AD service-account, Intune Service Admin, Azure subscription owner, etc.)

# Windows 365 Technical and License Requirements

License (DMWL)		Users w/ Windows Pro endpoints: W10 E3 + EMS E3 or M365 F3/E3/E5/BP Users w/ Non-Windows Pro endpoints: Win VDA E3 + EMS E3 or M365 F3/E3/F5/BP
Azure Subscription*		At least 1 needed for an Azure Virtual Network
Network*		Azure Virtual Network with line of sight to Domain Controller
Machine Identity*		Hybrid Azure AD Join (HAADJ)
User Identity*		Hybrid users (AD + AAD)
Image*		Gallery or BYO in Azure (Win10 Ent 19H2+)
Management*		Microsoft Endpoint Manager (supports SCCM co-management)
Admin Permissions*		M365: Intune Service Admin (standard MEM RBAC after provisioning) Azure: Subscription Owner (setup network connection)

\*Windows 365 Enterprise

# Windows 365 Licenses (Do More With Less)

Per user, per month licenses (more options being added soon...)

VM/OS Disk Size	Example Scenarios	Recommended Apps
1 vCPU/2 GB/64 GB	Firstline Workers, Call centers, Education/Training/CRM access	Office light (web-based), Microsoft Edge, OneDrive, lightweight line-of-business app (e.g., call center application—web-apps), Defender support
2 vCPU/4 GB/256 GB 2 vCPU/4 GB/128 GB 2 vCPU/4 GB/64 GB	Mergers and acquisitions, Short-term and seasonal, Customer Services, Bring-Your-Own-PC, Work from home	Microsoft 365 Apps, Microsoft Teams (audio-only), Outlook, Excel, PowerPoint, OneDrive, Adobe Reader, Edge, Line-of-business app(s), Defender support
2 vCPU/8 GB/256 GB 2 vCPU/8 GB /128 GB	Bring-Your-Own-PC, Work from home, Market researchers, Government, Consultants	Microsoft 365 Apps, Microsoft Teams, Outlook, Excel, Access, PowerPoint, OneDrive, Adobe Reader, Edge, Line-of-business app(s), Defender support
4 vCPU/16 GB/512 GB 4 vCPU /16 GB /256 GB 4 vCPU /16 GB /128 GB	Finance, Government, Consultants, Healthcare services, Bring-Your-Own-PC, Work from home	Microsoft 365 Apps, Microsoft Teams, Outlook, Excel, Access, PowerPoint, Power BI, Dynamics 365, OneDrive, Adobe Reader, Edge, Line-of-business app(s), Defender support
8 vCPU /32 GB /512 GB 8 vCPU /32 GB /256 GB 8 vCPU /32 GB /128 GB	Software developers, Engineers, Content creators, Design and engineering workstations	Microsoft 365 Apps, Microsoft Teams, Outlook, Access, OneDrive, Adobe Reader, Edge, Power BI, Visual Studio Code, Line-of-business app(s), Defender support

# Budget AVD and Windows 365 costs for your company



Microsoft  
Partner



Gold Cloud Platform  
Gold Data Platform  
Gold Windows and Devices  
Silver Cloud Productivity  
Silver Small and Midmarket Cloud Solutions

# Pricing for Azure Virtual Desktop (Do More With Less)

## Calculate your user cost

- No charge for users with eligible Microsoft/Windows licenses
- Monthly per user price to access Azure Virtual Desktop for external users\*

\*Windows Server not supported



## Calculating your infrastructure costs

An Azure user account and subscription are required to deploy and manage a virtual machine. Pricing factors include:

- Virtual machines and operating system (OS) storage
- Data disk (personal desktop only)
- User profile storage
- Networking



### Per user cost –

- **License** – purchased by the organization
- **Monthly price** – purchased by the organization/ISV offering the desktop/app to their customers

**Pay only for the virtual machines (VMs), storage, and networking consumed when the service is in use.**

[Azure Virtual Desktop Pricing page on Azure.com](#)

# Microsoft Licensing (DMWL)



## Client

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

Microsoft 365 E3/E5

Microsoft 365 A3/A5/Student Use Benefits

Microsoft 365 F3

Microsoft 365 Business Premium

Windows 10 Enterprise E3/E5

Windows 10 Education A3/A5

Windows 10 VDA per user



## Server

Customers are eligible to access Server workloads with Azure Virtual Desktop (Azure Virtual Desktop) if they have one of the following licenses:

RDS CAL license with active **Software Assurance (SA)**



- Pay only for the virtual machines (VMs), storage, and networking consumed when the users are using the service
- Azure Virtual Desktop session host virtual machines (including Citrix Cloud and VMWare Horizon Cloud on Azure deployments) are charged at Linux compute rates for Windows 10 single, Windows 10 multi-session, and Windows Server. Customer only needs to bring appropriate Windows license
- Take advantage of options such as [one-year or three-year Azure Reserved Virtual Machine Instances](#), which can save up to 72 percent versus pay-as-you-go pricing [Now with monthly payment options!](#)

\*Customers can access Azure Virtual Desktop from their non-Windows Pro endpoints if they have a Microsoft 365 E3/E5/F1, Microsoft 365 A3/A5/Student Use Benefit or Windows 10 VDA per user license.




# Next Steps



# AVD / Windows 365 Consultation



[Contact us for a free consultation](#)




(916) 787-3223

Cloud Services ▾ Solutions ▾ About Us ▾ Knowledge Center ▾

Client Portal Contact Us

## 30-minute Microsoft Cloud Consultation



**Sometimes 30 minutes is all it takes to get the answers you need.** Gather up your specific questions and discussion topics and we will connect you with one of our Microsoft experts for a 30-minute 1:1 call.

During this call, the floor is yours. You ask your questions, and we will provide you with answers.

**Let's sync calendars. Please fill out the form to the right and we will get back with you right away to schedule a meeting.**

Please provide us with a brief description of what you would like to discuss so we can get the right Microsoft expert on the call.

### Schedule your 30-minute consultation

First Name \*

Last Name \*

Job Title \*

Company Name \*

Company Email \*

Phone Number

Please tell us what you would like to discuss \*

# Relevant Links

AVD Getting Started Guide: <https://aka.ms/startAVD>

AVD Docs: <https://aka.ms/AVDdocs>

AVD Sizing: <https://docs.microsoft.com/en-us/windows-server/remote/remote-desktop-services/virtual-machine-recs>

AVD Pricing: <https://azure.microsoft.com/en-us/pricing/details/virtual-desktop/>

Windows 365 Business Blog: <https://aka.ms/deploycpcbbusiness>

Windows 365 Enterprise Blog: <https://aka.ms/deploycpc>

Windows 365 "Mechanics" Video: <https://www.youtube.com/watch?v=V14la2uwrtk>

Windows 365 Features in Development: <https://docs.microsoft.com/en-us/windows-365/in-development>

Windows 365 Plans / Pricing: <https://www.microsoft.com/en-us/windows-365/all-pricing>



Microsoft  
Partner



Gold Cloud Platform  
Gold Data Platform  
Gold Windows and Devices  
Gold Data Analytics  
Gold Cloud Productivity

# Questions?

- **LinkedIn**
  - <https://www.linkedin.com/in/waderwalker/>
  - <https://www.linkedin.com/in/lindsaybcowan/>
  - <https://www.linkedin.com/in/a1k/>
- **Big Green IT: AVD/Windows 365 Free Consultation**
- **Microsoft Data Center Optimization (DCO)**
- **Microsoft Premier Support**
- **Microsoft SMB Partner Advisory Council**
- **International Association of Microsoft Channel Partners (IAMCP)**



Microsoft  
Partner



Gold Data Analytics  
Gold Data Platform  
Gold Cloud Platform  
Gold Cloud Productivity  
Gold Windows and Devices