Microsoft | 2017 Microsoft Cloud and Hosting Summit

Digital Transformation@work

Empowering Together

Digital Transformation @ work

Empowering Together

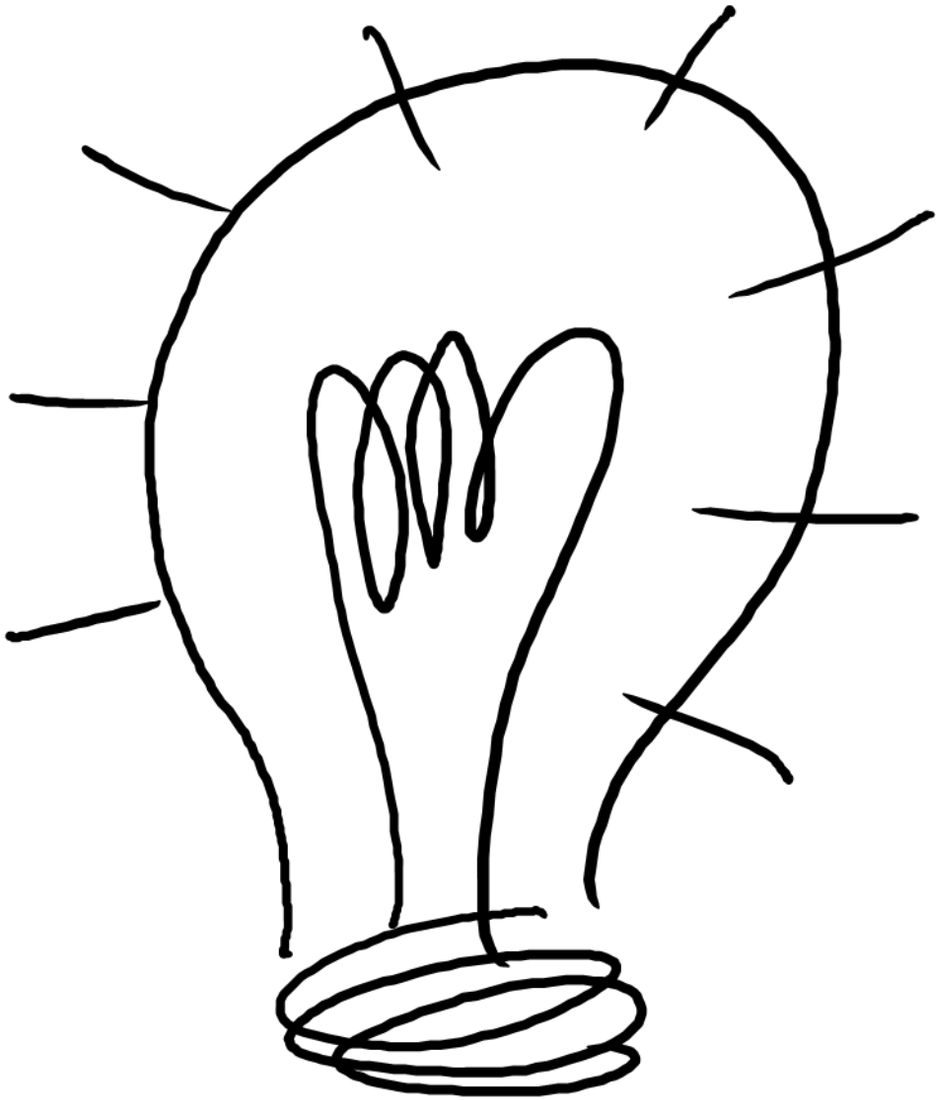
Remote Desktop Services

Why do you support 24×7 infrastructure for apps that run from 8AM – 5PM?

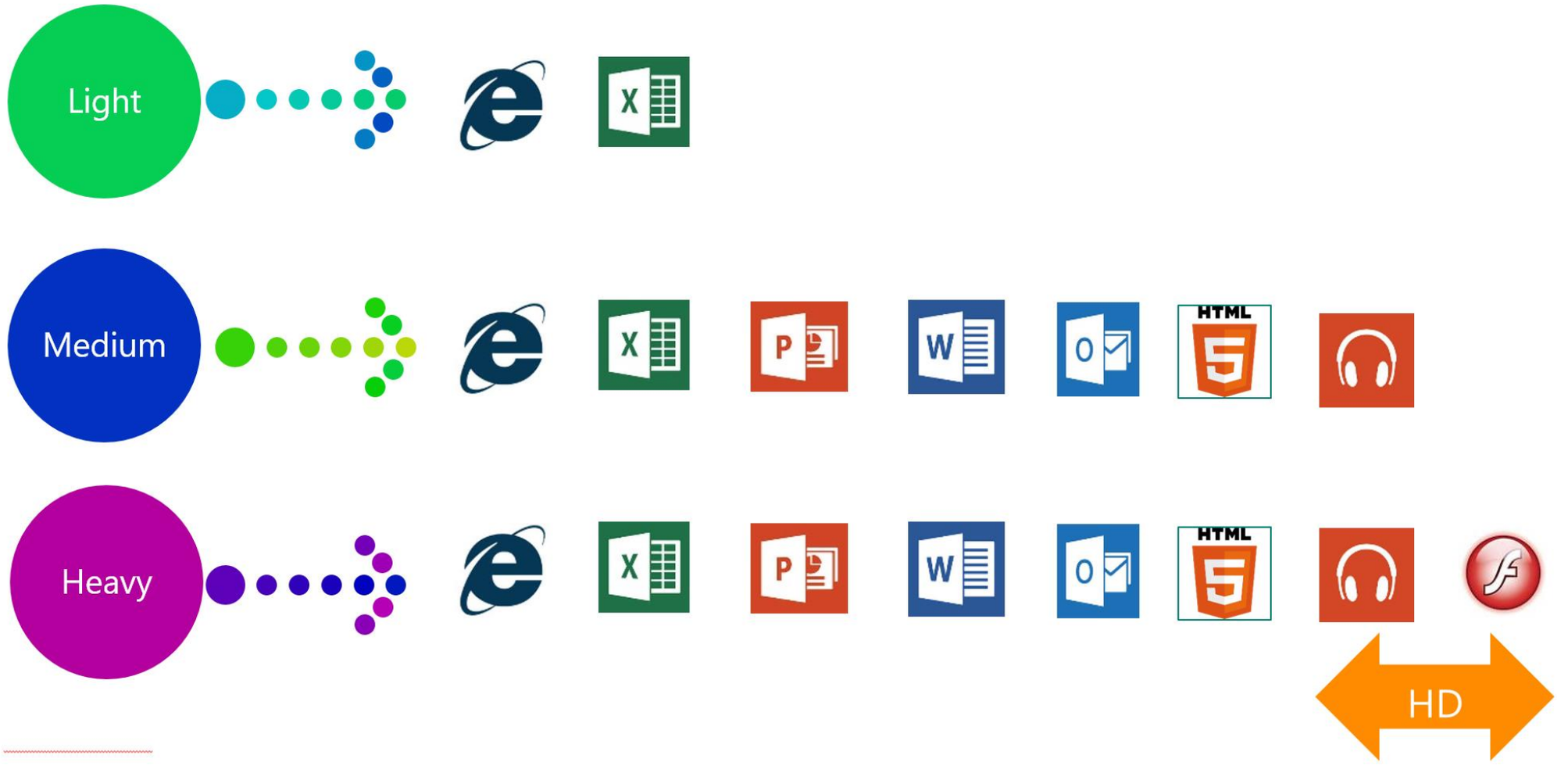
Adam Bogobowicz

Director Strategy and Biz Development
Microsoft

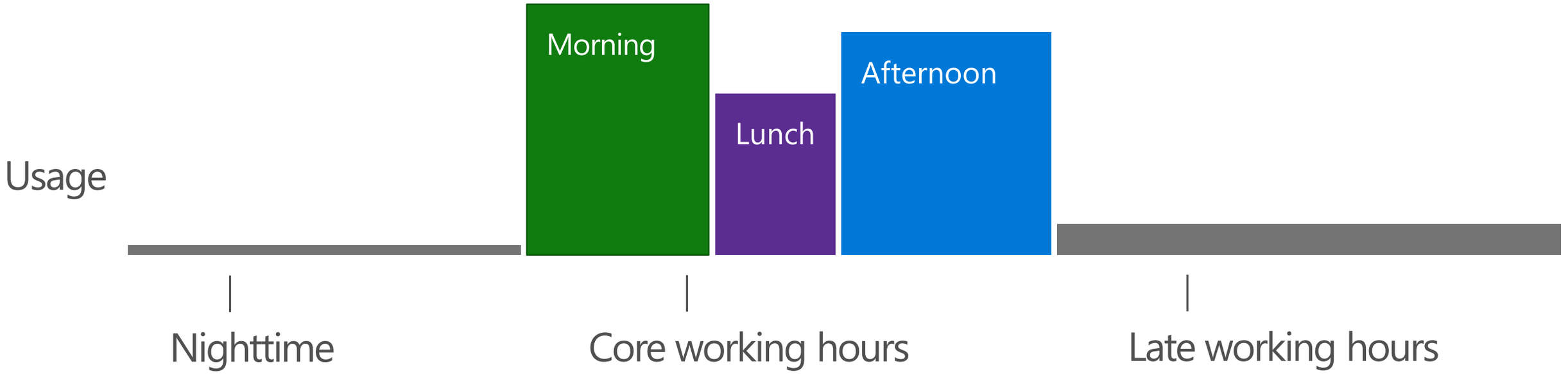
The lights



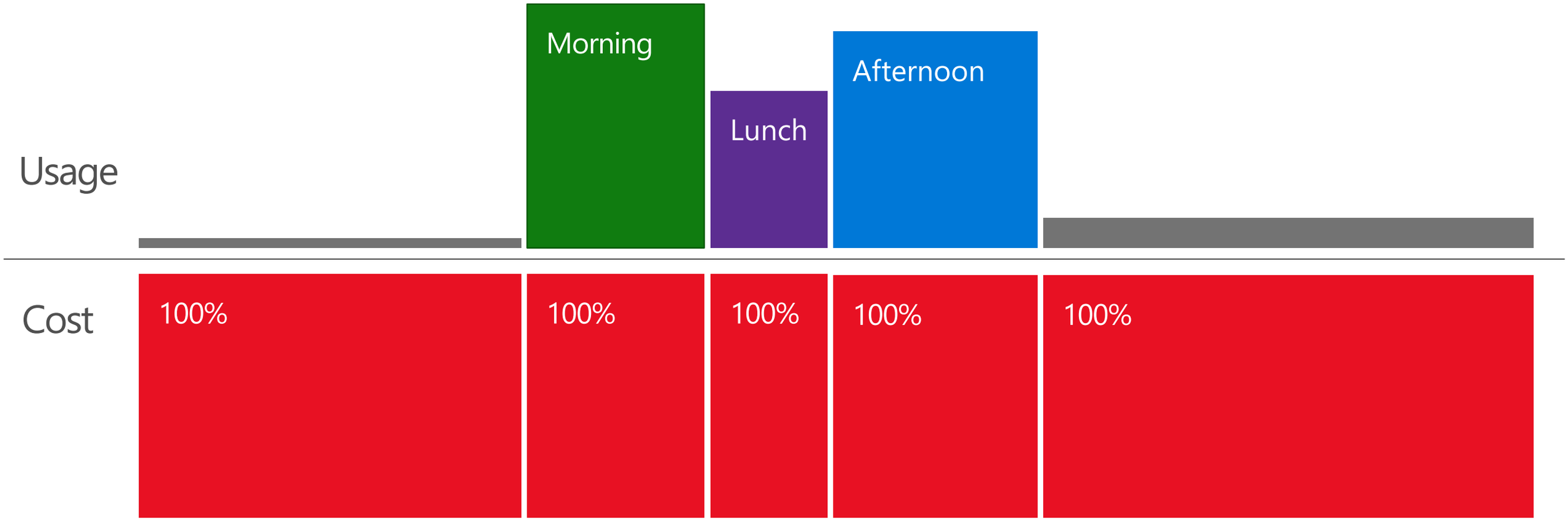
Your RDS enabled Apps

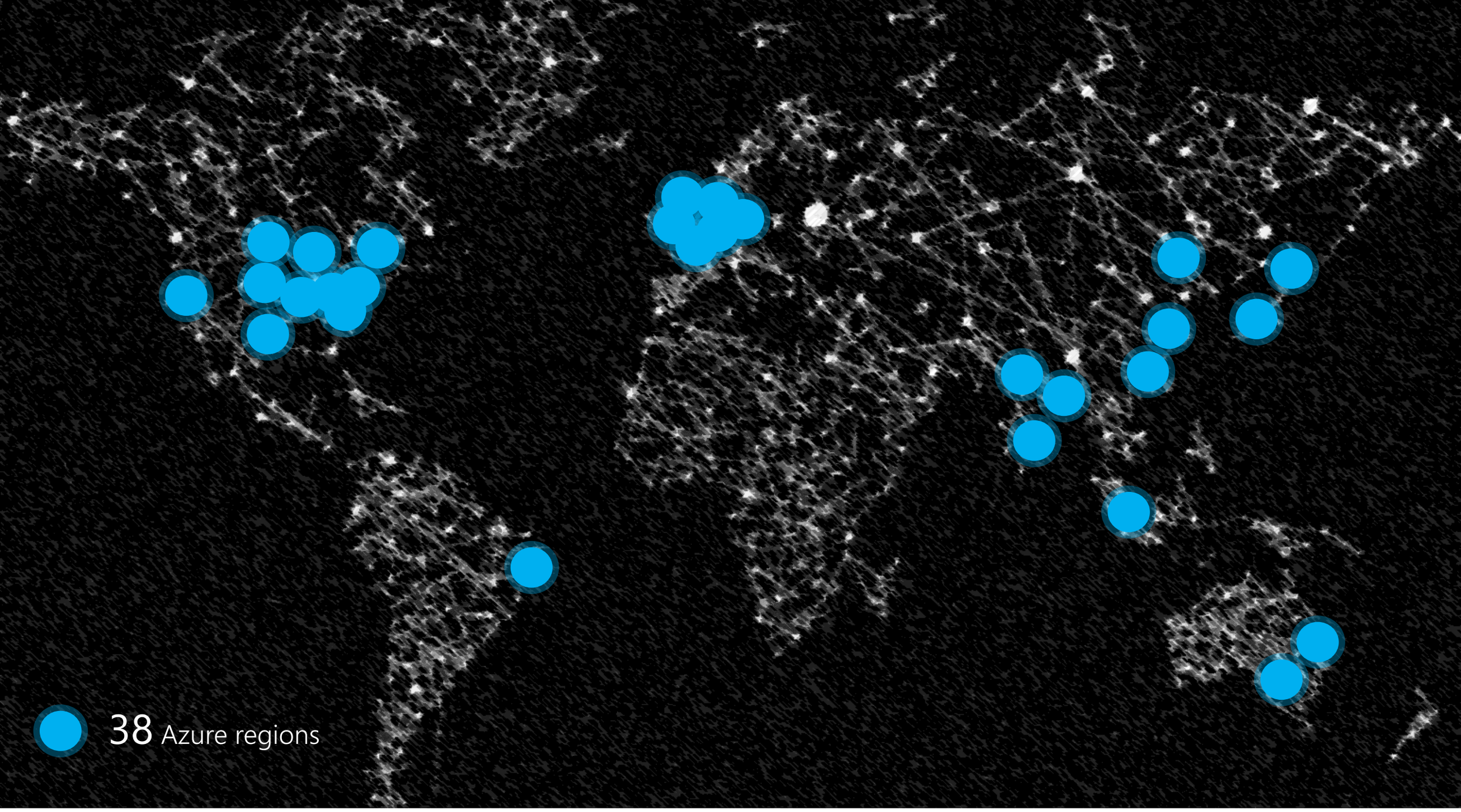


9AM to 5PM Application

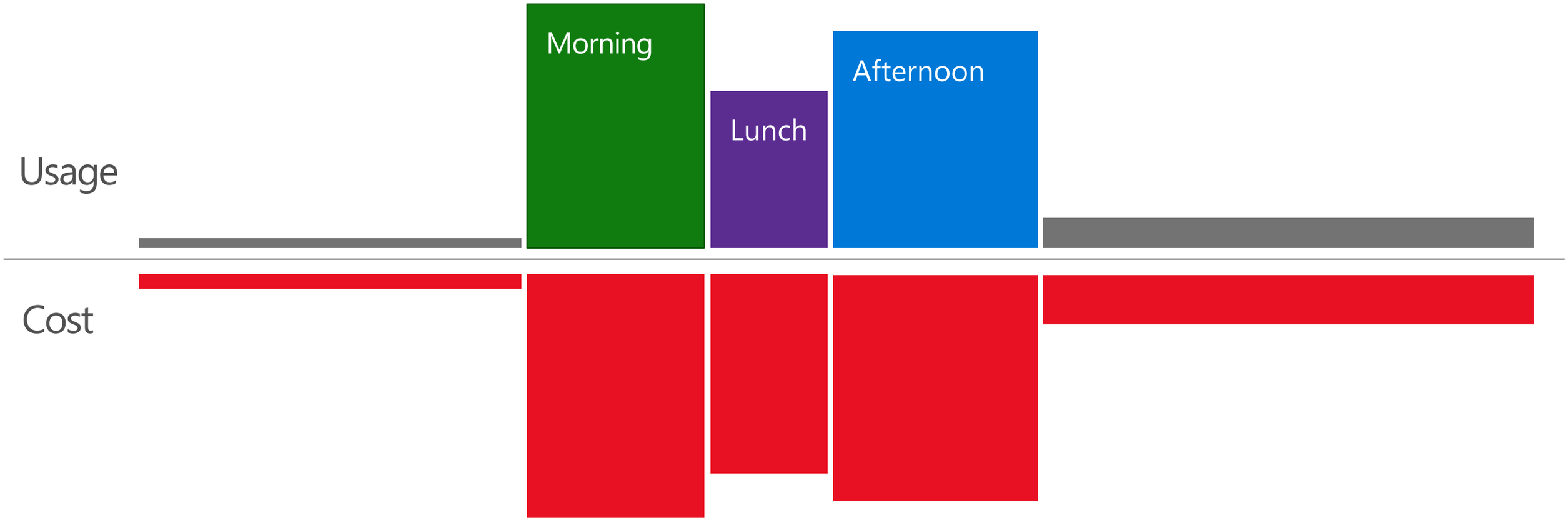


9AM to 5PM Application




38 Azure regions

Matching App and Infra usage



Contoso

RDS powered business

1000 SALs

Heavy workload

10 tenants / 100 users per tenant

Single time zone customers

Strong 9-5 usage pattern

Growing at 30%+ with existing users

Strong demand/opportunity from LOB apps shifting to hosting

RDS to Azure business case

Monthly Costs	Hosted in 24/7 DC	Hosted in Azure 200 h/month	Annualized savings
H/W Infra	$12,220	$7,000	
WinSrv – SPLA	$1,460		
RDS SAL – SPLA	$4,190	$4,190	
Total Hoster Costs	**$17,870**	**$11,190**	**$80K**

HA RDS Deployment for 200 Users with Heavy workload

RDS on Azure IaaS

Innovations in RDS with the Power of Azure

High Availability at WW Scale

Range of Infrastructure options with no capex

Elastic, Usage based for Optimum opex

Easy to deploy, integrate Monitoring, Disaster Recovery services

1. Moving away from 24/7 infrastructure supporting 8-to-5 apps
2. Gaining flexibility for both capacity and scale
3. Supporting geo proximity
4. Following customer preference **Gateway to Azure**
5. Low cost migration
6. ISV support for RDS on Azure management

Digital Transformation @ work

Empowering Together

Customer Case Vivent

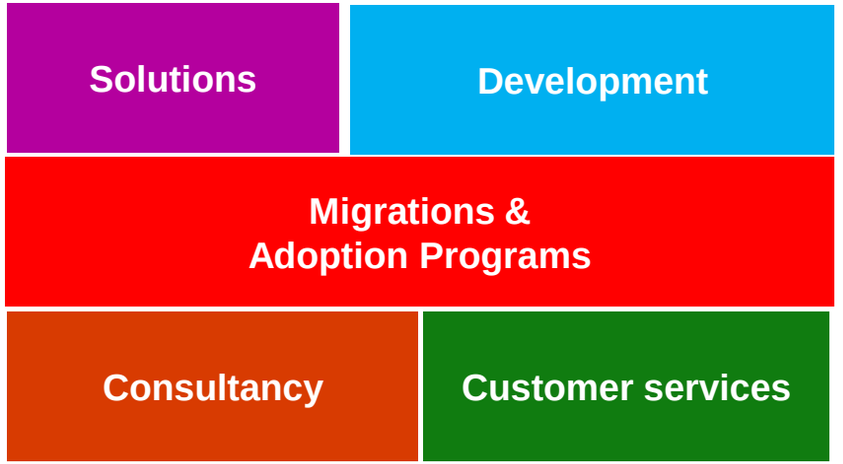
Edwin Broens

COO Caase.com

caase.com

- Dutch Tier one MS partner
- In Cloud since 2000
- Specialized in transition and adoption of Cloud for Care companies
- >200.000 Happy Users
- 5 x Gold, 8 x Silver Certified
- Bleeding edge technology implementations

ROUTE OFFICE 365 | ROUTE AZURE | ROUTE EMS | ROUTE WINDOWS 10



Microsoft Partner
Gold Cloud Platform
Gold Cloud Productivity
Gold Enterprise Mobility Management
Gold Collaboration and Content
Gold Hosting

Microsoft Partner
Silver Application Development
Silver Small and Midmarket Cloud Solutions
Silver Devices and Deployment
Silver Datacenter
Silver Identity and Access

Microsoft Partner
Silver Messaging
Silver Midmarket Solution Provider
Silver Software Asset Management

Microsoft Partner of the Year 2016 Winner
Netherlands

Microsoft Partner
2014 Partner of the Year Winner
Cloud - Enterprise Customers (CA and EPG)

Microsoft Partner of the Year 2016 Finalist
Windows and Devices Deployment Award
Public Sector: Government Award
Cloud Packaged Solutions Award

Microsoft Partner of the Year 2015 Finalist
Public Sector: Health

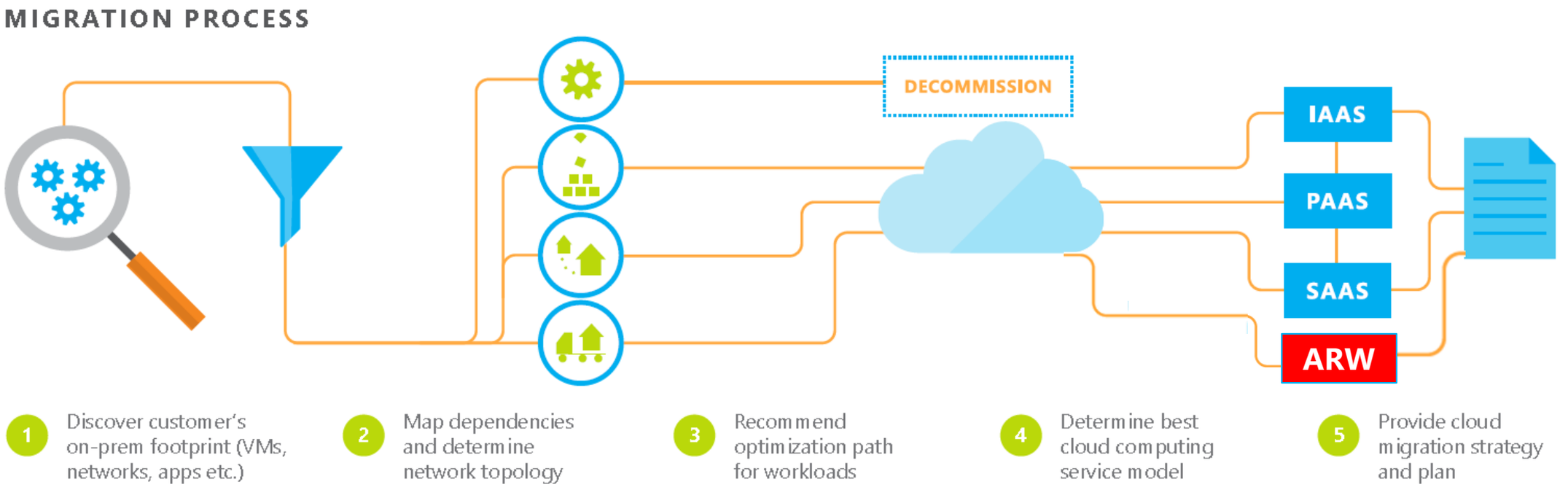
Vivent

- Care company
- 1500 employees
- 700 volunteers
- Operating companies:
  - Home Care
  - Housing with Care
  - Non clinical consult and day treatment

Business case

- Vivent twin data-center needed replacement (est. Cost 1.5 Mljn Euro
- Divisions are connected by low bandwith to the datacenters
- The software landschape for Vivent moves to SAAS over the next years
- Vivent wants to be a innovative care company
- Vivent is required to comply to the NEN7510 framework
- Costs savings are key to Vivent

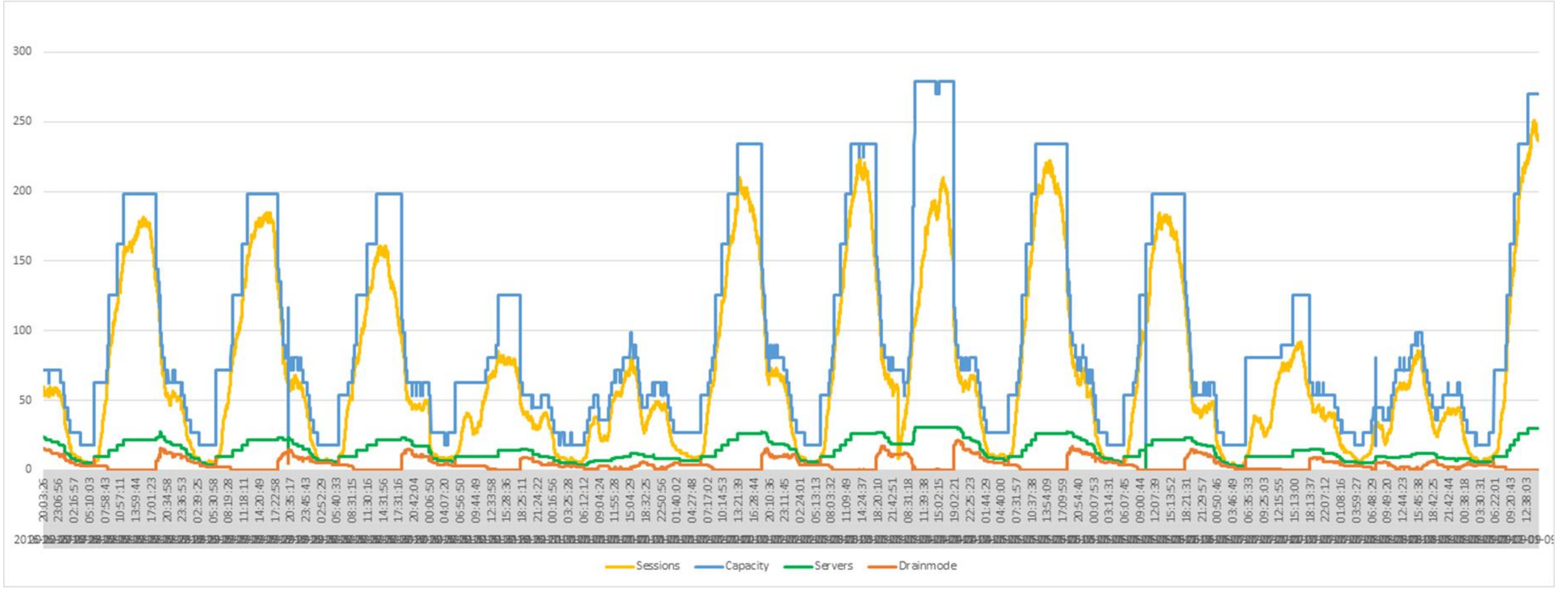
Azure Remote Workspace



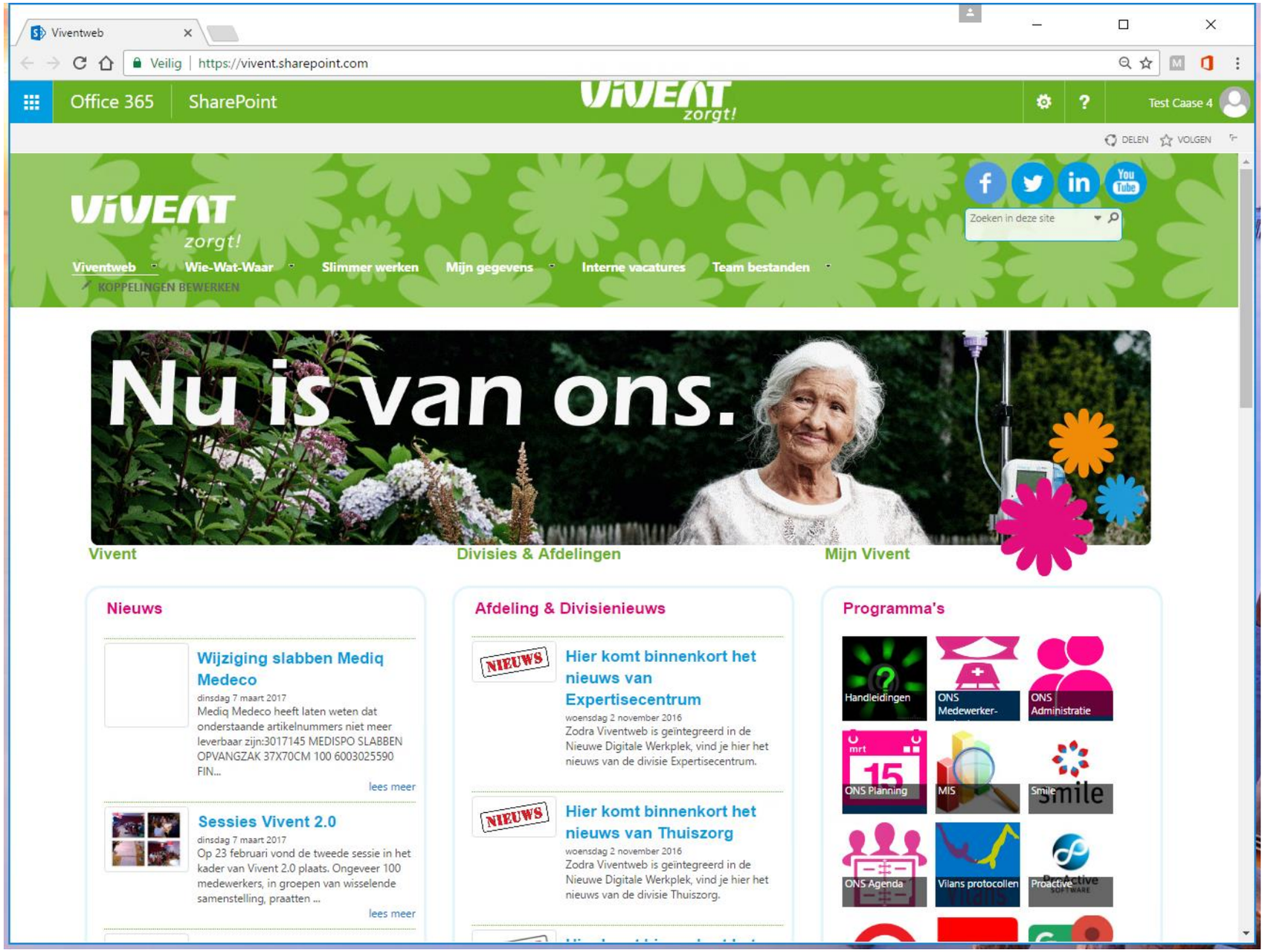
Solution Design

- RDP 2016 VNEXT (Azure Remote Workplace ARW)
- Auto scaling
- All bussines applications in Azure or in SAAS
- Digital workplace with
  - Corporate News
  - Operating company news
  - Team news and team data
  - Application launcher
- EMS for endpoint management

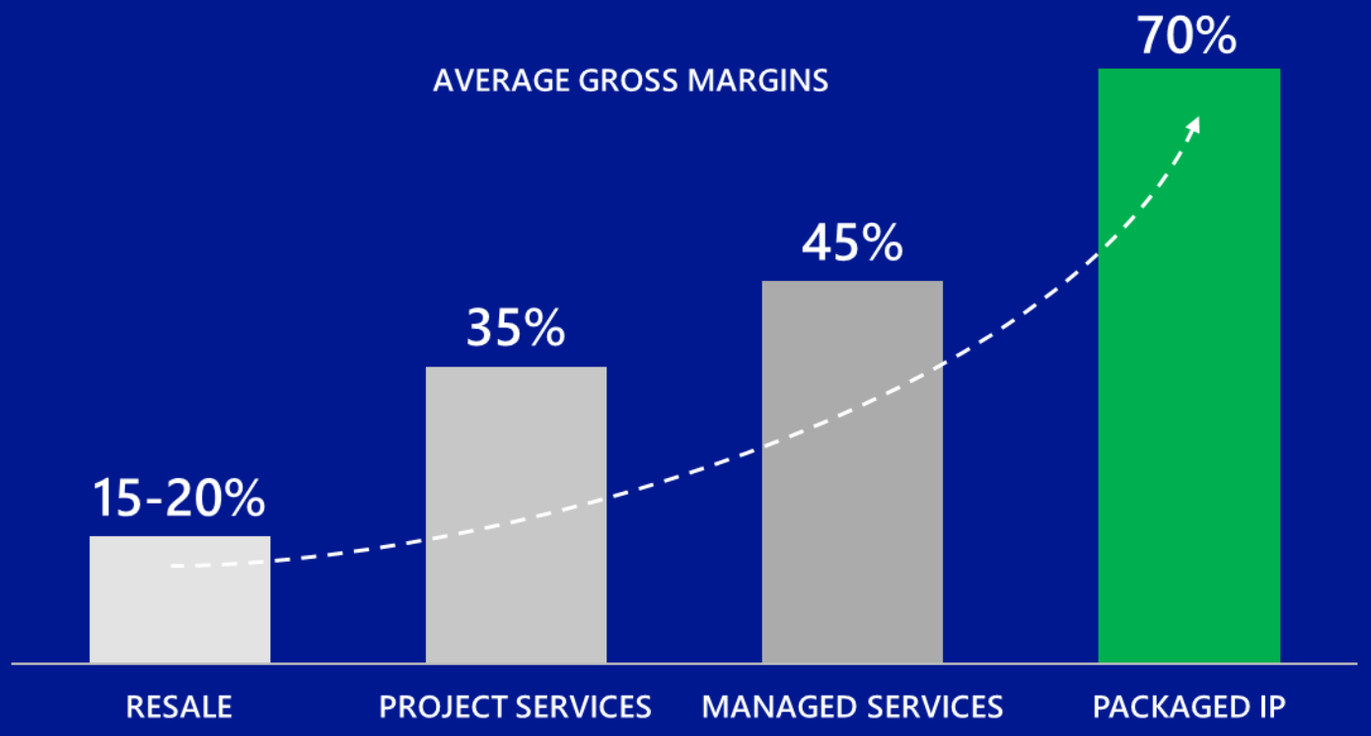
Smart Datacenter



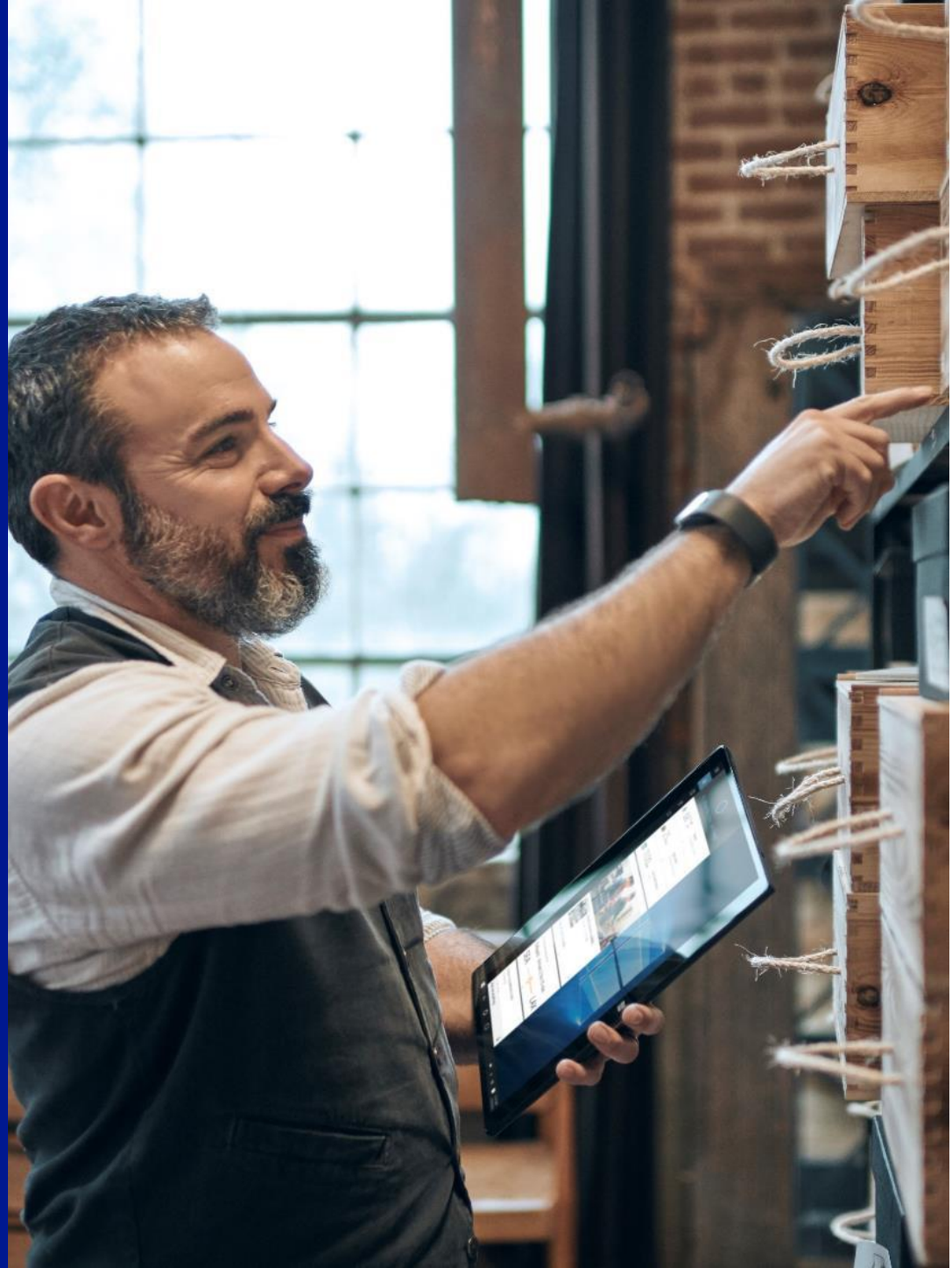
Digital Workplace in ARW



Not all revenue streams are created equal



Source: IDC eBook, sponsored by Microsoft, The Modern Microsoft Partner Series, Part 2: Differentiate to Stand Out, 2016



Wrap-up & Questions?

- Gateway to Azure datacenter services
- Smart scalability
- Company news, departmental news and team news in one place
- Fast access to your personal and team documents
- Productized, fast to deploy
- Applications start from the portal
- Good revenue on Services (15K/Mnth)

Digital Transformation @ work

Empowering Together

Move to Azure

Manish Dhall

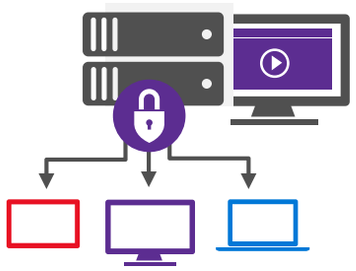
Microsoft Cloud Solution Strategist

Migration

Solutions to Meet Your Requirements – No App Customization

Easy & Simple Process to Migrate

Session-based computing on-prem



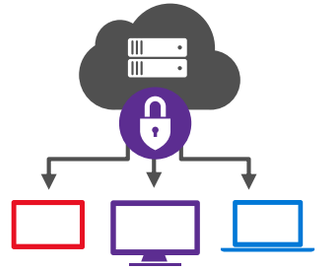
Session-based desktops and RemoteApp

VM level migration

Similar Architecture

Supporting 3rd party ISV Solutions

Session-based computing in the cloud

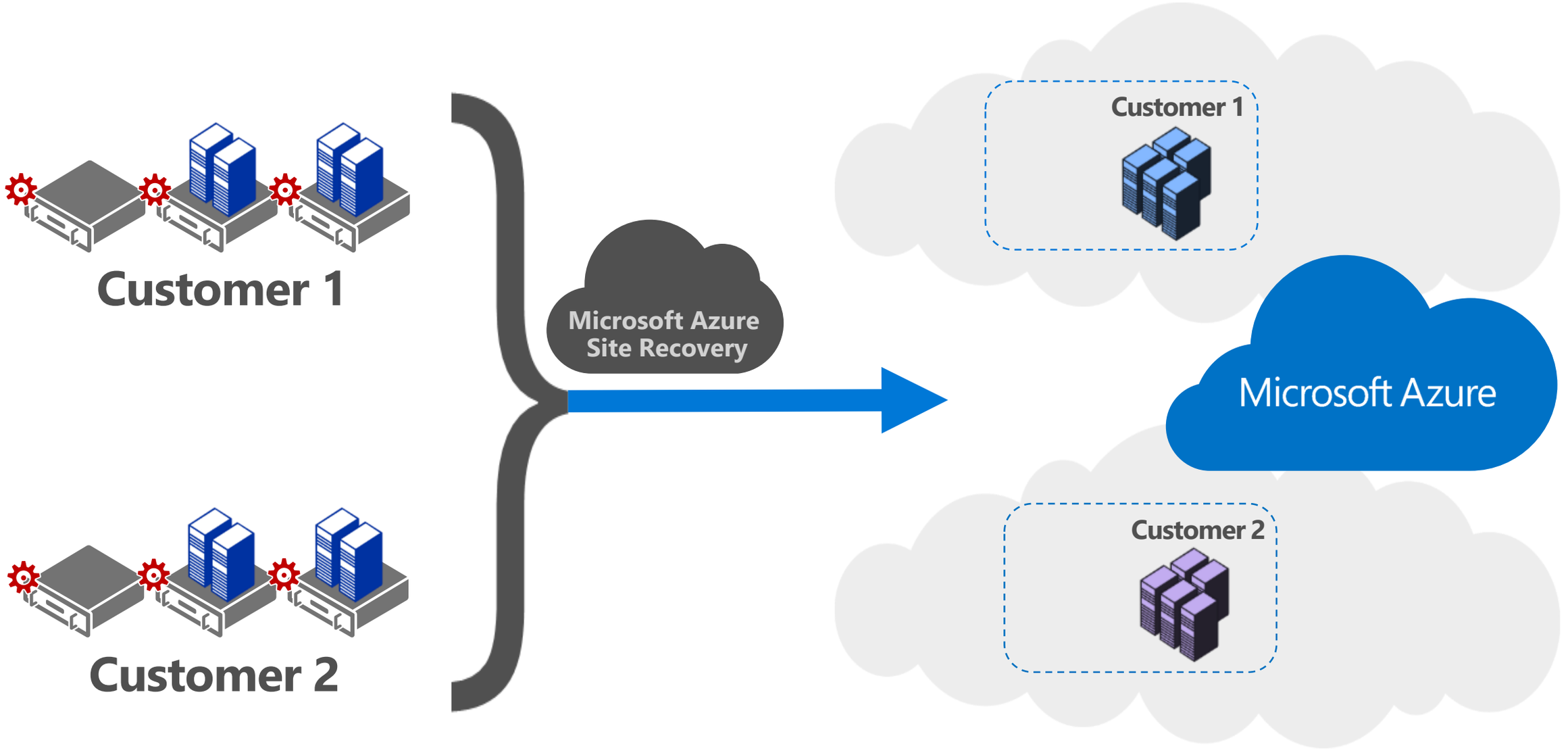


Remote Desktop Session Host deployed on cloud infrastructure services

On-premises

In cloud

VM Migration using ASR



Azure Optimization

RDS Components Optimization

Web Access (RDWeb)

Provides user logon and selection of desktops and applications

High Available – 2-3 Servers for 5000 Users

Gateway (RDGW)

Routes RDP traffic between the Internet and a customer network

200 Active Connections/Core

Connection Broker (RDCB)

Distributes connections to RDSH servers

2000 active sessions per Server

Session Host (RDSH)

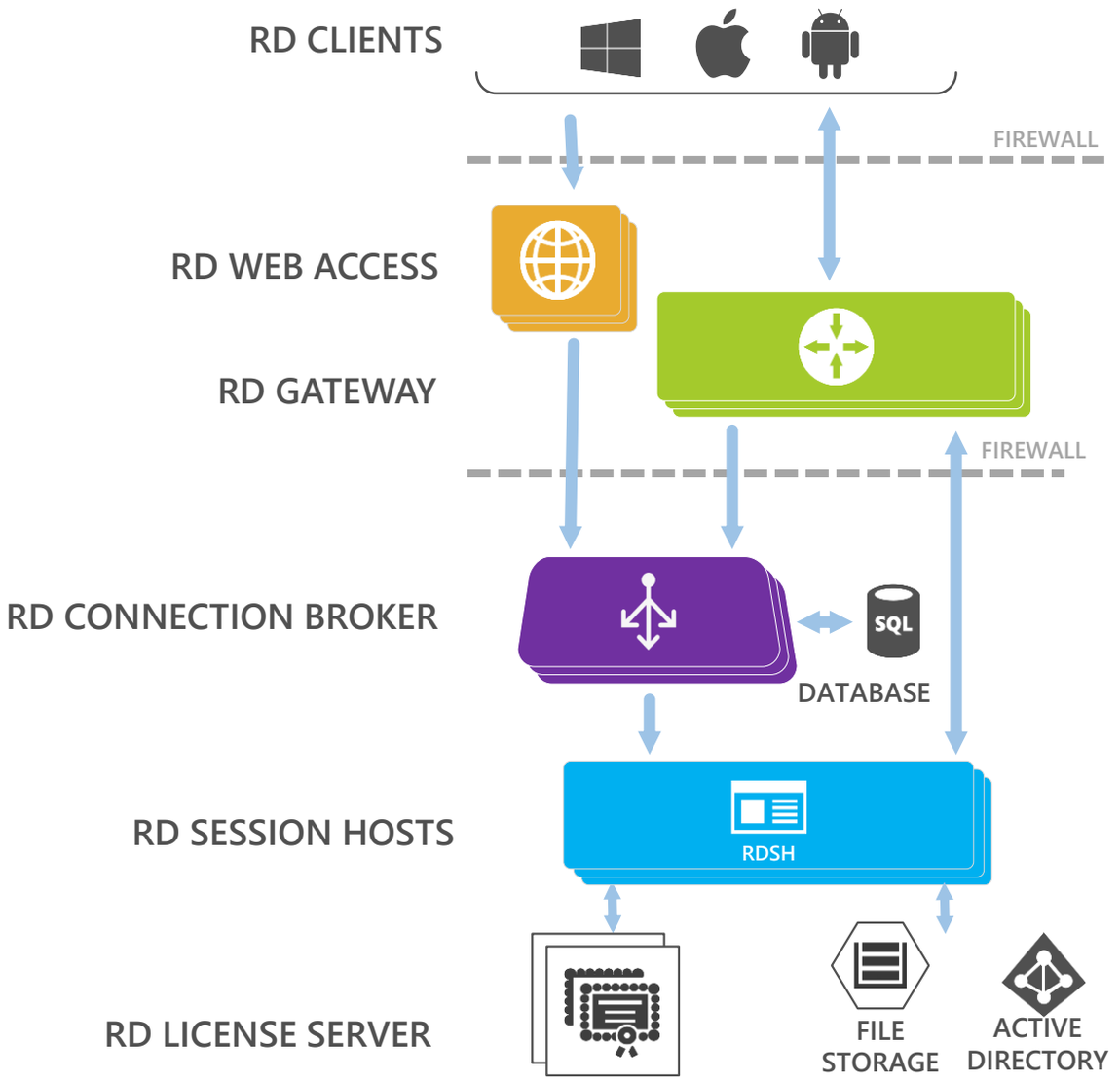
Desktop & applications execute on the RDSH server

Dynamically Scaling

License Server (RDLS)

Tracks usage of the system

Typically not a bottleneck



RDS Infrastructure Optimization

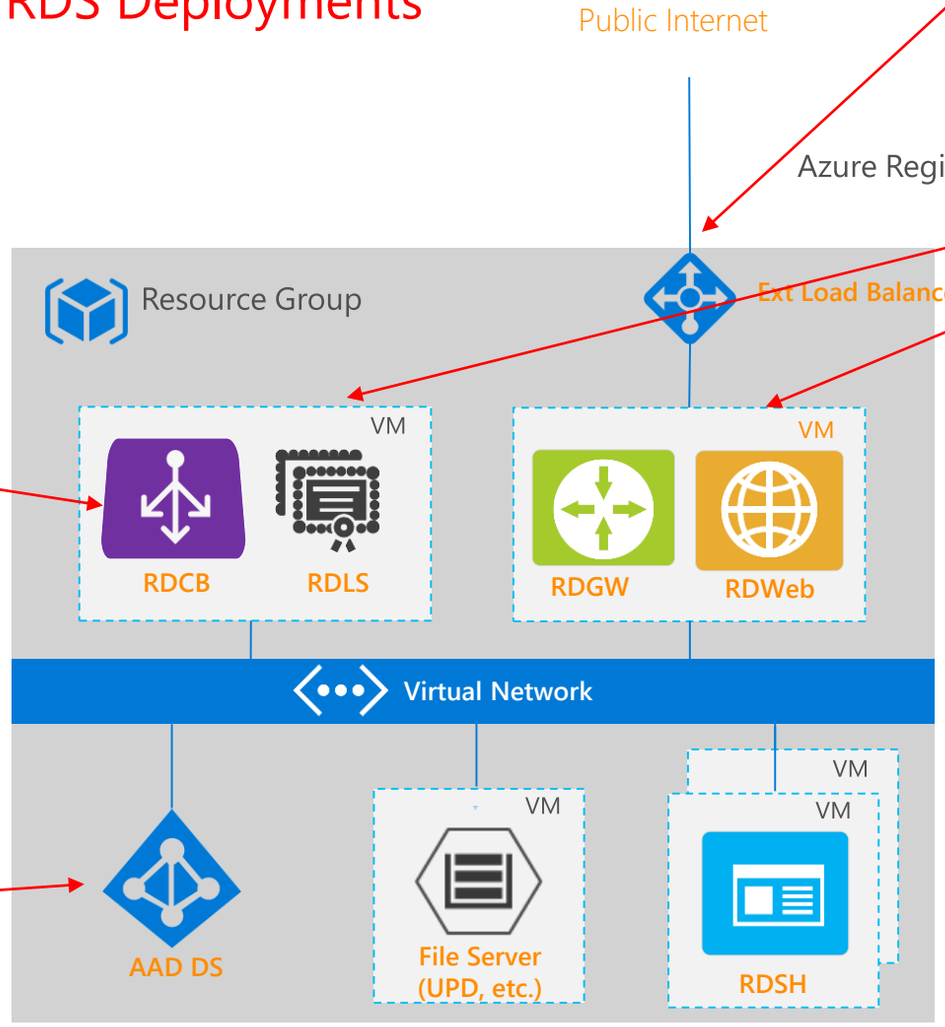
Smaller Footprints for Non HA RDS Deployments

Public IP

Roles combined to reduce VMs

RDSH Auto-Scaling Script

AAD DS PaaS
or
AD DS VM



RDS Infrastructure Optimization

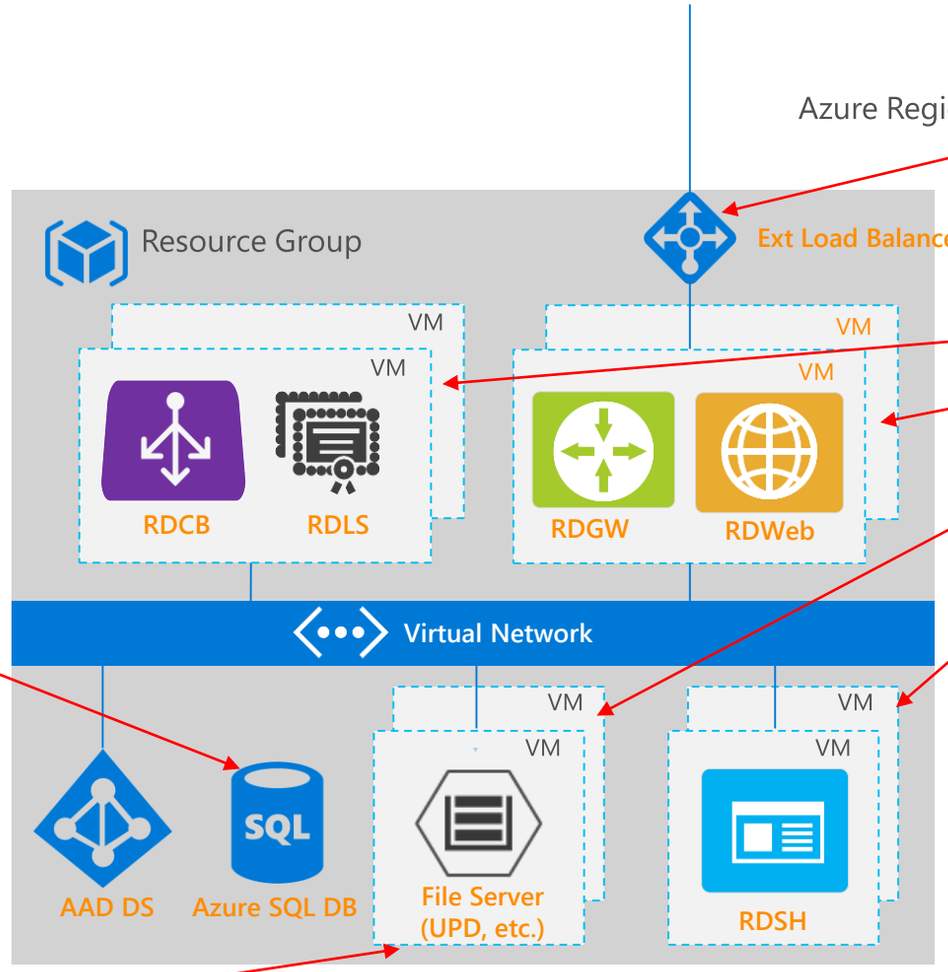
Smaller Footprints for HA RDS Deployments

HA RDS 2012R2 Infra:

7 role services
8 VMs

HA RDS 2016 Infra:

4 role services
4 VMs



Source IP Affinity

Availability Sets

Azure SQL DB PaaS

Storage Spaces Direct (S2D)
Scale-out File Server (SOFS)

RDS Solution Optimization

Cloud Integration

Providing End-to-End Customer Solution by leveraging MS Cloud Offerings on RDS Deployments in Azure

Up-Sell Opportunities

O365
Azure Site Recovery (ASR)
Azure Backup
Identity
Enterprise Mobility Suite (EMS)
Operations Management Suite (OMS)

Ecosystem

Partners with RDS learning path assessment

Hosting partners:

Technology partners:

Hosting Windows Desktop and applications using Remote Desktop Services in Azure - new learning path within the Microsoft Partner Network

https://technet.microsoft.com/en-us/windows-server-docs/compute/remote-desktop-services/rds-hosting-partners

Visit PeopleTech and Fyrsoft at Booth #1 for a Hosted RDS Manager Demo

Announcing the Release of Hosted RDS Manager

GET A DEMO!

See the MS Partner Hosting Insights blog for more info.

Intelligent RDS Scaling in Azure

- Manage RDS Deployment through Azure Blade interface
- Most advanced Hybrid Cloud RDS Monitoring System
- RDS Backup and Disaster Recovery

Microsoft Partner
Gold Cloud Platform
Gold Datacenter
Gold Devices and Deployment
Gold Enterprise Mobility Management
Gold Hosting

2017 Microsoft Cloud and Hosting Summit

peopleTECH www.peopletech.com www.fyrsoft.com FYRSOFT

Digital Transformation @ work

Empowering Together

Hosted Desktop & Application Platform for Microsoft Azure

Brian Garoutte
VP of Business Development
brian.garoutte@conexlink.com

Conexlink
MyCloudIT

Remote Desktops & Applications in Azure

MyCloudIT is an automation platform for Microsoft Partners to simplify, optimize, and scale the delivery of Remote Desktop Services in the Microsoft Azure Cloud.

- HQ: Dallas, TX, USA
- Operation: Worldwide
- Partner Status:
  Gold Cloud Platform
  Gold Application Development

Conexlink
MyCloudIT

RDS in Azure Pilot

Microsoft and MyCloudIT align to help Hosting Service Providers (HSP) expedite their Remote Desktop Services (RDS) migrations to the Azure cloud.

Five (5) selected HSPs will receive exclusive migration incentives to deliver RDS in Azure via MyCloudIT:

- **Free migration** for the first 250 RDS users
- **Free MCIT licenses** in the first 90 days
- **50% off MCIT licenses** after the 90-day period
- **Case Study** featured by Microsoft & MyCloudIT

"We see a good opportunity for HSPs to utilize MyCloudIT to quickly and easily deliver Remote Desktop Services to their end customers."

Clark Nicholson
Principle Program Manager
Cloud + Enterprise, Microsoft

Conexlink
MyCloudIT

What's Next?

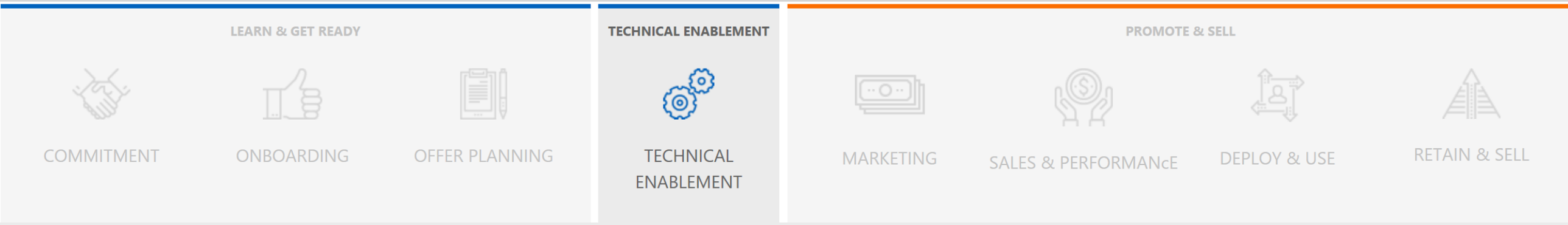
1. Register Here for MyCloudIT Hosting Provider Program: https://mycloudit.com/HSP
2. Create a FREE test environment at MyCloudIT.com
   - Sign in with Azure credentials
   - Activate Demo Desktop
   - Create Sandbox/POC Deployment
3. Schedule a call for a 1X1 Demo:

   Email: Brian.Garoutte@MyCloudIT.com

   Phone: 972-218-0741

Our Opportunity

Leverage our online resources



Identify opportunities, qualify leads

Understand and identify opportunities, perform industry and market research, create business case and offers.

TECHNICAL ENABLEMENT
RDS on Azure IaaS Technical Guidance Deck

TECHNICAL ENABLEMENT
RDS on Azure IaaS Technical Guidance Document

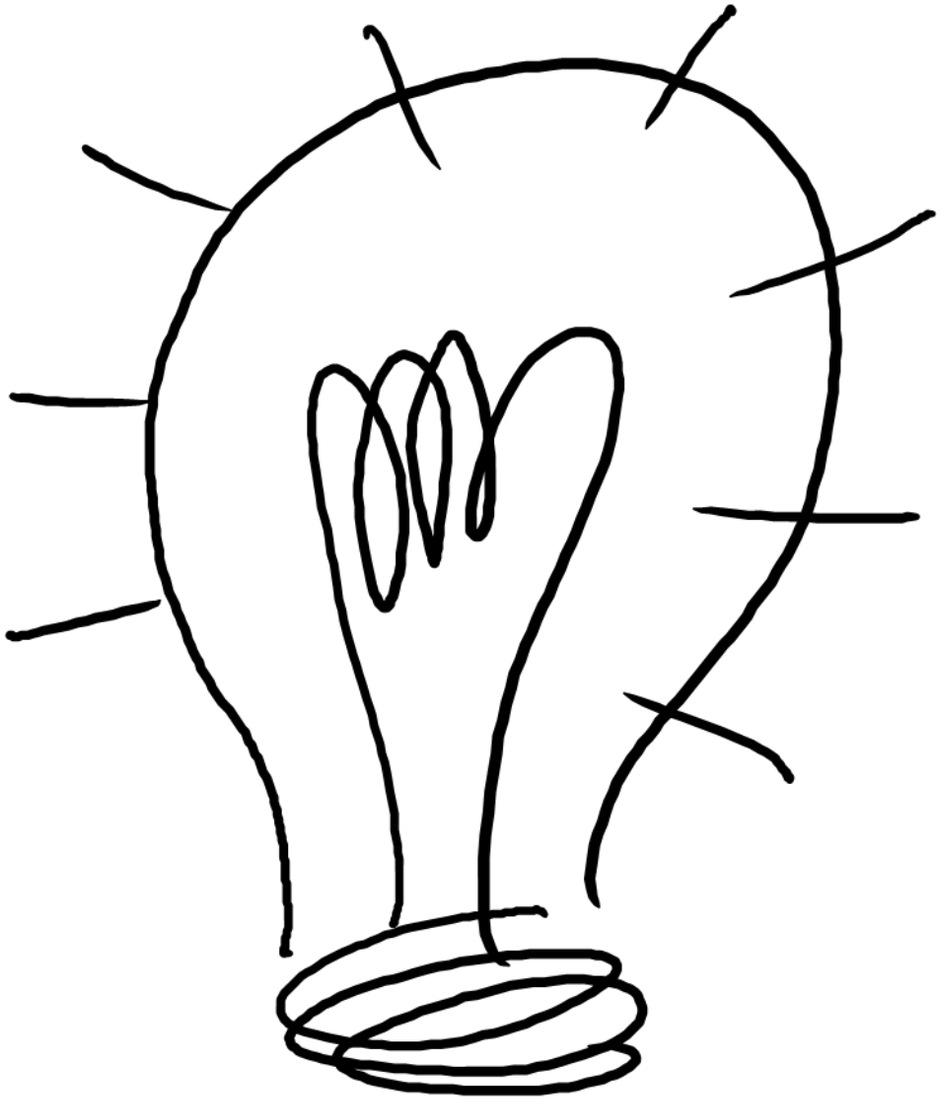
TECHNICAL ENABLEMENT
Remote Desktop Services Poster

https://www.microsoft.com/en-us/CloudandHosting/Remote_Desktop_Services.aspx

We will help you with assessment of your RDS to Azure opportunity

US Partners:

See us after to schedule an in-person Side Meeting during the Hosting Summit
Email:
usrdsazure@Microsoft.com
to schedule a phone assessment with our experts



© Copyright Microsoft Corporation. All rights reserved.