Quick Links

Resources

What is Azure Virtual Desktop?

Azure Virtual Desktop (AVD) is a comprehensive desktop and app virtualization service running in the cloud. AVD is the only desktop virtualization service that provides Windows 10 multi-session, meaning that you will get the best user experience at a price you’ll love.

• **Best User Experience** – Native Windows 10 user experience optimized for use your new knowledge of Azure

• **Easy Management** – Microsoft has taken control of IT management services like brokering and monitoring allowing you to focus on user and desktop management, all from a single portal in Azure

Partner Opportunity for Azure Virtual Desktop

Azure Virtual Desktop allows partners to create a Desktop-as-a-Service offering, an estimated $3B worldwide opportunity*. Partners should consider the opportunity to target both existing, and new customers for a

Before you deploy your first customer, make sure you have the skills you need to manage the transition. No matter where you are in your cloud adoption journey there are resources available to get you up to speed quickly. Attend or re-visit the AVD Technical Workshop to learn how to manage AVD-environments using Azure’s built in resources or connect with a partner who can help manage your AVD deployment.

• Decide if you are going to use AVD native or use a third party management service

• Develop a skilling plan for your team and use the resources below as a starting point

• Deploy internally before taking your first customer live

Customer want security in their monthly bill. Give your customers the confidence they need by becoming an expert in AVD pricing and creating a fixed price Deal bundle for your customers.

1. Understand customer requirements – use the user guide in the AVD Pricing Deep Dive to identify specific user requirements for your customer

2. Estimate costs with the Solution Configurator to estimate Azure infrastructure costs

3. Take advantage of discounts and incentives – apply the discounts you'll be eligible for from your Retail Provider, CSP program, and utilizing Reserved Instances across Azure Hybrid Usage

4. Create a fixed price package for your customers – use your new knowledge of Azure pricing to provide comfort to your customer with a fixed per-user per month cost

Go-to-Market

It’s time to sell! We have created campaign resources to kick start your Go-to-Marketing efforts and train your sales staff how to pitch the solution. This campaign highlights the advantages that AVD provides to Empowering Your Employees to be more productive.

• **Value Proposition Deck** – to customer value prop deck that you can share with customers

• **Conversation Guide** – script for your sales team to quickly highlight benefits of AVD

Help your Customers Empower their Employees Today

With Azure at your fingertips, you can bridge your current server environment to the cloud—and unlock new possibilities that drive your business forward.