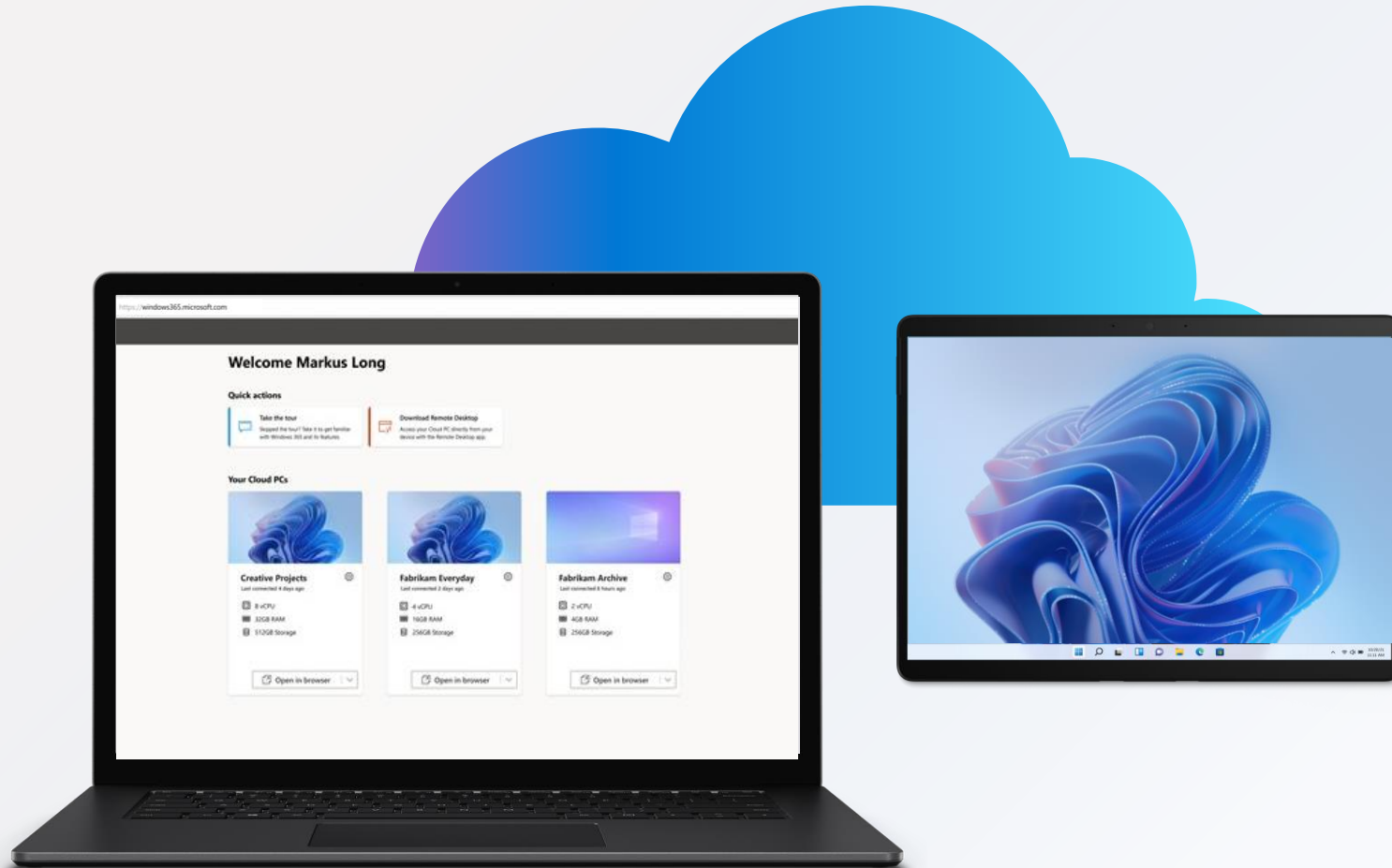


Hybrid Windows for a hybrid world



Windows 365

Hybrid Windows for a hybrid world



Shifting workforce and organizational needs



Remote and hybrid work



Elastic workforce



Organizational expansion and change



Bring your own PC (BYOPC)



Balancing quality and growth



Security and scalability

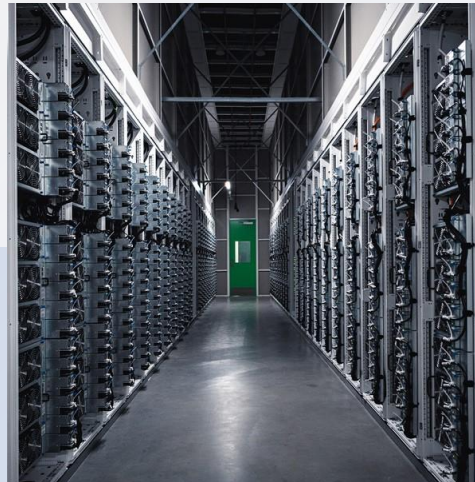


Today's computing solutions

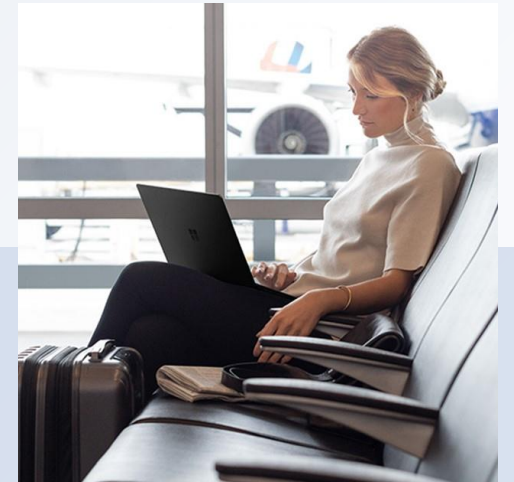
Client PC



Virtualization

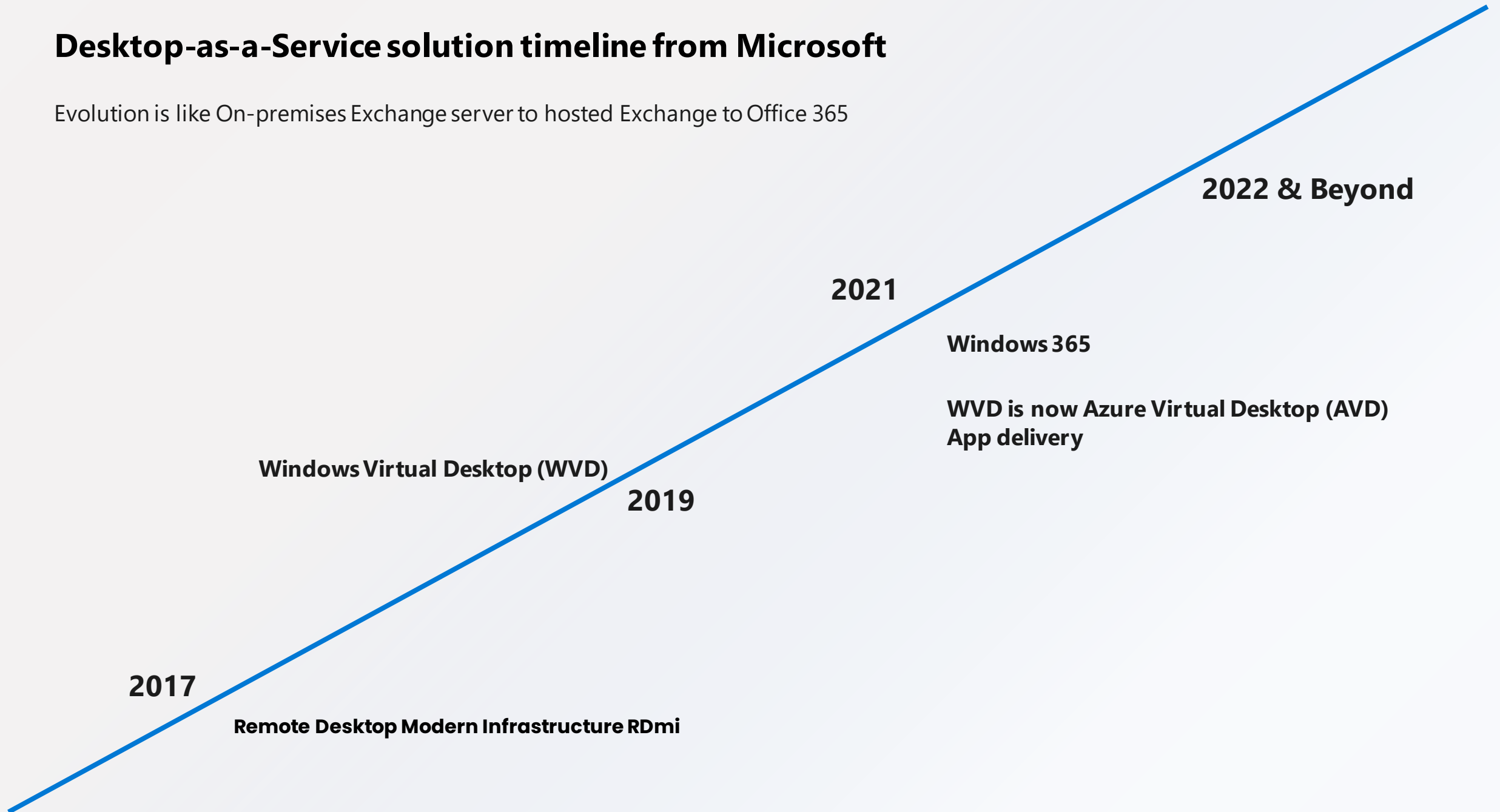


Desktop as a Service
(DaaS)



Desktop-as-a-Service solution timeline from Microsoft

Evolution is like On-premises Exchange server to hosted Exchange to Office 365



Windows for hybrid work

Options for maximum flexibility



Native on a **PC** or
Tablet

across price points and form factors



Cloud VDI with
Azure Virtual Desktop

*optimized for **flexibility** and **control***



Cloud PC on any device
with **Windows 365**

*optimized for **simplicity** and **experience***

“With Windows 365 we created a completely new category, the cloud PC, bringing the operating system to the cloud for the first time so you can stream the full Windows experience to any device.

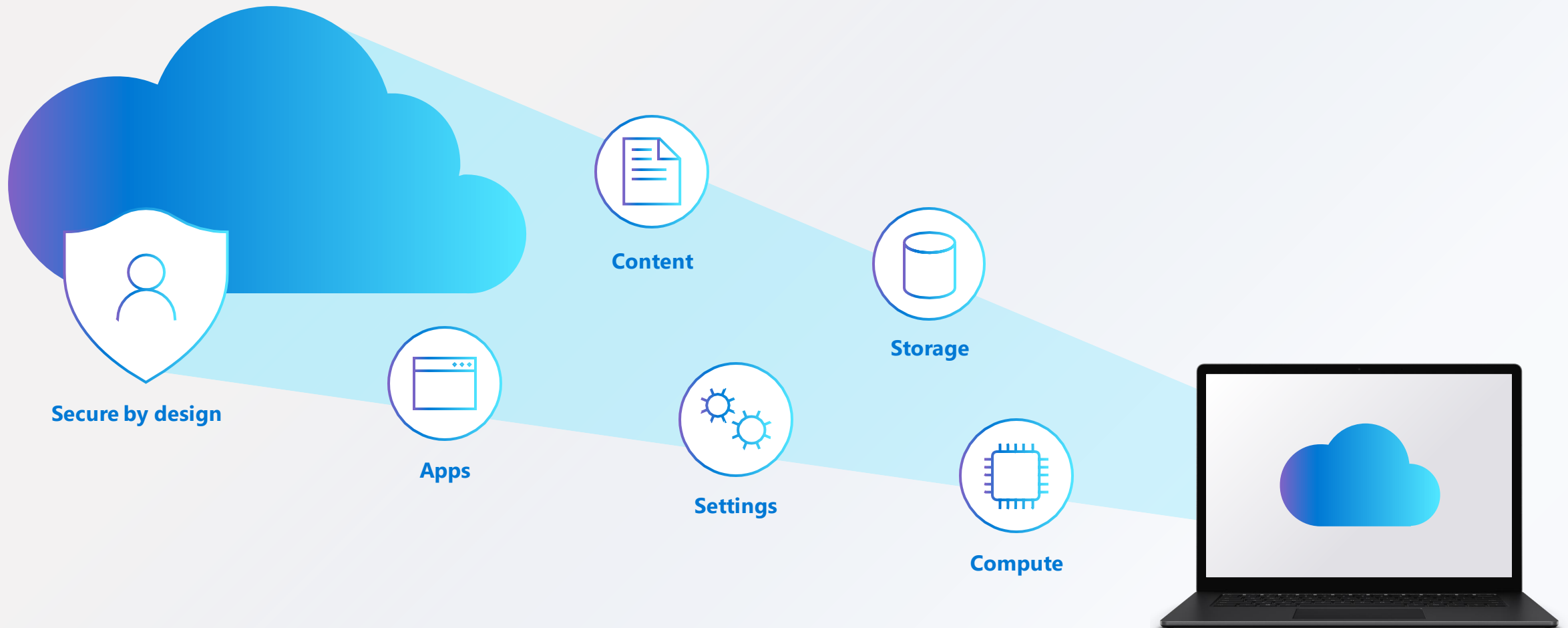
You can think of it as a Windows computer with Azure computing.”

- Satya Nadella,
Chairman and CEO, Microsoft



Cloud PC

A new solution for today's hybrid workforce



W365 & AVD



VDI and Cloud PC – Different Responsibilities

	RDS, Citrix, VMware On-Premises	RDS, Citrix, VMware (Virtualized on Azure IaaS)	AVD Platform as a Service (PaaS) Cloud VDI	Windows 365 Software as Service (SaaS) Desktop-as-a-Service (DaaS+) Cloud PC
Identity				
End User Devices (Mobile and PCs)				
Application Security				
Operating systems				
Deployment Configuration				
Network Controls				
Virtualization Control Plane				
Physical hosts				
Physical network				
Physical datacenter				

CUSTOMER

MICROSOFT

Microsoft cloud solution options



Windows 365

A complete SaaS solution that securely streams your personalized Windows desktop, apps, settings, and content from the Microsoft Cloud, to any device



Azure Virtual Desktop

A cloud VDI platform that delivers hosted desktops and apps with maximum flexibility and control

	Windows 365 Cloud PC	Azure Virtual Desktop Cloud VDI
OS Support	Windows 11 or Windows 10	Windows 11, Windows 10, single- or multi-session, Windows Server
Admin	<ul style="list-style-type: none">• Microsoft Intune (Enterprise)• Web self-service (Business)	<ul style="list-style-type: none">• Azure Portal• VMware or Citrix management panel
Service	SaaS: complete end-to-end Microsoft service	PaaS: granular controls over configuration and management
Pricing	Per-user, per-month	Consumption-based
Scale	Unlimited based on subscription	Unlimited based on consumption
End-user	Full Windows like-local experience	Single or multi-user, pooled, remote app



The right technology for all your needs

Cloud PC – Windows 365

Optimized for simplicity

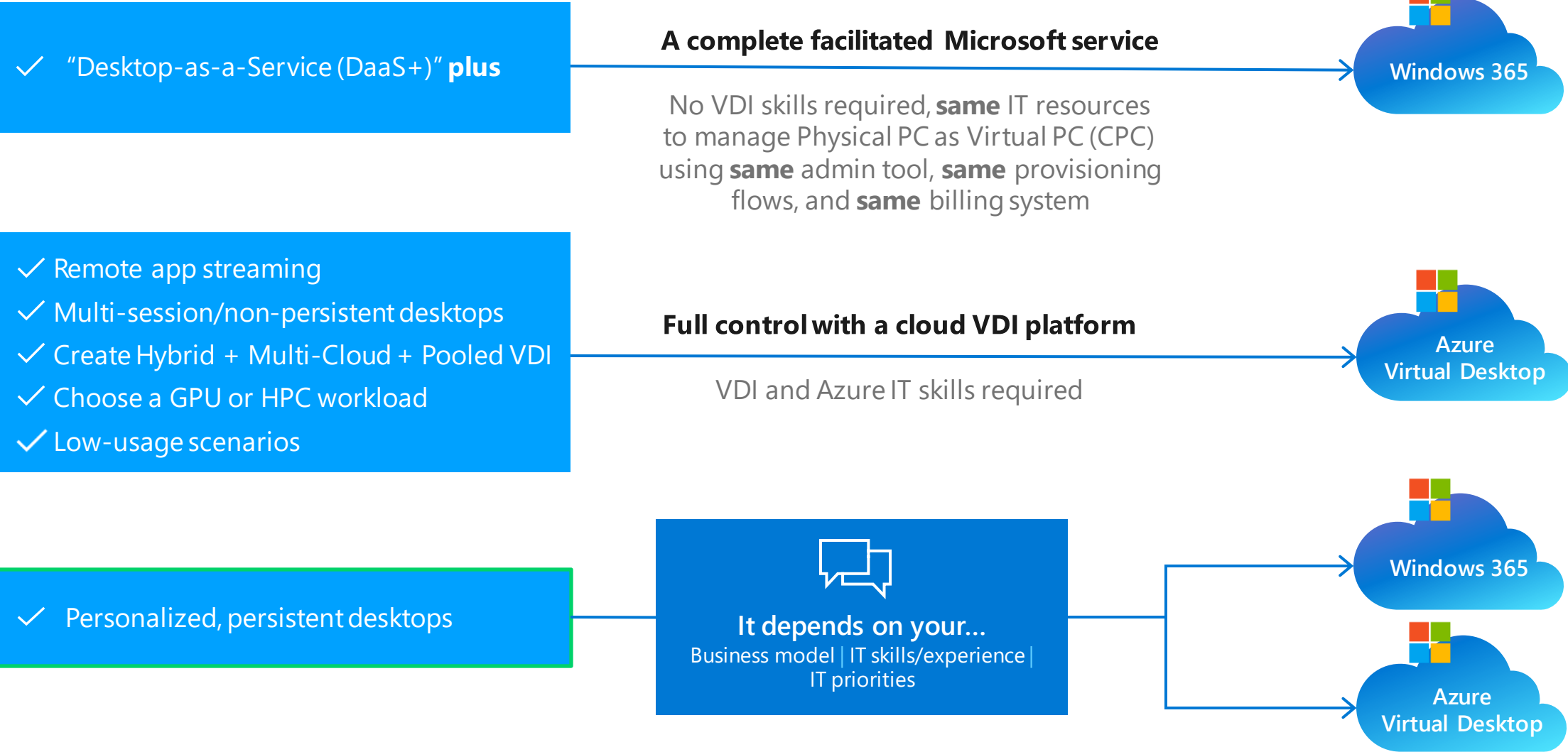
Windows 10 or Windows 11 (soon) personalized desktop	Windows 10, Windows 11 (soon), or Windows Server multi-session desktops
Complete end-to-end Microsoft service	Remote app streaming
One-stop administration in Microsoft Intune (Enterprise edition)	Full control over configuration and management
Direct self-service model (Business edition)	Citrix and VMware support
Predictable per user pricing	Flexible consumption-based pricing

Cloud VDI – Azure Virtual Desktop

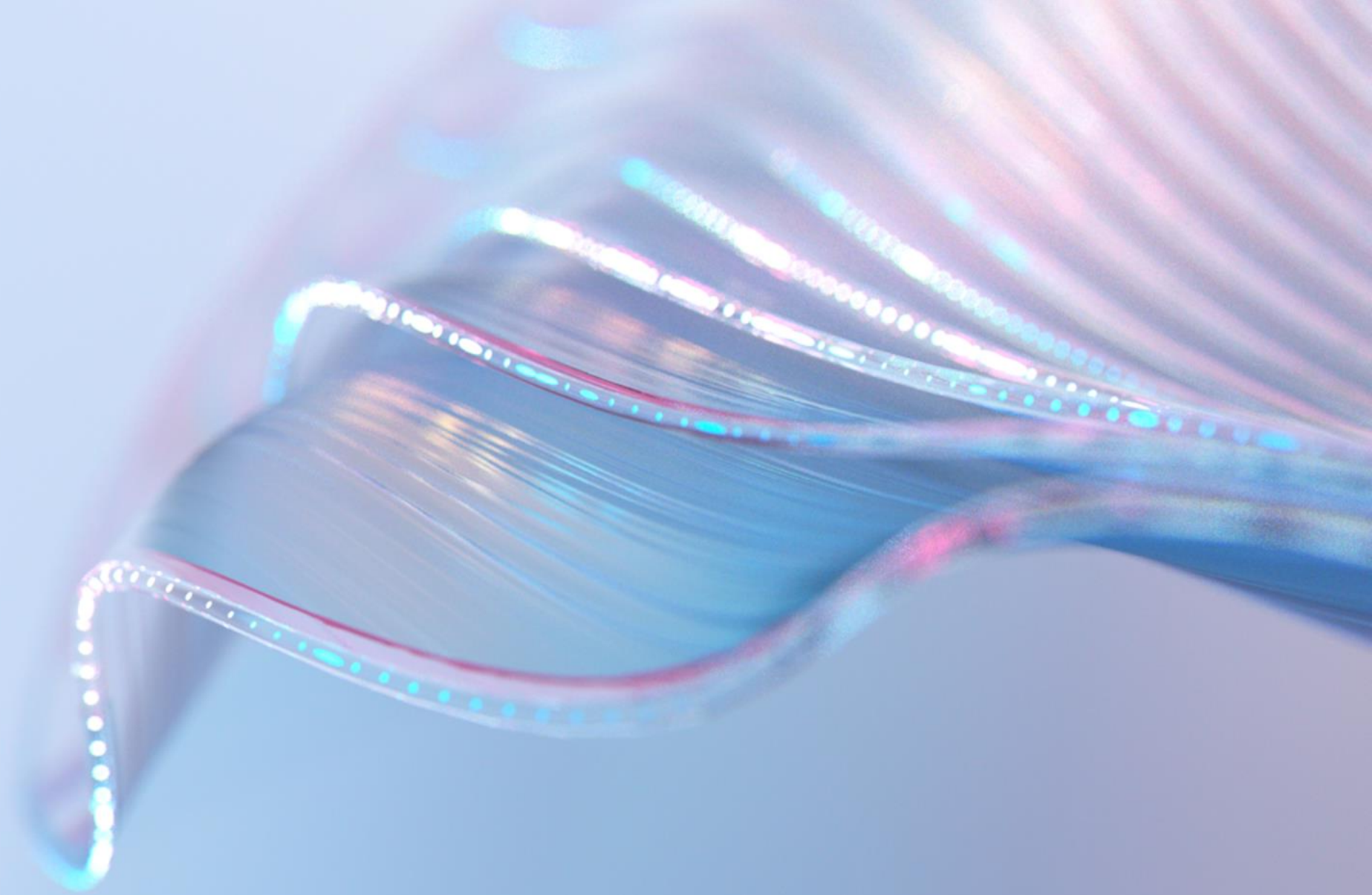
Optimized for flexibility

Guide to choosing the right combination

If you want:



Licensing



Windows 365, your Windows in the cloud



Loved by users



Streamed
across devices



Always ready
and updated



Personal
and familiar

Trusted by IT



Scalable
and resilient



Predictable
costs



Simple to buy,
deploy, and manage

Windows 365 for Enterprise:

Versatile options to meet your needs

Access from a variety of devices and operating systems

Form factor

Desktop / Laptop / Tablet / Phone

Platform

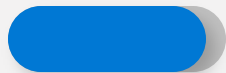
Windows / Mac, iOS / Android

Provision with your choice of Windows

Windows 10

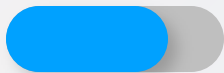
Windows 11

Choose from a range of compute and storage configurations—each offered at a predictable monthly per-user price



8vCPU

32GB / 128GB
32GB / 256GB
32GB / 512GB



4vCPU

16GB / 128GB
16GB / 256GB
16GB / 512GB



2vCPU

4GB / 64GB
4GB / 128GB
4GB / 256GB
8GB / 128GB
8GB / 256GB



Windows 365 Business:

Versatile options to meet your needs

Access from a variety of devices and operating systems

Form factor

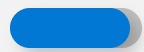
Desktop / Laptop / Tablet / Phone

Platform

Windows / Mac, iOS / Android

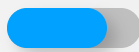
Provision with Windows 11 or Windows 10

Choose from a range of compute and storage configurations—each offered at a predictable monthly per-user price



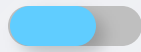
8vCPU

32GB / 128GB
32GB / 256GB
32GB / 512GB



4vCPU

16GB / 128GB
16GB / 256GB
16GB / 512GB

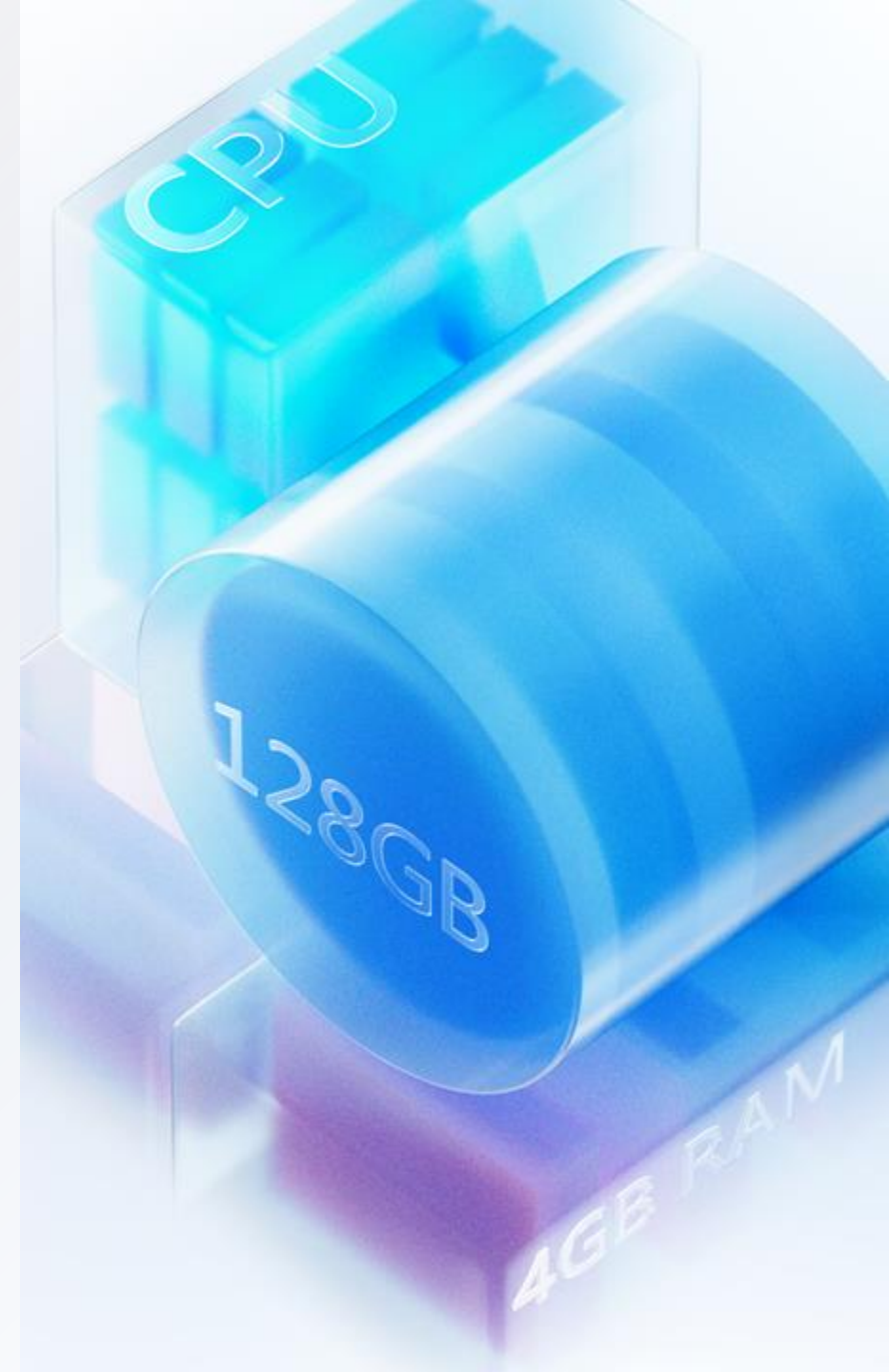


2vCPU

4GB / 64GB	8GB / 128GB
4GB / 128GB	8GB / 256GB
4GB / 256GB	

Save with Windows Hybrid Benefit

Get a discount on your Windows 365 Business subscription, if you're using Windows 11 or Windows 10 Pro on a device



Selecting the right solution: Business vs. Enterprise



Windows 365 Business

For smaller organizations that don't have or need Microsoft Intune. This product will get you into a ready-made Cloud PC fast and focuses administration on a few key tasks.



Windows 365 Enterprise

For organizations of all sizes that want deep integration with Microsoft Intune. Windows 365 Enterprise will seamlessly extend your existing endpoint estate, providing the tools and insights needed to scale into the cloud.

Windows 365 Business

- Simple onboarding and administration through windows365.microsoft.com
- No licensing prerequisites
- Supports Azure AD Join
- Manage each user
- Limited to businesses < 300 users

Windows 365 Enterprise

- Deploy & manage through Microsoft Intune
- Must be licensed for Windows 11 or 10 Enterprise, Microsoft Endpoint Manager, and Azure Active Directory P1
- Choice of Azure AD Join or Hybrid Azure AD Join
- Manage groups of users
- Choice of MSFT gallery image or customer-provided image
- Rich reporting and actionable insights
- Unlimited number of users

Windows 365: Feature breakout by edition

Feature	Windows 365 Business	Windows 365 Enterprise
Click –to-provision directly from product page	Yes	No
"No-domain" set up	Yes	No
Self-serve troubleshooting – reset	Yes	No
"Cloud Save" (minimal Azure storage and potentially ODfB)	Yes	Yes
Self-serve upgrades	No	Yes
Universal Print (UP) Integration	No	Yes
Partner/programmatic enablement (Graph APIs, MSP tooling)	No	Yes
Custom images	No	Yes
Image Management [store, replicate, deploy]	No	Yes
Microsoft Endpoint Manager (MEM) policy driven provisioning, management and guided scenarios	No	Yes
Endpoint Analytics (EA) based reporting, monitoring	No	Yes
Service health, operational health alerts	No	Yes
Connection to on-premises [networks, apps, resources] + diagnostics	No	Yes
Advanced MEM based troubleshooting and device management	No	Yes

Build on your existing Microsoft licenses

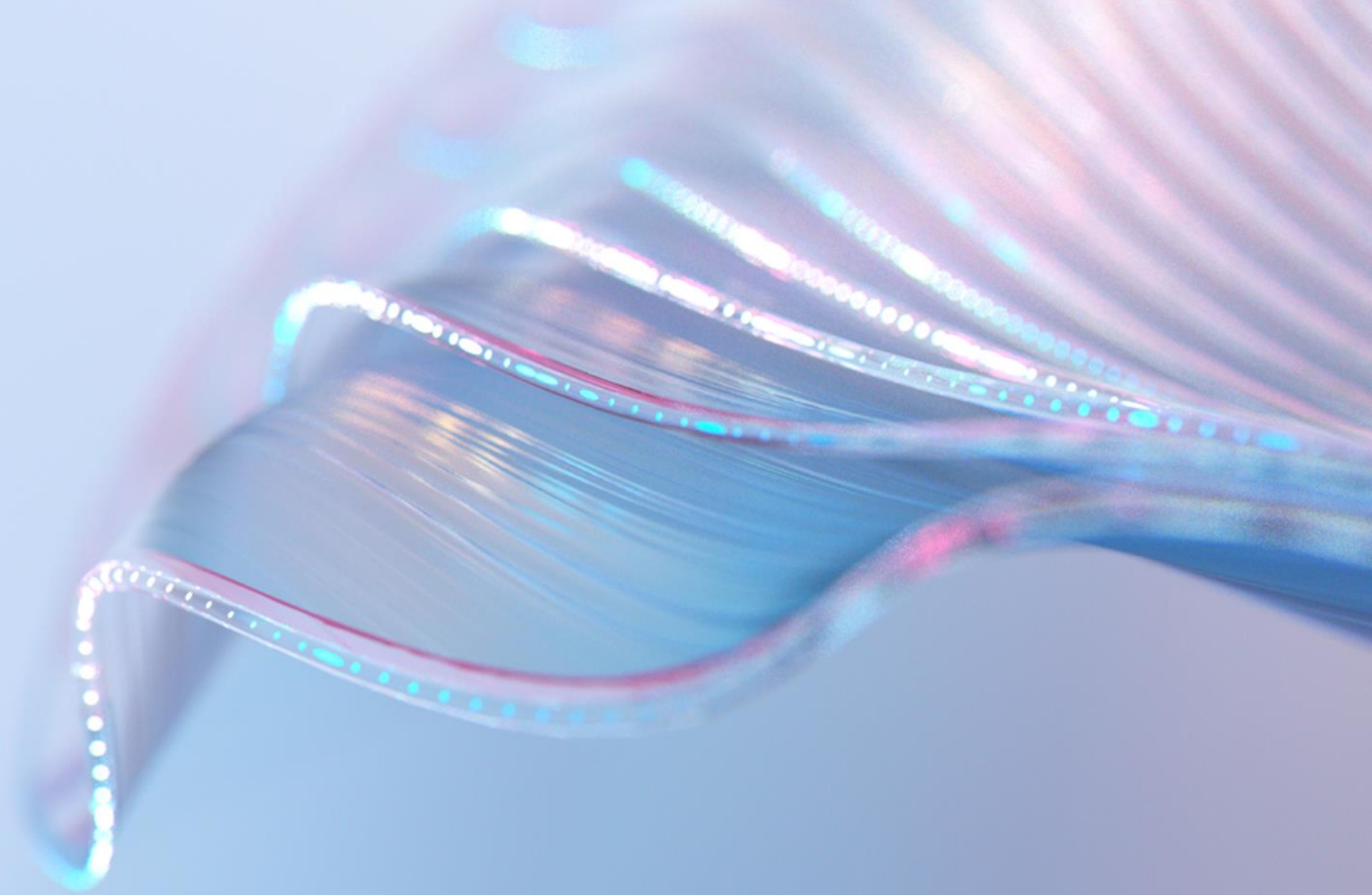
Windows 365 Enterprise users must be licensed for:

- Windows 10 Enterprise or Windows 11 Enterprise,
- Microsoft Intune(EMS) and
- Azure Active Directory P1.

In addition to being available independently, these licenses are included in:

- Microsoft 365 F3,
- Microsoft 365 E3,
- Microsoft 365 E5,
- Microsoft 365 A3,
- Microsoft 365 A5,
- Microsoft 365 Business Premium and
- Microsoft 365 Education Student Use Benefit subscriptions.

Use Cases



Windows 365 Business

Scale your business with the power of the cloud



Set up and manage easily

Quickly and effortlessly set up new Cloud PCs and new employees without the IT overhead.

Scale for your needs

Choose from a variety of performance options to suit your business and stay on budget.

Increase productivity

Allow employees to work when and where they choose with Windows in the cloud streamed to any device.

Hybrid work creates new opportunities, and new challenges



Onboarding and provisioning

Zero-touch approach to getting employees, vendors, and contractors up and running across a variety of devices and locations.

Business continuity

Responding quickly to changing workplace situations to mitigate negative impact and seize opportunities.

Security

Securing organizational and customer data without sacrificing productivity.

Windows 365 unlocks **enterprise** hybrid work scenarios



Data security

Improve regulatory compliance and IP protection via data centralization and a reduced threat surface.



Disaster recovery

Help ensure continuity and access for your workforce and company data even in the most challenging circumstances.



Priv. Access Workstation

Secure your administrative tasks by implementing **PAW-concepts** based on Windows 365



High-capacity computing

Cloud-scale compute and storage to support specialized workloads like design and development.



Temporary workforces

Simplify and accelerate the onboarding and offboarding process for elastic workforces.



Stolen Hardware

Keep your workforce productive even in case of stolen hardware



BYOPC programs

Enable secure Cloud PCs, even on personal devices.



Mergers & Acquisitions

Provide seamless transitions and access for growing businesses.



Hardware delay

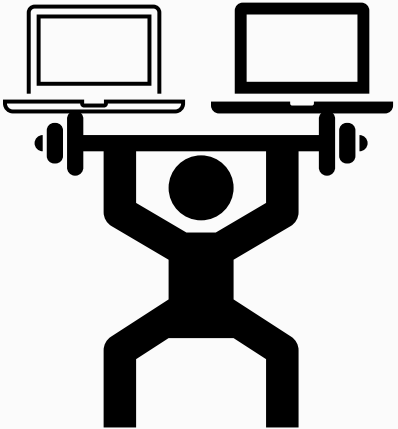
Hardware vendors are facing challenges in production of hardware due to lack of resources

Contractors & Temporary Workforces



Temporary workforces

Simplify and accelerate the onboarding and offboarding process for elastic workforces.



Avoid 2 PCs for your external workforces (one from their company & one from their client)

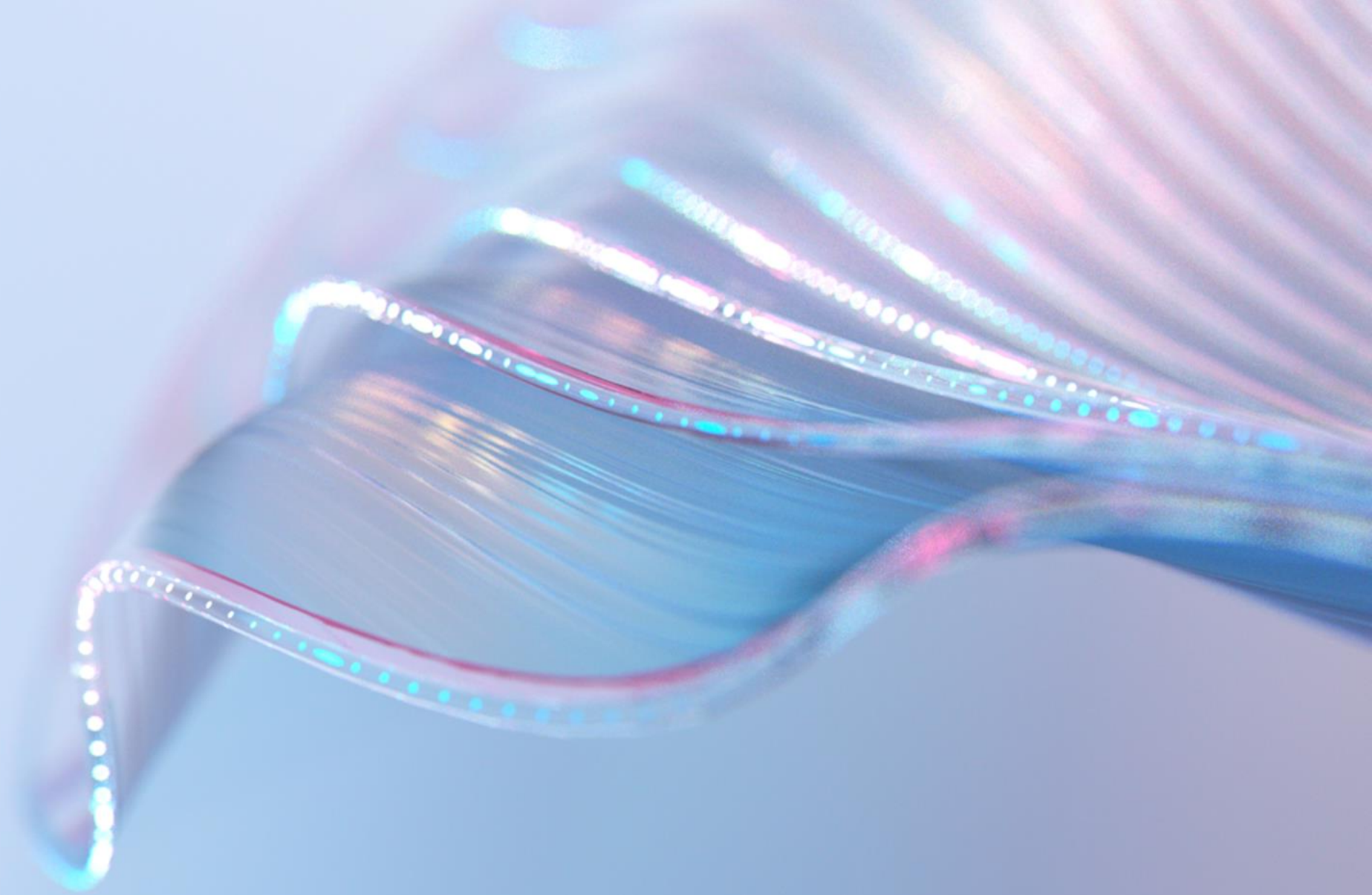
Dynamically resize Cloud PCs capacities depending your workforce needs

Quickly onboard your workforce with an up-to-date device and all data on it









Optimize your processes by reprovisioning the Cloud PC & re-assigning to a new user when the old one leave the company

Simplify & secure the offboarding process by deleted all content and place the PC on grace period

Setup

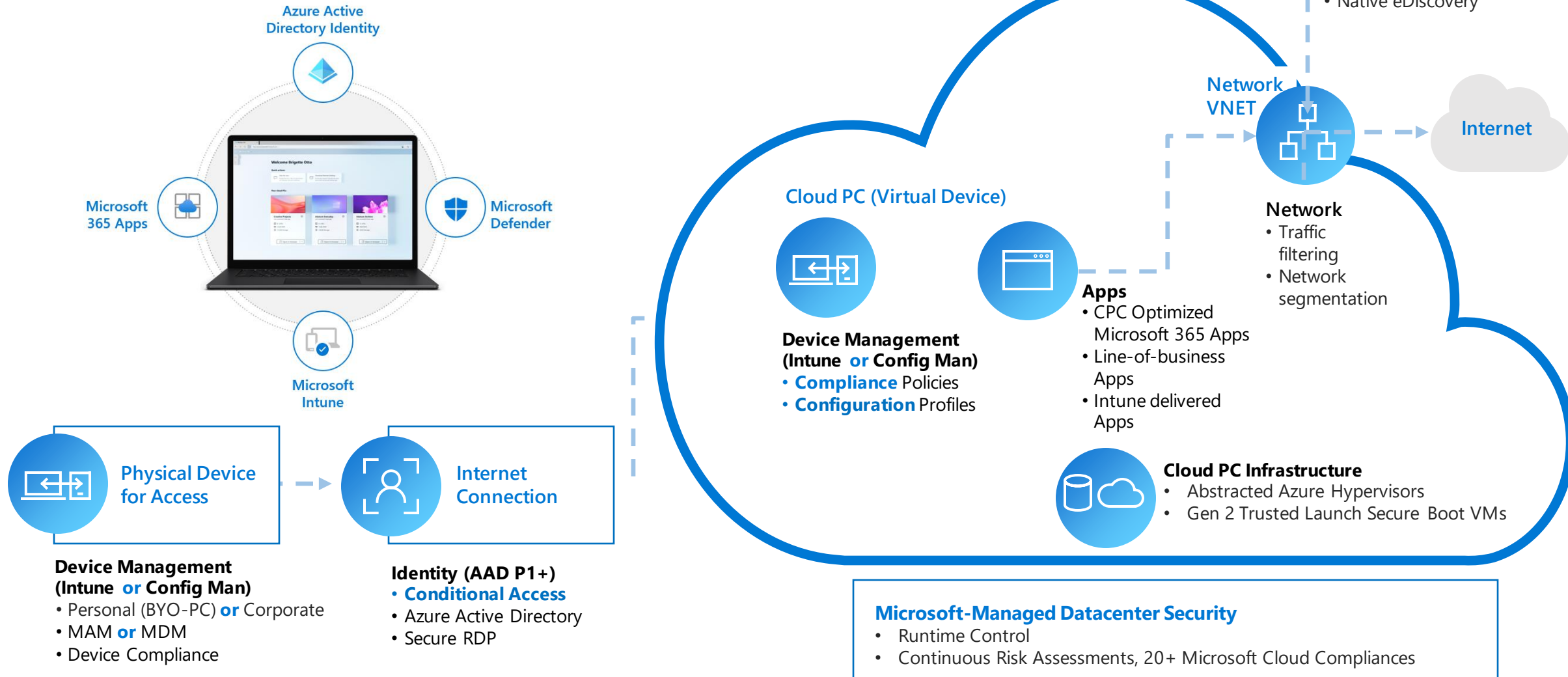


Technical & License Considerations - Windows 365 Enterprise & Government

	License	Users w/ Windows Pro endpoints: W10/11 E3 + EMS ¹ E3 or M365 F3/E3/E5/BP Users w/ Non-Windows Pro endpoints: Win VDA E3 + EMS ¹ E3 or M365 F3/E3/F5/BP 1. Intune + AADP1 can be used as substitute for EMS E3
	Azure Subscription	At least (1) MAG (Microsoft Azure Government) subscription needed for an Azure Virtual Network if required (Custom Installation or HAADJ)
	Network	Azure vNET with Networking line of sight to Domain Controller (Express Route or Site-to-Site) if HAADJ; simply an Azure Network Connection (ANC), with a W365 AADJ ANC Connection, & a provisioning policy for those targeted CPCs if AADJ + BYON
	Machine Identity/Object	Hybrid Azure AD Join (HAADJ) Or Azure AD Join (AADJ)
	User Identity	Hybrid Identities (AD + AAD) Or Cloud Identities (AAD)
	Image	Microsoft-managed up-to-date & optimized Gallery Images (Recommended) Or BYO-Installation Media in Azure (Win10 Ent 19H1+)
	Management	Microsoft Intune Plus Config Manager co-management
	Admin Permissions	M365: Intune Service Admin (standard MEM RBAC after provisioning) Azure: Subscription Owner (setup network connection if required)

Instant Secure-by-design, Zero Trust

- Instant **Conditional Access** + **Modern Auth** + **Device Compliance / Health**
- Instant **Security** for non-Windows OSes
- Instant **99.9% High-Availability, Microsoft-backed SLA (MAC & MAG)**



Forensic Investigation 'Under Review' (eDiscovery)

- Enables an authorized administrator, when required, to **take a snapshot** of one or more Cloud PCs
- **Transfer snapshots** to a secure **Azure Storage Account** securely hosted in the customer's Azure subscription to analyze

The screenshot displays the Microsoft Endpoint Manager admin center interface. The left sidebar shows navigation options like Home, Devices, and a search bar. The main content area is titled 'Cloud PC - Fox Mulder' and includes an 'Overview' tab. Below this, there are sections for 'Manage' (Properties) and 'Monitor' (Hardware, Discovered apps, Device compliance, Device configuration, App configuration, Endpoint security configuration, Recovery keys, User experience, Device diagnostics). The 'Essentials' section lists device details: Device name (Cloud PC - Fox Mulder), Management name (aadadmin1_Windows_4/21/2020_9:21 PM), Ownership (Corporate), Serial number (b9184e8a-0517-4848-8c79-db9aa4716efd), and Provisioning policy (West US - HR users). A 'Status of device actions' table shows 'No data'. On the right, a dialog box titled 'Place this Cloud PC under review?' is open, explaining that a new restore point will be created. It includes dropdowns for 'Subscription' (Default subscription) and 'Storage account' (Select one), and a section for 'Access during review'.

Microsoft Endpoint Manager admin center

Home > Devices >

Cloud PC - Fox Mulder

Search (Ctrl+ /)

Overview

Manage

- Properties

Monitor

- Hardware
- Discovered apps
- Device compliance
- Device configuration
- App configuration
- Endpoint security configuration
- Recovery keys
- User experience
- Device diagnostics

Sync Restart Restore Reprovision Resize

Essentials

Device name
Cloud PC - Fox Mulder

Management name
aadadmin1_Windows_4/21/2020_9:21 PM

Ownership
Corporate

Serial number
b9184e8a-0517-4848-8c79-db9aa4716efd

Phone number
--

Provisioning policy
[West US - HR users](#)

Status of device actions

Action	Status
No data	

Place this Cloud PC under review?

When a Cloud PC is placed under review, a new restore point will be created to preserve the processes and network status. [Learn more about Cloud PC reviews](#)

Share to a storage account

Subscription ⓘ <Default subscription> ▼

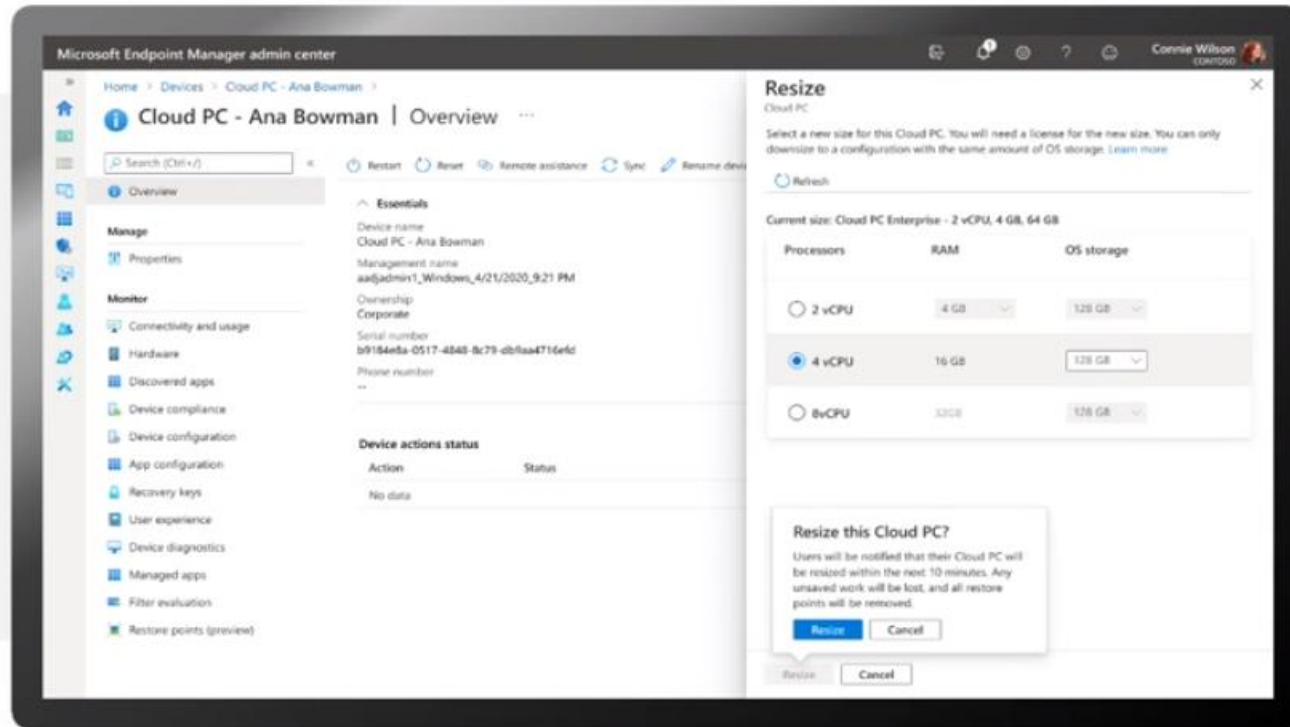
Storage account ⓘ Select one ▼

Access during review

Cloud PC access during review * ⓘ

Preview

Cloud PC Resizing



Resize will now allow you to **downsize CPCs in addition to upgrading**

- Click on **Devices**
- Click on the **Cloud PC device**
- Select the **new Cloud PC size**

Allows admins **to increase** the vCPU/RAM/Storage of user's Cloud PC

Allows admins **to reduce** the amount of vCPU/RAM of a user's Cloud PC (storage **cannot** be reduced)

Resizing is only supported for direct assigned licenses

The admin must have the **Global Admin** or **Intune Service Admin** role.

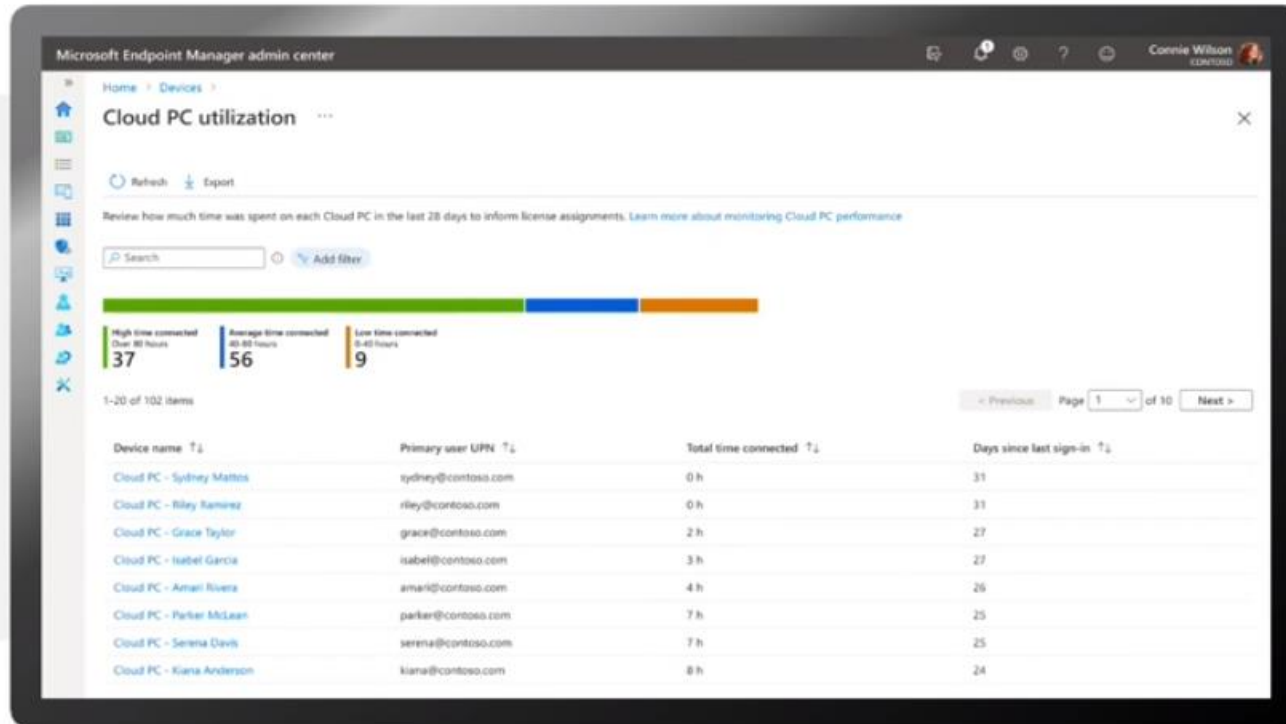
To resize a Cloud PC, it **must have** a status of **Provisioned** in the Windows 365 provisioning node

Note: This feature is only available for Windows 365 Enterprise and is currently available in preview. **Not** currently supported for Azure AD joined Cloud PCs. Not available for licenses assigned with Azure AD groups.

Preview

Cloud PC Utilization reports

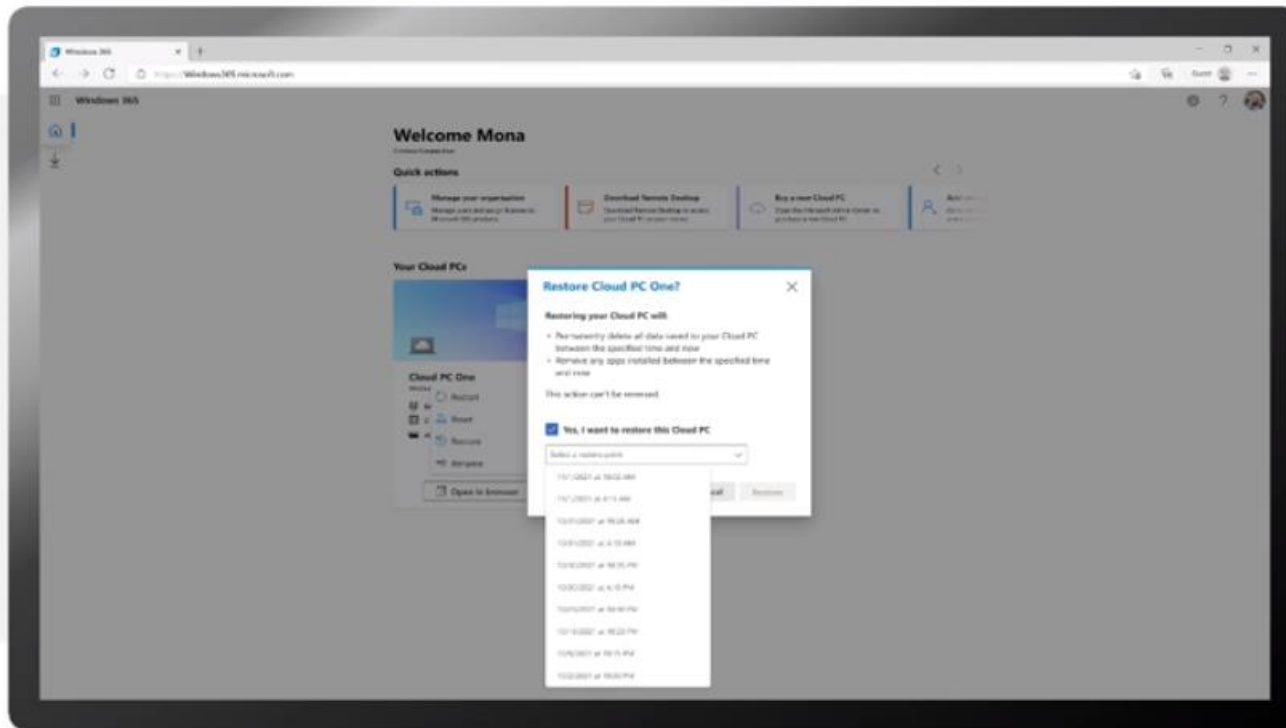
- **Identify** idle devices and take actions to deprovision or reallocate to new users.
- This feature helps admins **understand usage patterns**.
- Allows admins to identify situations where the number of **assigned users significantly exceeds the number of active users** and provides IT admins the ability to analyze usage patterns in order to optimize resources in their environment.
- With these insights, IT admins can either take an action to **deprovision idle devices and/or make them available for other users**. Admins also have the ability to downgrade the device to a lower cost Cloud PC if needed.



Cloud PC Point-in-time restore

Auto-backup using [incremental snapshots](#) providing

1. [Zone Redundancy](#) for DR
2. [Data Recovery](#) or IR
3. [Known good state](#) restoration
4. [Single](#) or [Bulk](#) restoration
5. [10 Short-term restore points](#)
 - 4 / 6 / 12 / 24 Hour Config Cadences
6. [4 Long-term restore points](#)
 - [Weekly Cadences](#)



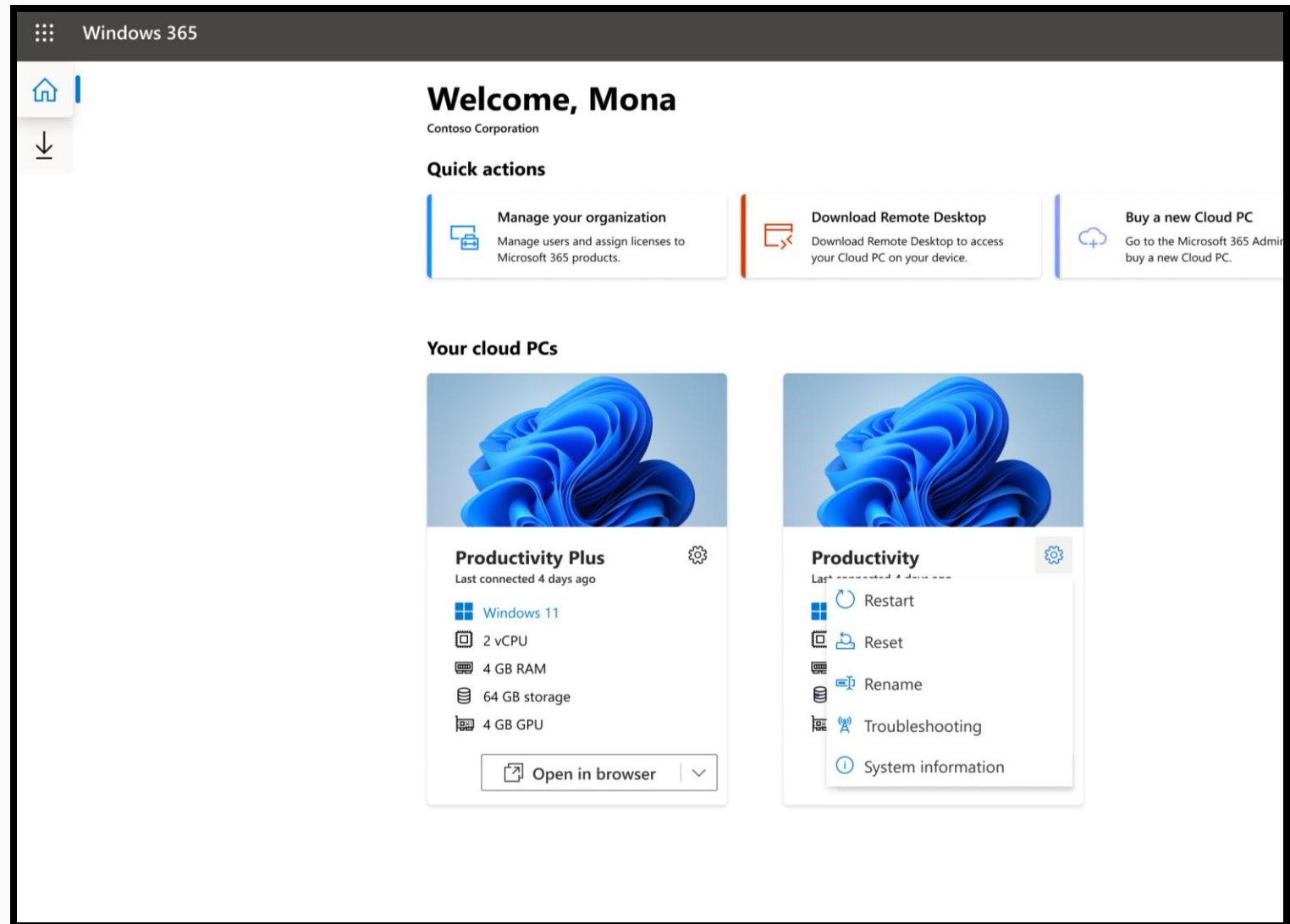
Cloud PC **web access** (plus client access options)

Work from **any where**.

Work from **any thing**.

Navigate to windows365.microsoft.com

- See your **Cloud PCs** & the option to connect
- **Can also** launch Windows client from portal
- High DPI supports native user resolutions
- Local File Transfer (enable/disable)
- **User Self-Service**
 - **Restore to automatic backup**
 - **Restart**
 - **Reprovision**
 - **Rename**
 - **Troubleshoot**



Citrix HDX Plus for Windows 365 now in public preview

Microsoft and Citrix are working together to extend the Windows 365 experience with Citrix HDX high-end graphics technology, support for a broader range of endpoint devices and peripherals, advanced security and policy controls, and third-party identity integrations.



Provide a high-definition, interactive experience across a broad range of endpoint devices and peripherals



Apply granular policy controls to enhance security and protect corporate data



Allow employees to seamlessly switch to existing or new Citrix clients



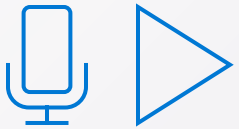
Optimize voice and video performance for multimedia applications



Integrate with third-party identity solutions

Announcing Windows 365 and VMware collaboration

Microsoft and VMware are working together to extend the Windows 365 experience to our joint customers leveraging VMware's Blast protocol to deliver high-end display, robust remoting features, and hybrid deployment capabilities to Windows 365 Cloud PCs.



Optimize media including voice and video for multimedia applications to enhance user experience



Provide a high-definition, consistent employee experience across all supported devices and peripherals



Allow employees to access key apps and switch seamlessly between existing or new VMware Intelligent Hub clients

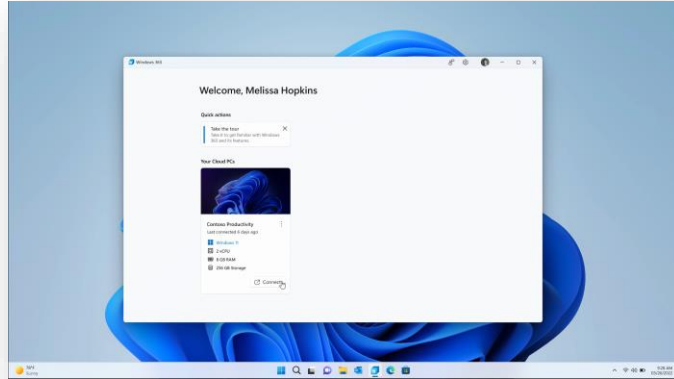


Integrate with third-party identity solutions to support just-in-time user provisioning or other custom configurations

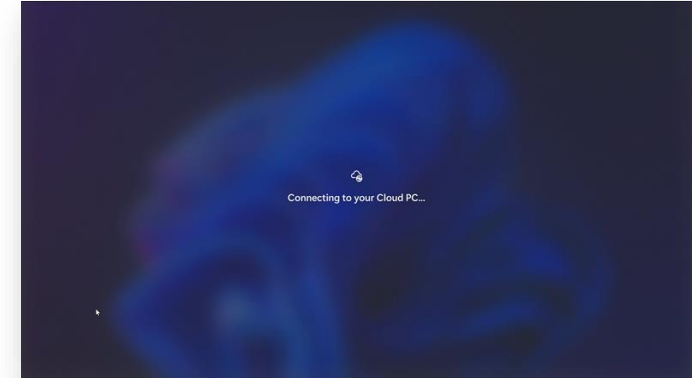


Enhance security and protect corporate data with robust policy controls

Windows 365 - Cloud PC - Exclusives (publicly announced)



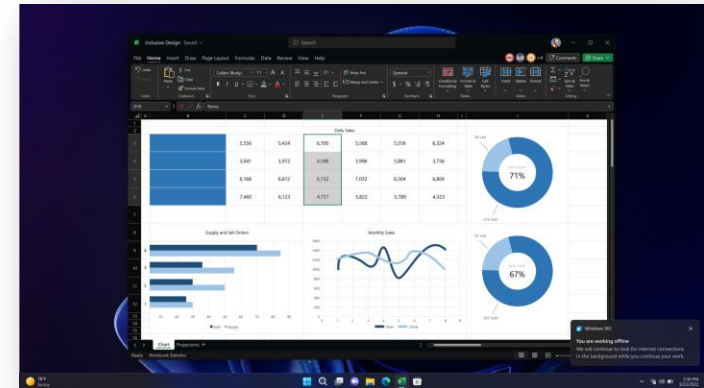
Windows 365 App
Pre-integrated & Downloadable App for
W11 (now) / W10 (soon); simple click-to-launch.



Windows 365 Boot
Boot from Hardware directly to your Cloud PC from
initial login. Optimized for shared devices.



Windows 365 Switch
"Fast swipe" in the standard Windows 11, and
switch from Physical PC to Cloud PC in one-action



Windows 365 Offline
Work offline in your Cloud PC
and sync when reconnected

Partner enablement

Windows 365 Business Value research

- [ESG Business Value Study – June 2022](#)
- Windows 365 Gartner Analysis 11-2021
 - Available at <https://www.microsoft.com/en-us/windows-365/business> and <https://www.microsoft.com/en-us/windows-365/enterprise>
- [MEM Blog – https://aka.ms/TheTCOofMEM - April 2022](https://aka.ms/TheTCOofMEM)
- OnRamp link to this presentation: <https://aka.ms/Windows365BizValue>

Windows 365 – Build with Program

Program Benefits for Partners

Establishing a Windows 365 practice together with the Microsoft Build with Program can result in:

- Greater awareness of Microsoft Windows 365
- Increase in ranking and visibility on Microsoft internal reporting
- Opportunities to join invitation only programs (Jumpstart, Elite, FastTrack, etc.)
- Opportunities to raise partner profile internal to Microsoft that could lead to additional co-sell opportunities
- Increase in revenue/usage streams
- Higher utilization of Windows 365 which is new to market and one of the Microsoft big bets

The Windows 365 Build with Program can assist partners by:

- Guiding partners through the required training
- Assistance in setting up a Windows 365 offer on AppSource
- Ensuring partners are listed on internal reporting to highlight the partner's skills
- Making partners aware of the POC & trials information related to Windows 365

In plain speak:

A personal, managed VM that's running in Azure, that's managed by Intune, that you connect to using the same AVD RDP protocol, and govern the same as you do physical PCs, that's available 24/7—automatically backed up & redundant, and created by 4 provisioning questions in ~30 minutes (whether 1 or 1,000).

Key motives:

1. Physical Issues Avoidance

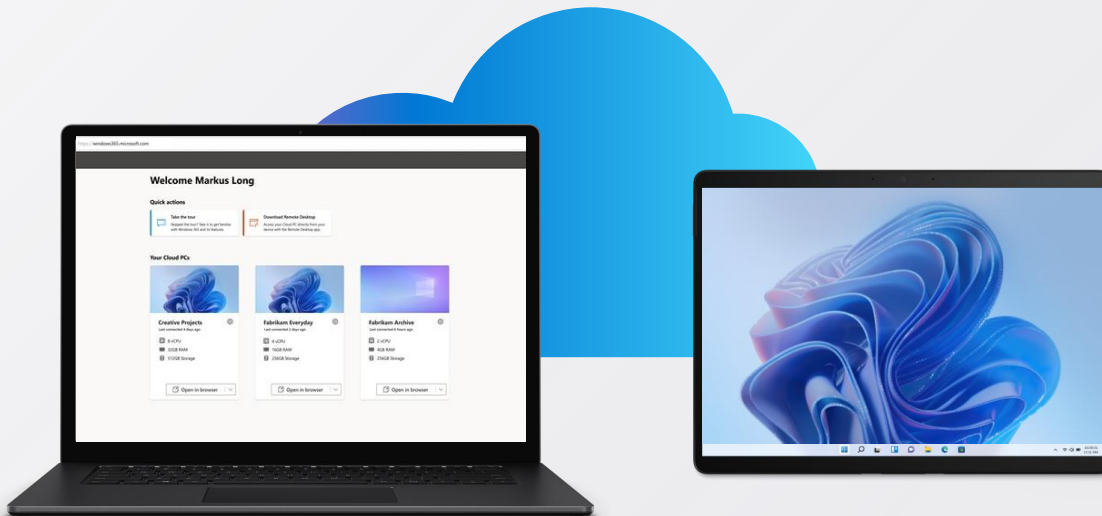
- Can't get standardized HW?
- Limited hardware refresh budget?
- Can't wait for HW order, Central IT HW provisioning, & HW shipping?
- **Can** get a Cloud PC in ~30 minutes

2. Contractors? / Temp Workers?

- No HW send-out
- **Yes** instant reclaim
- Elastic up-&-down

3. Unlimited Diversity: Platform & Formfactor BYOD

- Virtual separation of work from the underlying OS & formfactor
- Multi-device, multi-location, **same** user state



Thank you

