Reduce IT Costs & Boost Agility, Productivity, & Security with Citrix Cloud VDI Solutions on Azure

10/15/2020

Copyright © Cornerstone.IT 2020

Presented By

Jim Moreo

Principal
Cornerstone.IT
Jim.Moreo@Cornerstone.IT

Ryan Friess

Technology Consultant II
Ingram Micro / Citrix

Agenda

- Cornerstone.IT & Citrix
- Citrix & Microsoft
- Overview of Windows Virtual Desktops (WVD)
- How Citrix Improves the WVD experience
- Windows Virtual Desktop with Citrix Workspace and IGEL, including WVD Integration
- LIVE Demonstration!

About CORNERSTONE.IT

Experience

Solution Design

Best Practices

Systems Integration

Managed Services

THE CHANNEL CO. CRN MSP 500 2020

THE CHANNEL CO. CRN TECH ELITE 250 2019

Channel Futures MSP 501 2019 WINNER

Inc. 5000 AMERICA'S FASTEST GROWING PRIVATE COMPANIES

AWARDS

SILVER SPONSOR 2020

citrix™ Partner Gold Networking Specialist

Gold Microsoft Partner

Microsoft

CORNERSTONE.IT

© 2020 Cornerstone.IT | Confidential

Work From Anywhere

with Cornerstone.IT

Technology Services

Employee Engagement

Security

Support | Managed Services

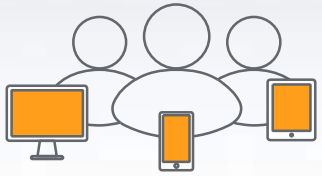
© Cornerstone.IT | 2020

30 Year Partnership

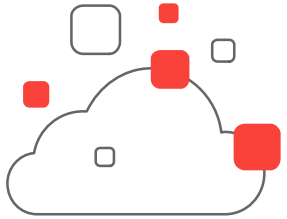
citrix + Microsoft

30-year partnership

90%
Fortune 100



400,000 joint customers



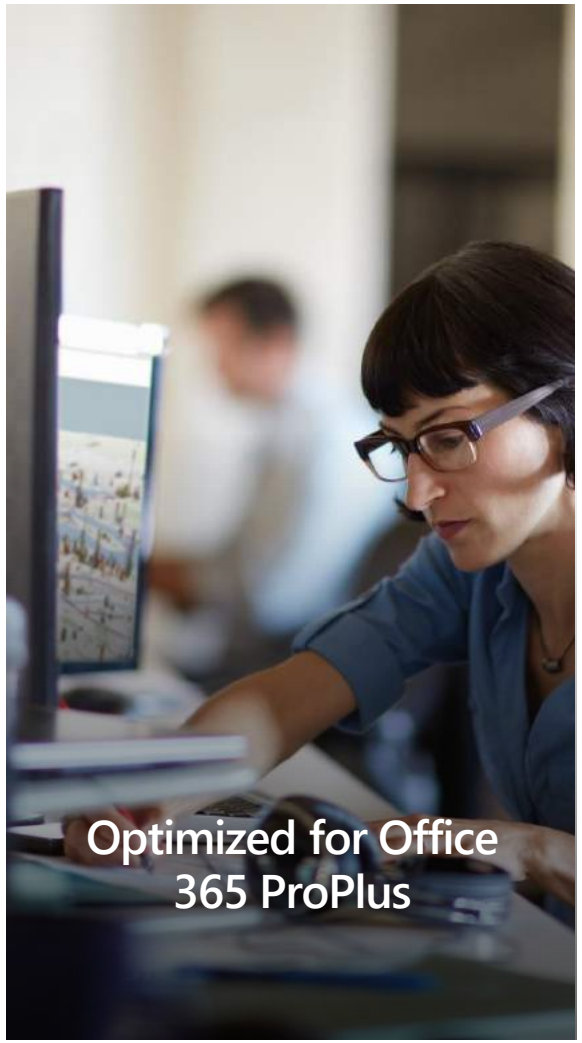
10's of Millions of users

- Integrated engineering for Day 1 support of Microsoft technologies
- Citrix chose Azure as its preferred and strategic cloud for customers and itself
- SD-WAN preferred partner for Azure Virtual WAN and Microsoft's "Works with Office 365" partner
- Citrix ADC preferred partner for Azure DNS
- Day 1 **Authorized** Windows Virtual Desktop provider
- Microsoft Cloud Solution Provider "CSP" – Tier 1
- Citrix and Microsoft joint Cloud Alliance partner initiative
- Microsoft Gold Certified Global ISV

Windows Virtual Desktop (WVD)

© 2019 Citrix | Confidential

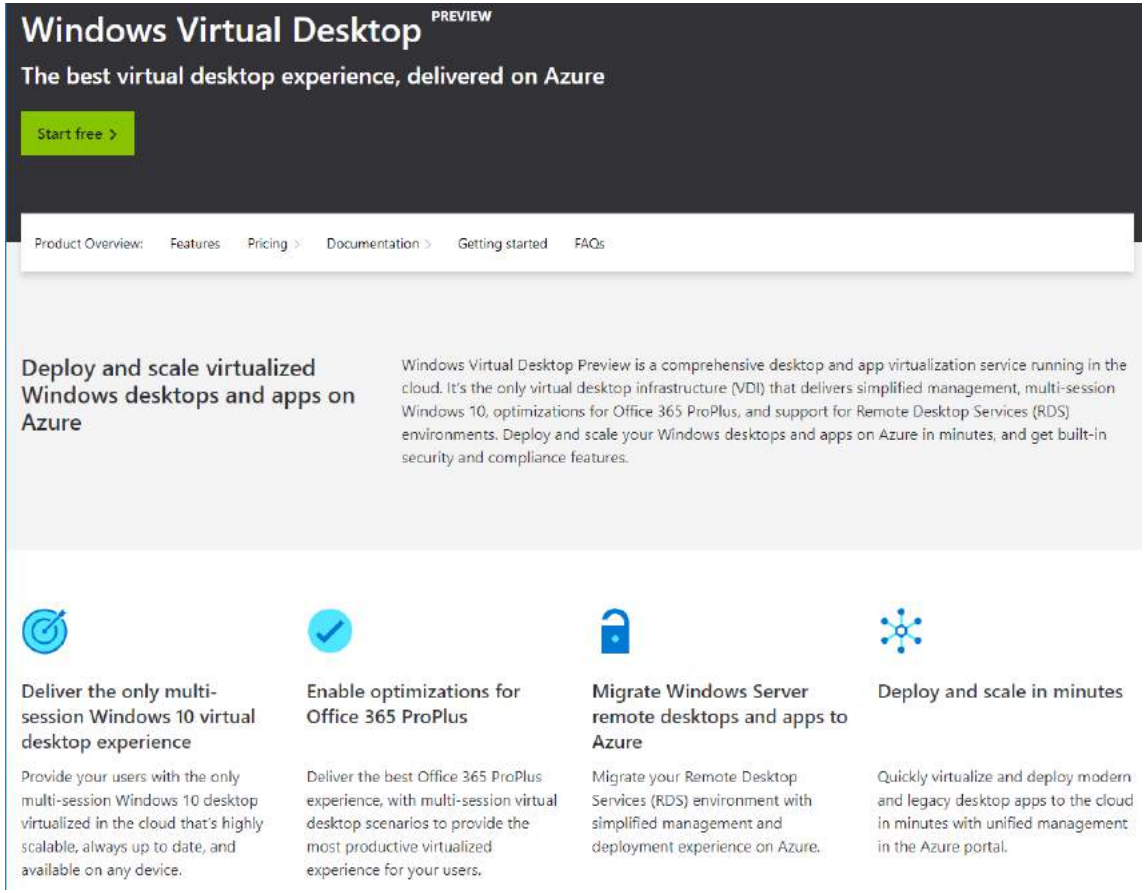
Windows Virtual Desktop



What is WVD?

The evolution of RDS - only available in Azure

- **A New Entitlement** for M365 E3+ or Windows E3, E5, F1 or Business SKUS
- **An Azure Service -** the next generation of Remote Desktop Services (RDS), only in Azure
- **A new Windows 10** multi-session OS only licensed as part of WVD in Azure
- **Windows 7 Virtualization Rights** with extended security updates on WVD in Azure



Why CITRIX + WVD?

The best ISV solution

Citrix and Microsoft partner to accelerate the future of work

July 14, 2020 | Microsoft News Center

Companies join forces to simplify cloud transformation and speed adoption of digital workspaces and virtual desktops to enable greater agility, productivity, and security

- Citrix & Microsoft **joined** forces to simplify cloud transformation and speed adoption of digital workspaces and virtual desktops to enable greater agility, productivity, and security
- Citrix is **authorized by Microsoft** to extend WVD's capabilities to Citrix cloud subscription customers (and partners delivering to those customers!)
- Citrix Cloud has many advantages for partners over rolling-their-own, including pre-provisioned services, included **support** and **onboarding customer success services**
- Citrix Cloud and Workspace can deliver WVD resources to your customers **right alongside** the SaaS, mobile, virtual, and physical apps they do today!
- The question isn't Why Citrix + WVD, but *why wouldn't you* **enhance your existing offering** by including WVD to build new differentiated offerings to benefit your customers?

Citrix + WVD benefits

Top10

Citrix value adds to Windows Virtual Desktop

Hybrid Cloud

Citrix HDX Technology

Certified for Microsoft Teams

Workspace Environment Management

Citrix App Protection

Advanced Monitoring

Session Recording

Citrix App Layering

Citrix Performance Analytics

AutoScale

Citrix Security Analytics

1 Simplified & Flexible Management

Spend less time managing, more time selling

Hybrid Cloud Deployments

- CVAD service can centrally manage and deliver existing, on-premises virtual app and desktop workloads side-by-side WVD workloads
- Makes it easy to transfer new workloads to Azure while supporting existing applications located in the datacenter

Machine Creation Services

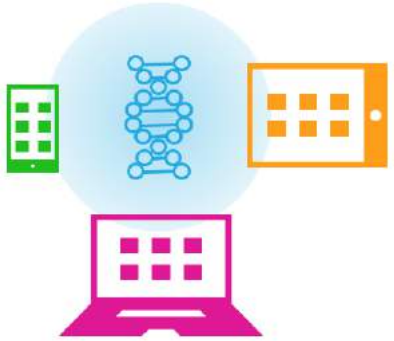
- Rapidly provision WVD workloads across various Azure resources locations on-demand from a master image
- Intelligently manage the availability of those resources based on a predefined schedule or the level of user demand

Citrix App Layering

- Included in CVAD service
- Simplifies image management of WVD workloads – Windows 10 multisession, Windows 10 Enterprise, and Windows 7 hosted on Azure
- Separates the workloads into flexible containers, or layers, so CSPs can package and deploy operating system updates, applications, and user data as individual components and then dynamically reassemble them for deployment at scale

2 Security

Stop paying extra for security technologies with Citrix's built-in features

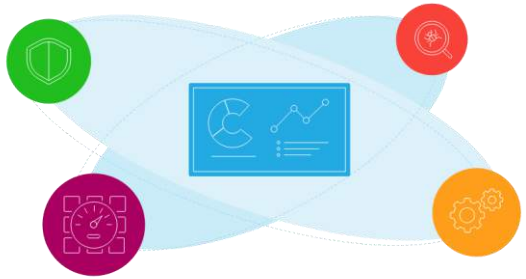


Application Protection Policies

- For regulated industries
- Protect enterprises against compromised user devices which might have key loggers or screen scraping malware installed

Citrix Analytics for Security

- Monitors the entire Citrix Workspace and WVD deployment to scan for security threats in real-time
- Enables CSPs to proactively handle user and application security threats



Secure Browser

- Protects the corporate network against malware, ransomware and data theft.
- Delivers secure, remote access to a cloud-hosted web browser thereby isolating and protecting the corporate network.

3 Optimize Performance

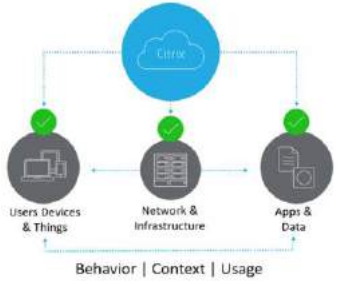
Save money on Azure-hosted workloads

Workspace Environment Management

- Included in CVAD service
- Actively monitors WVD resource utilization and dynamically adjusts based on user profiles, system policies, and resource consumption
- Improves the scalability of the infrastructure hosting your virtual apps and desktops by optimizing resource utilization — saving CSPs time and money
- Simplifies the administration of Windows 10 policies — which improves both user experience and application security

Auto Scale (previously Smart Scale)

- Enables proactive scaling and power management of registered machines in a Virtual Apps and Desktops Site based on a schedule CSPs define or the level of demand for user sessions
- Enables CSPs to ensure that WVD workloads are available when needed, yet restrict overprovisioning of resources that could result in cost cloud infrastructure costs during idle times



Citrix Analytics

- Monitors the entire Citrix Workspace and WVD deployment to scan for performance issues or security threats in real-time
- Enables Citrix customers to proactively handle user and application security threats, improve app performance, and support continuous operations

4

Robust Monitoring

Reduce support costs and time-to-resolution

Citrix Director

- Gives insights into a year's worth of performance data
- Provides a view of capacity trends, OS usage reporting, proactive notification and alerting, and reboot warnings
- Track the customer log-on times and see which parts of the logon process are causing slowness – from brokering to interactive session
- CSPs can control a user's session from the Director console, taking helpdesk actions like logging off a session, disconnecting it, sending a message to a user, or shadowing a session

Citrix Session Recording

- Record on-screen activity of any virtual app and desktop session for retrieval and playback to aid in troubleshooting and user education
- Uses flexible policies to trigger recordings of application sessions automatically

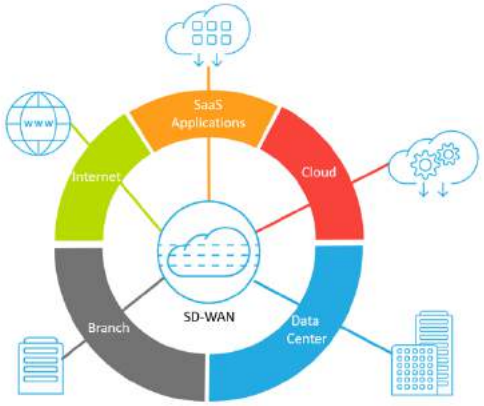
5

Improved User Experience

Happy customers, continued business, & upsell/expand opportunities

Citrix HDX Technology

- Provides a superior virtual app and desktop experience from any device over any network, including low-bandwidth, high-latency networks
- Includes:
  - Peripheral plug-n-play technology – USB, printers, scanners, headsets
  - Adaptive Transport to automatically adjust to changing network conditions
  - HDX 3D Pro deliver High-Def 3D graphics
  - Voice, video and multimedia redirection for improved performance and scalability
  - Optimized unified communications performance, including Microsoft Teams and Skype for Business
  - Universal printing across any printer/print server



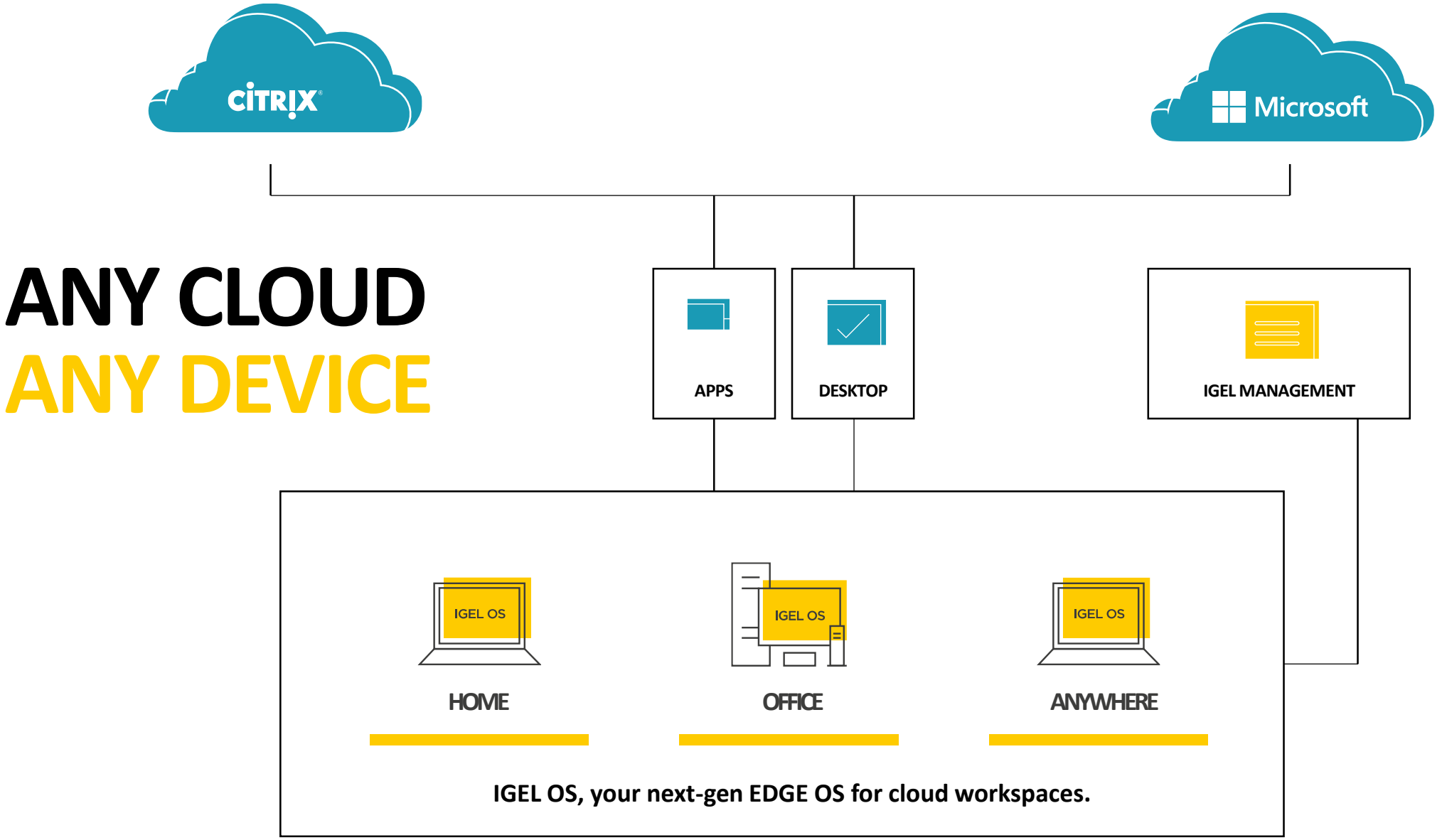
Citrix SD-WAN

- Add-on solution, carrier agnostic
- Accelerates remote connectivity to WVD workloads hosted in Azure while also optimizing the connectivity to Office 365
- Users experience performance benefits using Office 365 and virtual desktops

IGEL + Citrix + WVD benefits

The **IGEL OS** is: a purpose-built OS for cloud & virtual environments that is secure & easy to manage

IGEL


CITRIX
Microsoft
ANY CLOUD
ANY DEVICE
APPS
DESKTOP
IGEL MANAGEMENT
IGEL OS
IGEL OS
IGEL OS
HOME
OFFICE
ANYWHERE
IGEL OS, your next-gen EDGE OS for cloud workspaces.

3-YEAR TCO PER ENDPOINT

IGEL OS Endpoint: $1,159

Windows PC: $3,426

66% Savings

3-YEAR TCO PER ENDPOINT

IGEL OS Endpoint: $1,159

Windows PC: $3,426

66% Savings

TCO

….c’mon no ROI on operational expenses!

3-YEAR TCO PER ENDPOINT

IGEL OS Endpoint: $1,159

Windows PC: $3,426

66% Savings

Complete Your Remote Access Environment with

CORNERSTONE.IT & IGEL® UD POCKET

LIVE DEMO

WVD + Citrix + IGEL

Have questions?

Jim.Moreo@Cornerstone.IT
646.530.8920
www.Cornerstone.IT

CORNERSTONE.IT

Copyright © Cornerstone.IT 2020

Thank You!

Copyright © Cornerstone.IT 2020