



# Modern Desktop Management Series

SYNNEX & Microsoft

Greenville, SC 7/24/2019



# Our Speakers

- John Petersen

**SYNNEX Microsoft Sales Engineer**

John's career includes 14 years in technical roles at Microsoft focused on delivering identity, security, collaboration & deployment solutions to Fortune 100 clients. He now brings these enterprise-class solutions to companies of all sizes.

- Mark Layton

**SYNNEX Program Manager BTO Integration Team**

Mark helps partners navigate the various service offerings offered by SYNNEX. Mark helps to scope opportunities that require services and match the capabilities of the Integration Team to the partner's needs. He also assists with new service offerings including first article builds and helps to competitively price services based on the scope of work required.

- Scott Birdzell

**Microsoft Partner Technology Strategist**

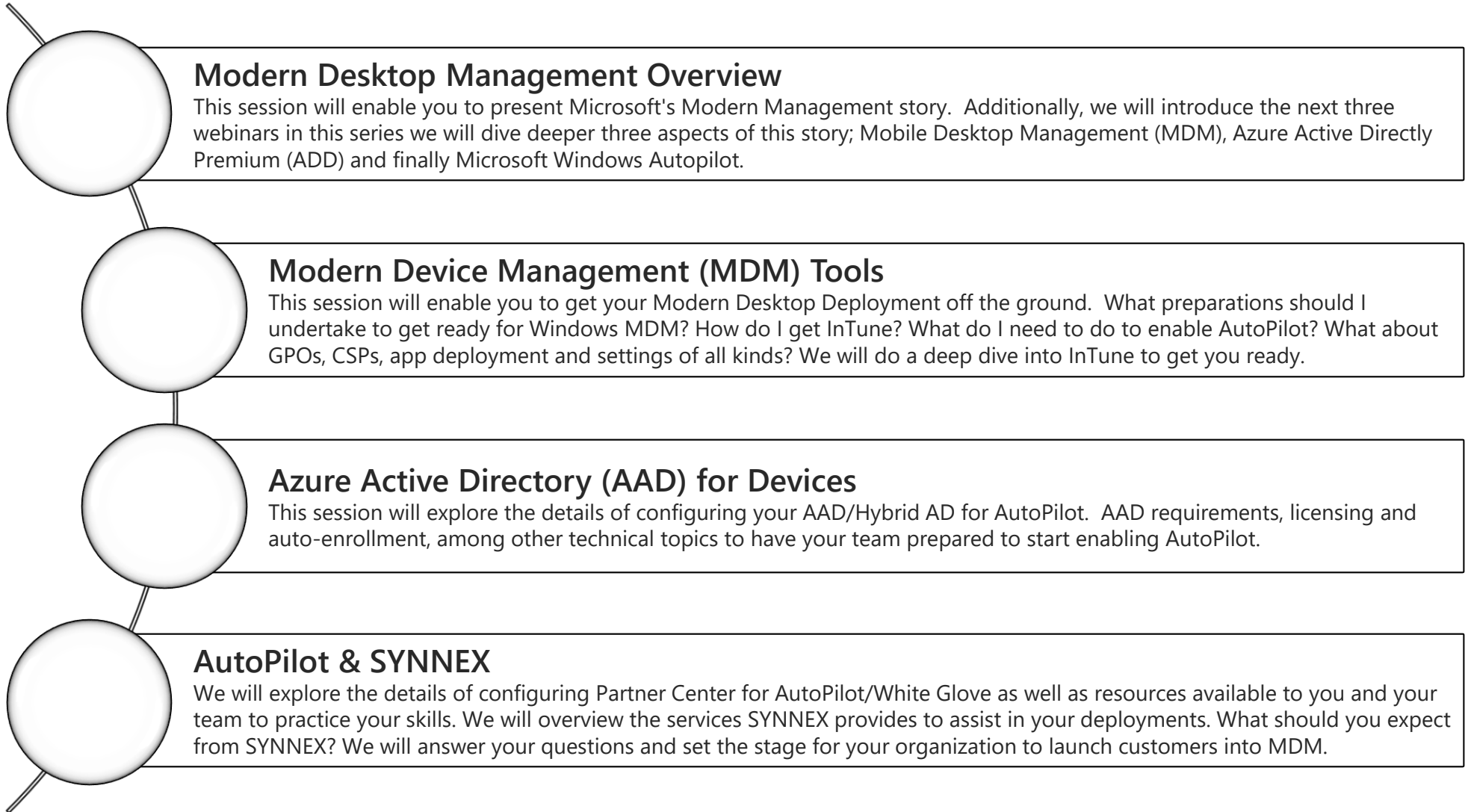
Scott is in his 9th year with Microsoft. In his prior roles he launched Surface Hub 1, worked as an Account Technology Strategist (ATS) in the Desert Mountain Region as well and a Lync TSP in his early days with Microsoft. He has had special assignment including Windows XP to Windows 7 migration accountability in the Southwest as well as being a field advocate for the Surface 2 engineering team.

- Joseph Losinski

**Microsoft Partner Technology Strategist**

With more than 20 years of experience using technology to enable companies, Joe focuses on the digital transformation of partners and customers by leveraging cloud adoption and enablement strategies. He helps organizations understand how Microsoft cloud solutions drive business value, improve operations and empowers the workforce to extend customer reach.

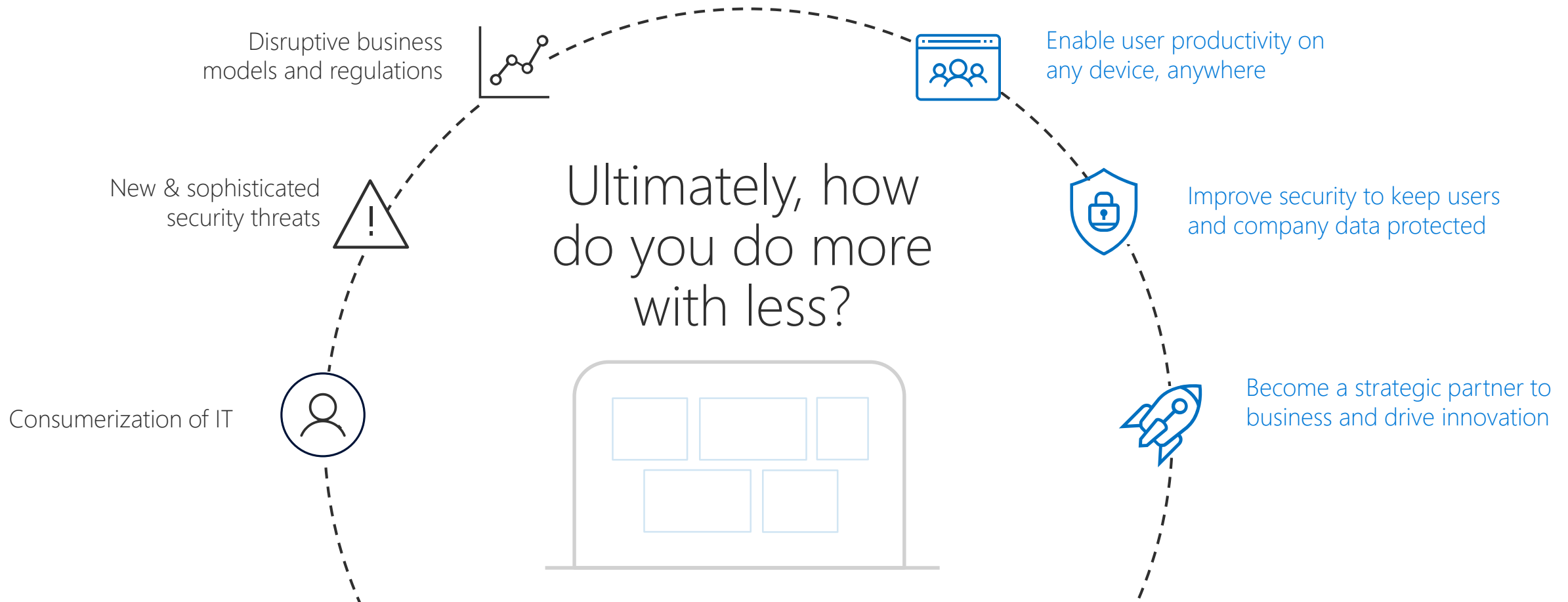
# Modern Desktop Management Series Sessions



# The world is changing

## New challenges

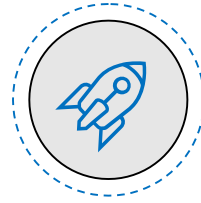
## IT goals







# Windows 10: deployment choices



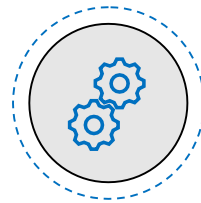
## Modern provisioning

- Transform new devices into work-ready from the cloud
- No imaging required; lower effort and lower cost



## Upgrade

- Existing Windows 7 and 8.1 devices upgraded to Windows 10
- Let Windows do all the work, automatically migrating apps, data, and settings

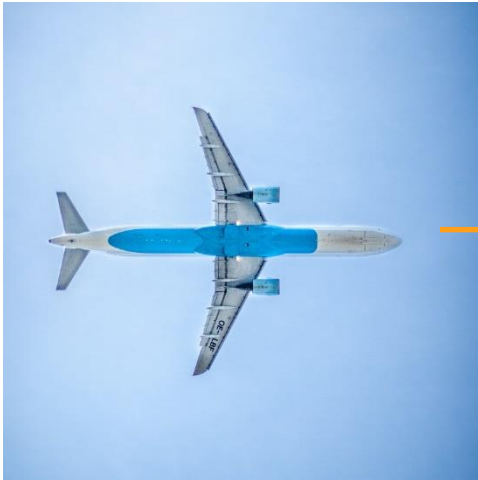


## Traditional

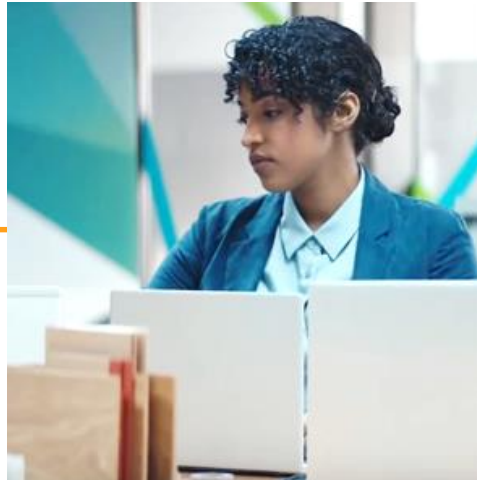
- Image-based wipe-and-reload approach for moving from Windows 7 and 8.1 to Windows 10
- Higher effort and cost, but necessary in some scenarios

# Traditional Deployment

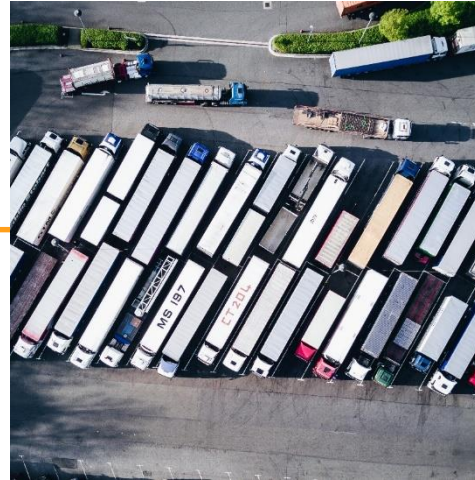
Manual-focused, High Touch Approach



**IT** Order Units to IT Department



**IT** Re-image machines with company image (including software, and security requirements)

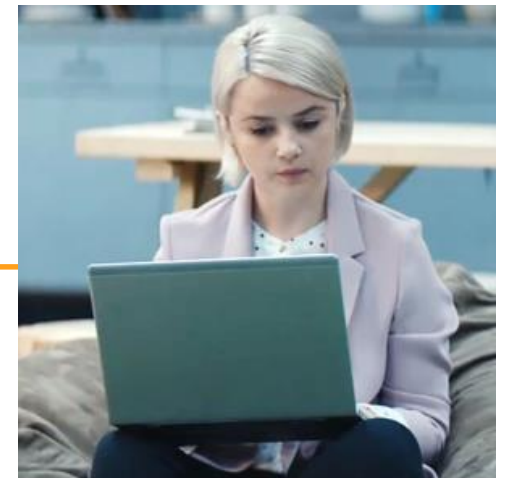


**IT** Deliver Units to Users

*A significant part of the initial setup process is ensuring users have the correct software installed, and required security measures up-to-date and enabled.*

## USER

Login and setup user accounts



# Autopilot Deployment

Cloud focused, Zero Touch Approach

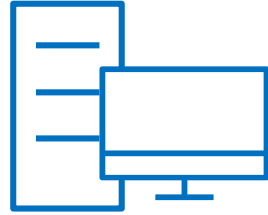


**IT** Order units delivered directly to customer.

## USER

- User boots Windows for the first time and connects to the Internet to finish Windows setup.
- Autopilot joins the device to the AAD domain and skips Windows setup settings.
- The user logs in with company credentials.
- Intune or a compatible MDM automatically configures settings, security policies and installs apps.





## Traditional IT

Single Device

Business Owned

Corporate Network & Legacy Apps

Manual

Reactive

High-touch



## Modern IT

Multiple Devices

User and Business Owned

Cloud Managed & SaaS Apps

Automated

Proactive

Self-Service



# Getting to a modern desktop

1



2



3

Windows 10

Microsoft 365

ConfigMgr & Intune



# Start with Windows 10

Intelligent security

Simplified updates

Flexible management

Enhanced productivity

**The best, most secure Windows ever**

1



# Microsoft 365

## Office 2019 and older

One PC

Static features, frozen in time



## Microsoft 365

Per user



Better every month



Real-time collaboration



Enhanced security



Mobile + PC + mac + web



AI powered creativity



Data to AI based Insights



1TB OneDrive storage

2





# Stay current with ConfigMgr & Intune

Complete device and app management

The most scale, flexibility and efficiency

Security enhanced by the Microsoft cloud

Cloud-connect in just four clicks

**Empower IT to save time and money while strengthening security**

\*According to Forrester Modern Desktop TEI Study

3

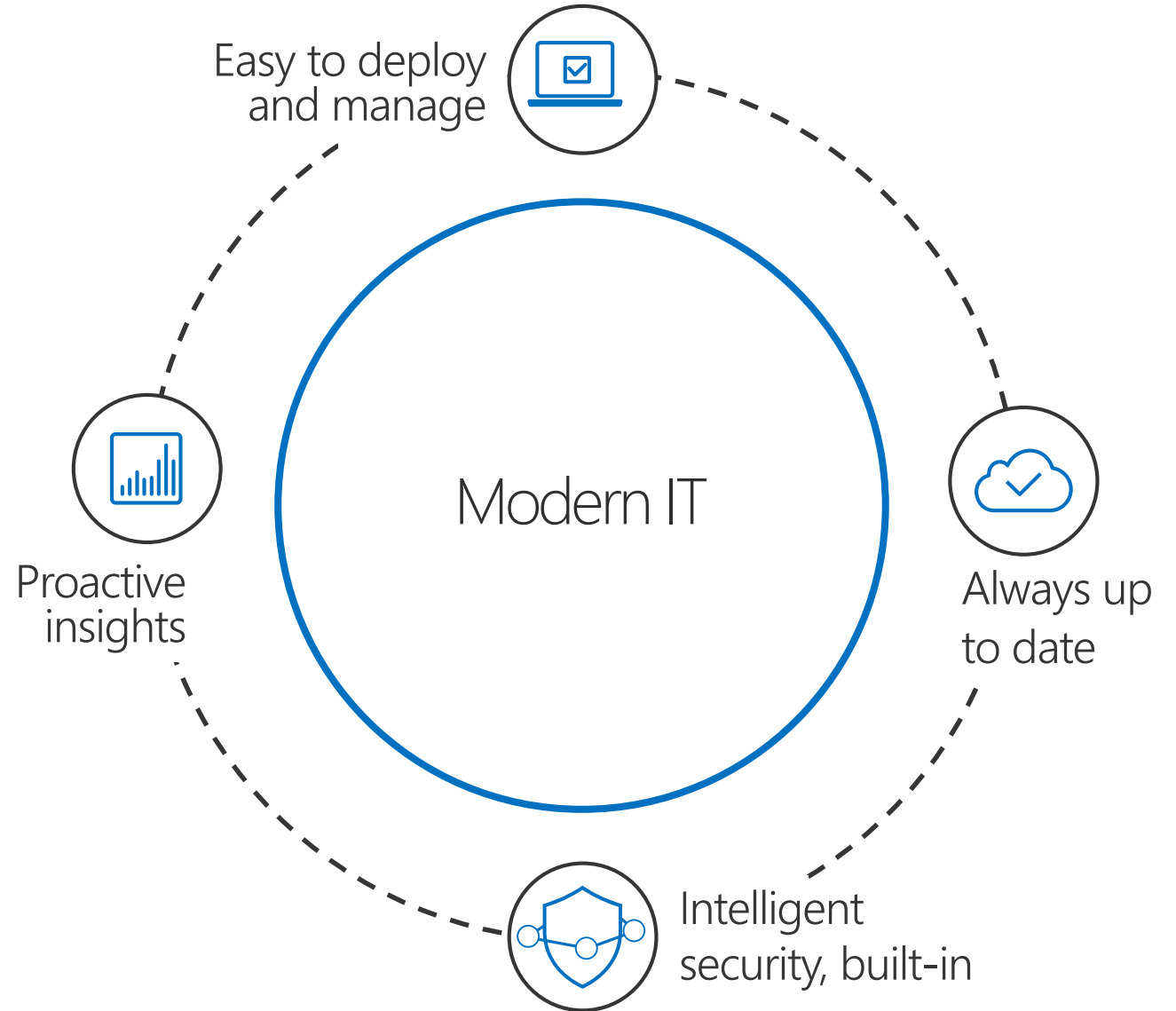






# Modern Desktop Management

The best way to experience Microsoft 365



# Easy to deploy and manage



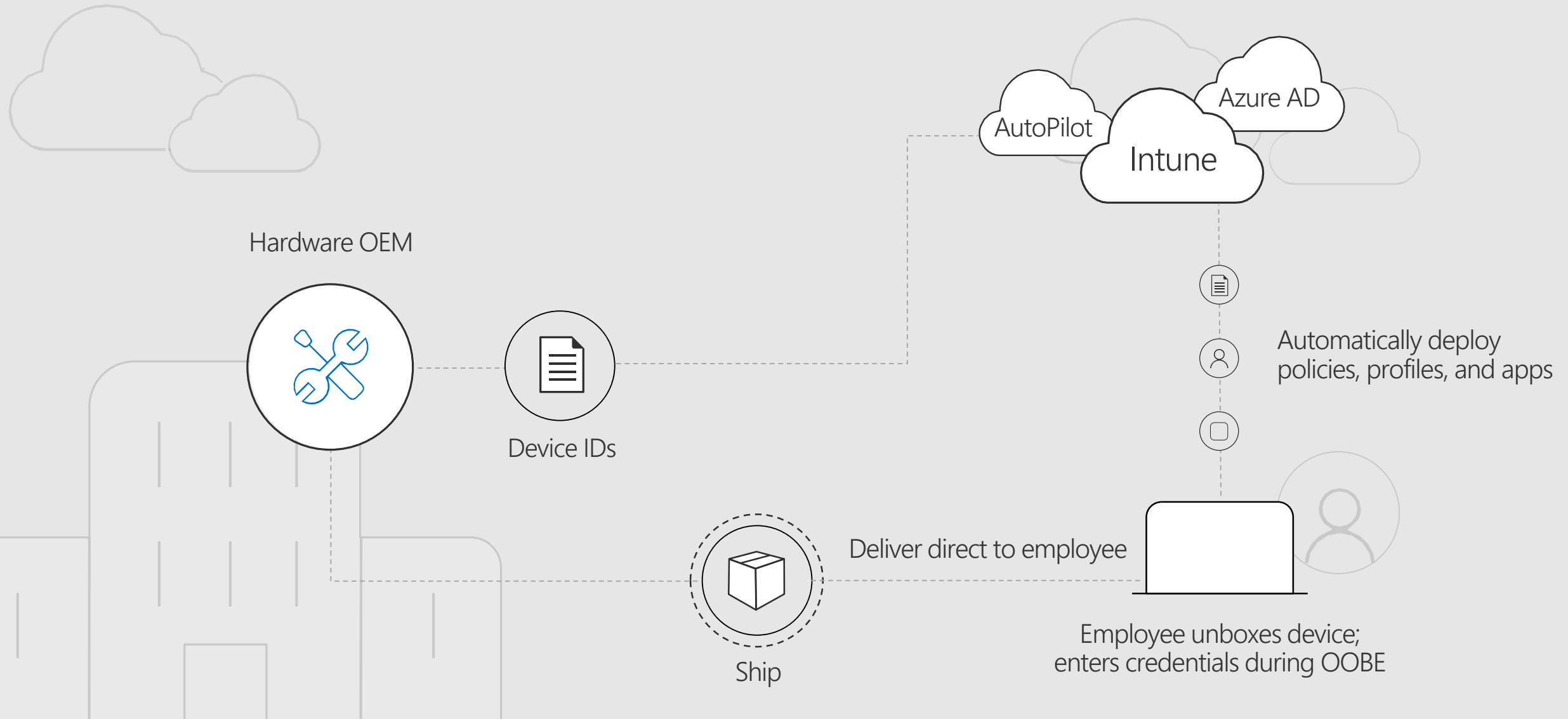
Modern, cloud-powered deployment

Simpler Windows 10 management

Unified endpoint management

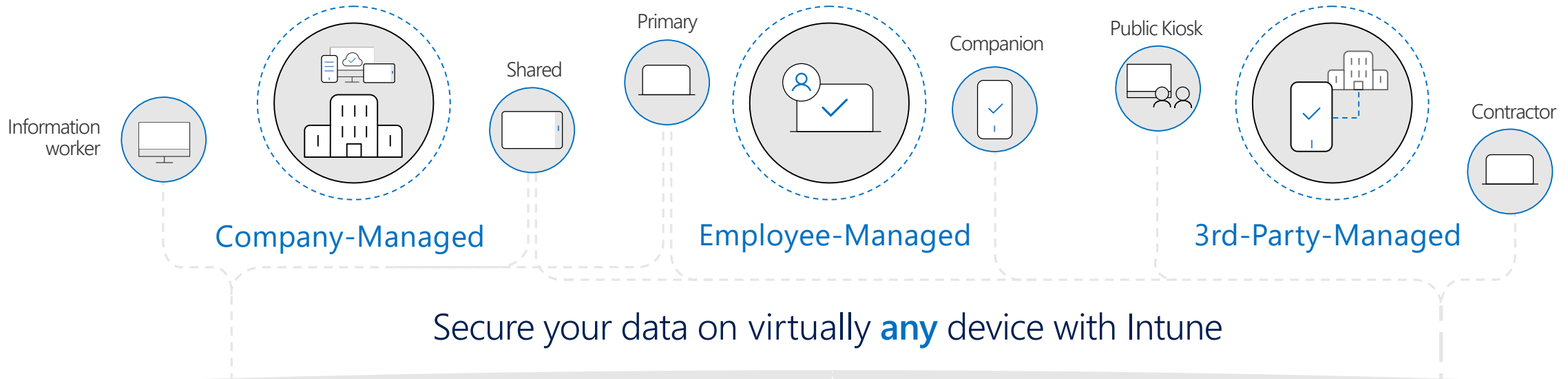


# Windows AutoPilot with Microsoft 365



# Unified endpoint management with Intune

Intune gives you the flexibility and control to secure your data on any device—even those you don't manage.



## Mobile Device Management (MDM)

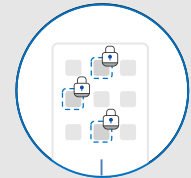
Enroll devices for management

Provision settings, certs, profiles

Report & measure device compliance

Remove company data from devices

## Mobile Application Management (MAM)



Publish mobile apps to users

Configure and update apps

Report app inventory & usage

Secure & remove company data within mobile apps



Conditional Access: Restrict access to managed & compliant devices



Conditional Access: Restrict which apps can be used to access email or files



# Always up to date



Latest productivity and security capabilities

Aligned servicing model and cadence

Update management from the cloud



# Intelligent security, built-in



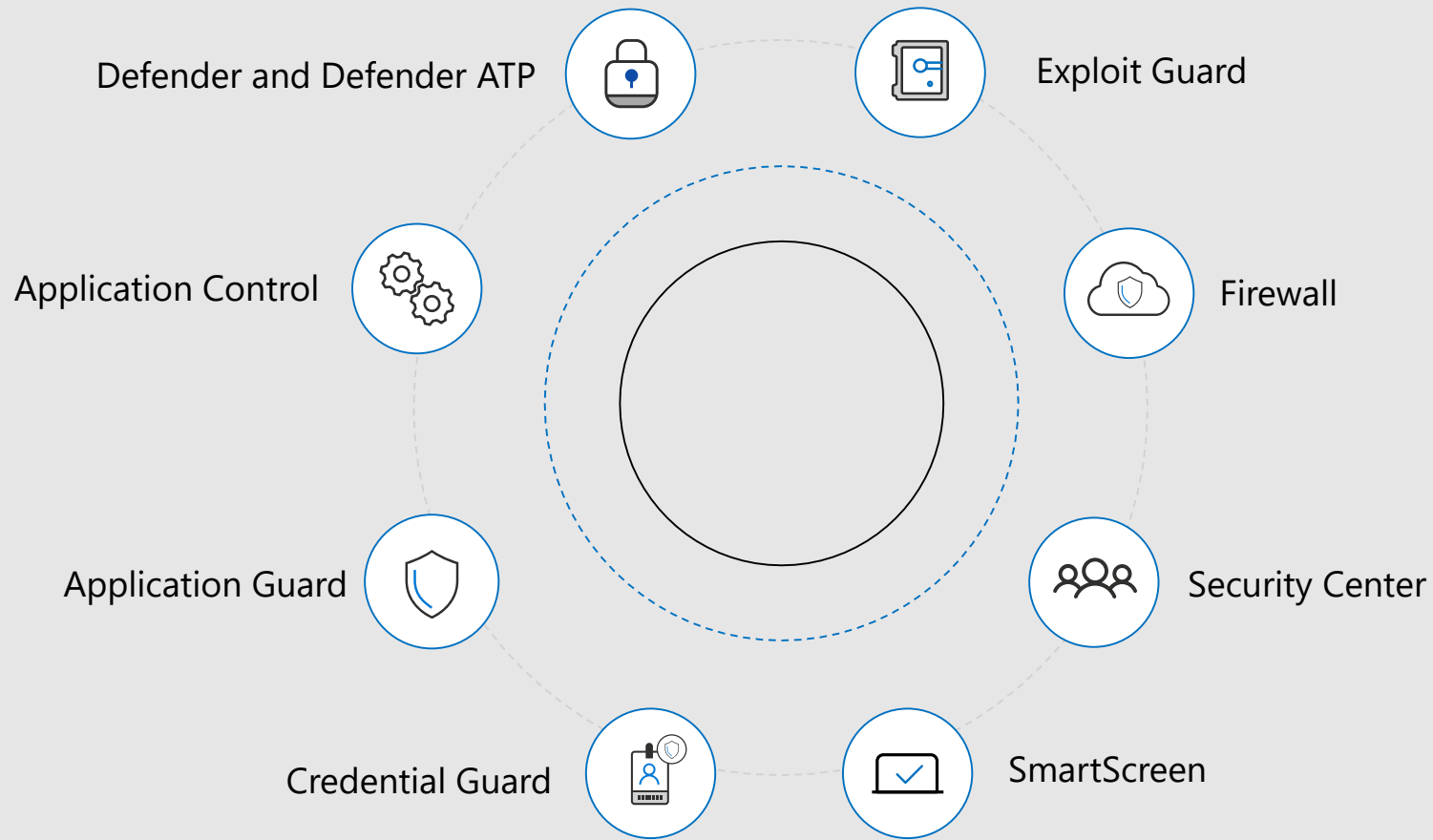
Hardened platform

Rich management and threat response experiences

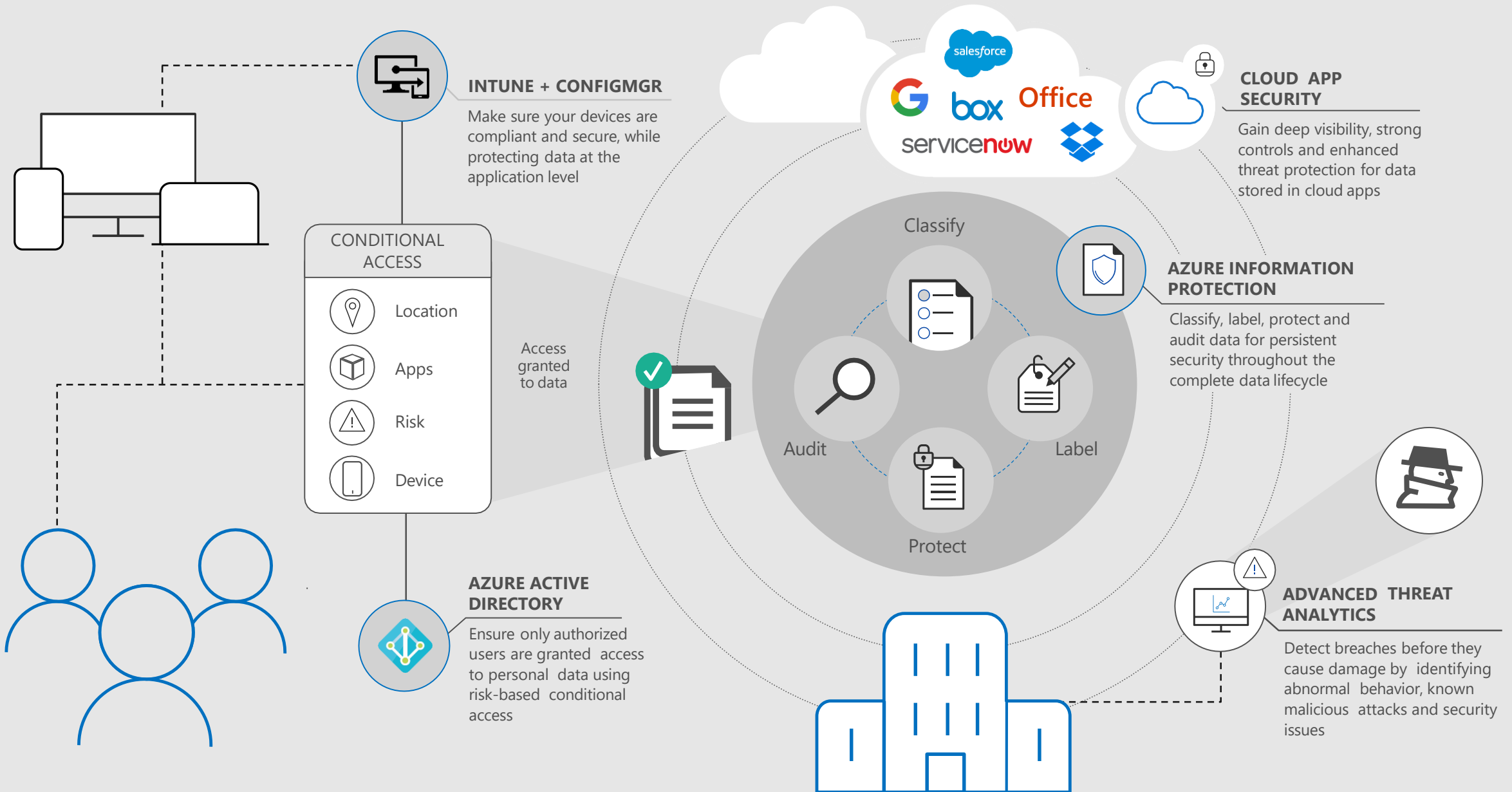
Comprehensive data protection



# Windows 10 security platform



# Microsoft Enterprise Mobility + Security



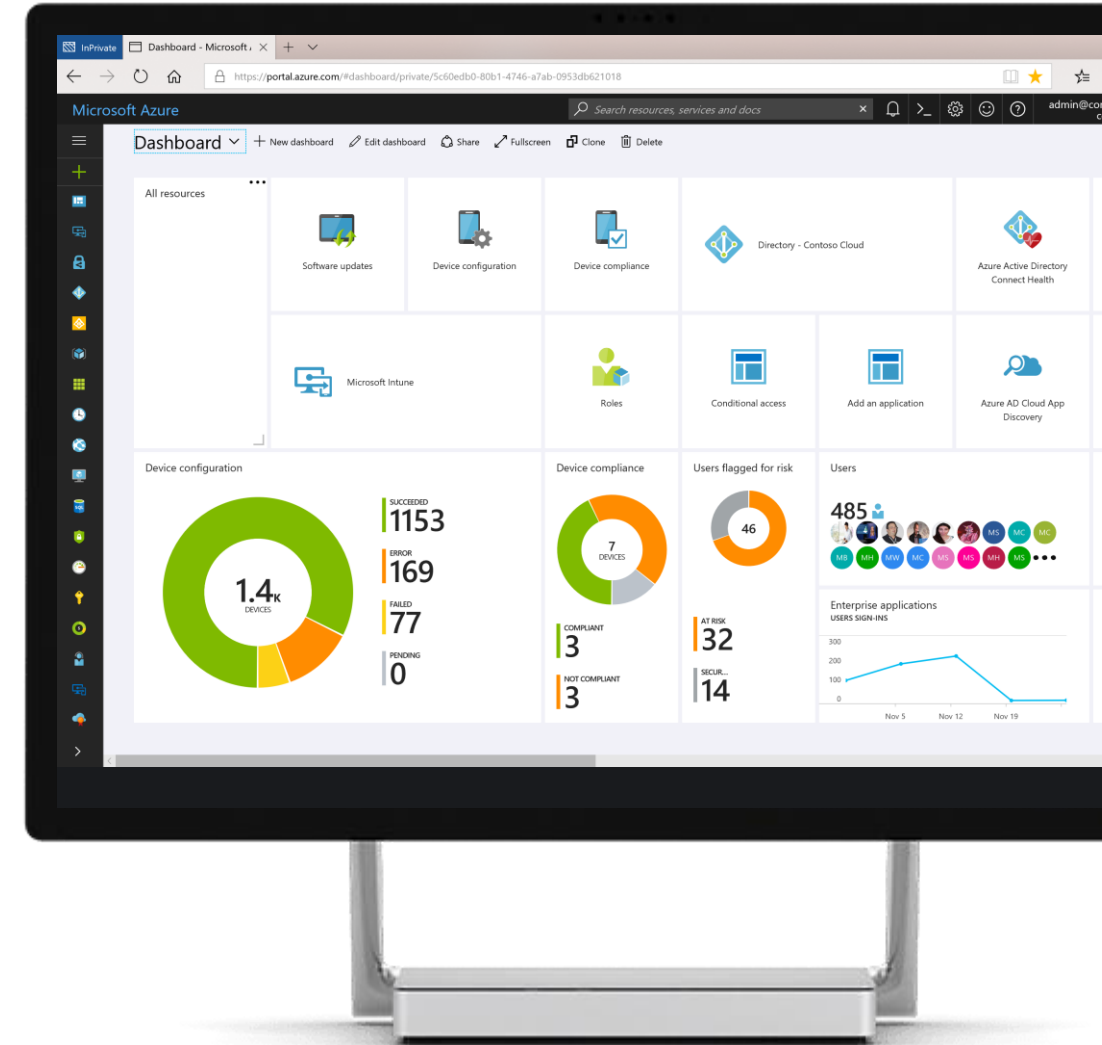


# Integrated security configuration management

Available through Intune - eliminates the need to deploy, manage & secure additional infrastructure

A single configuration management experience to author policies, track deployment & state

Rich threat detection and response capabilities with Windows Defender ATP



# Proactive insights

Unique insights to proactively address issues

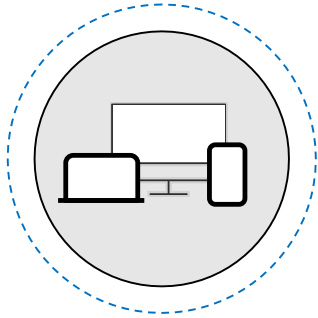
Advanced analytics

Intelligent action based on data



# Proactive Insights with Windows Analytics

## Upgrade Readiness



**Plan upgrades** by identifying devices that are ready and identify and resolve top app/driver compat blockers.

## Update Compliance



**Ensure update and antimalware compliance** with timely reports for all your devices (even those on the road).

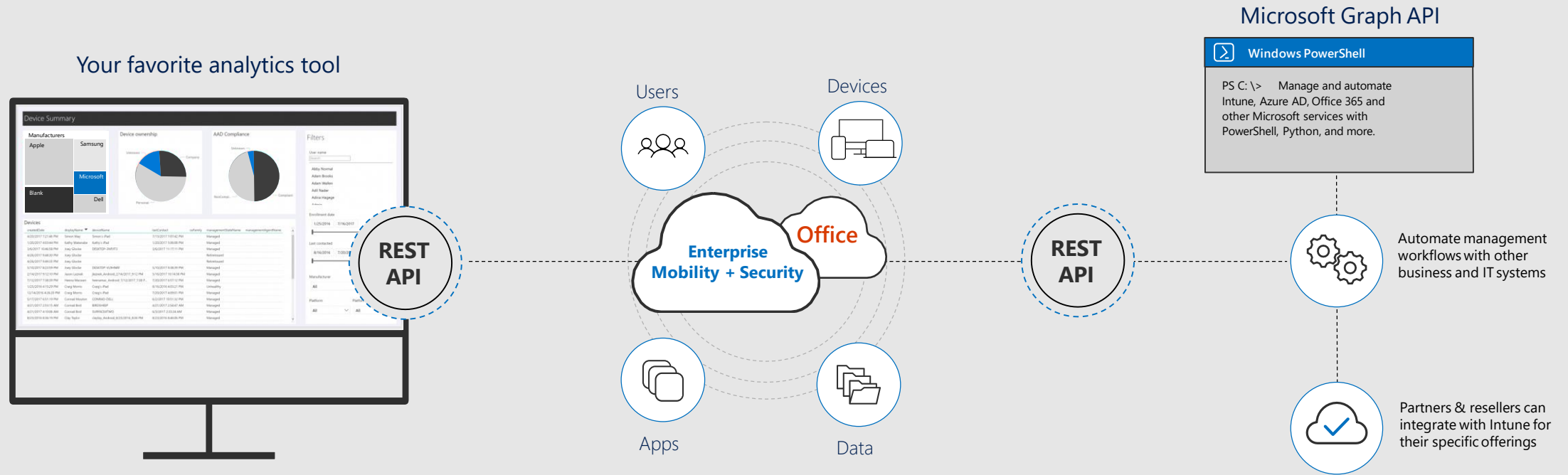
## Device Health



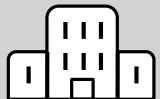
**Reduce support costs** by proactively identifying and remediating top end-user impacting issues.

# Advanced analytics

Leverage Microsoft Graph API to access EMS and Office 365 data programmatically



Built to meet the evolving needs of your enterprise



Redesigned architecture for scalability, resiliency, global availability, and security



Delivered from the cloud and always up-to-date



Connect to PowerBI and other reporting platforms



Historical data with Intune Data Warehouse



# Paths to modern management

Cloud-first



A new organization starting with modern workplace

Big switch transition



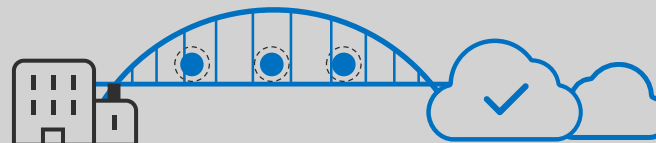
Many workloads need to be modernized at the same time

Group by group transition



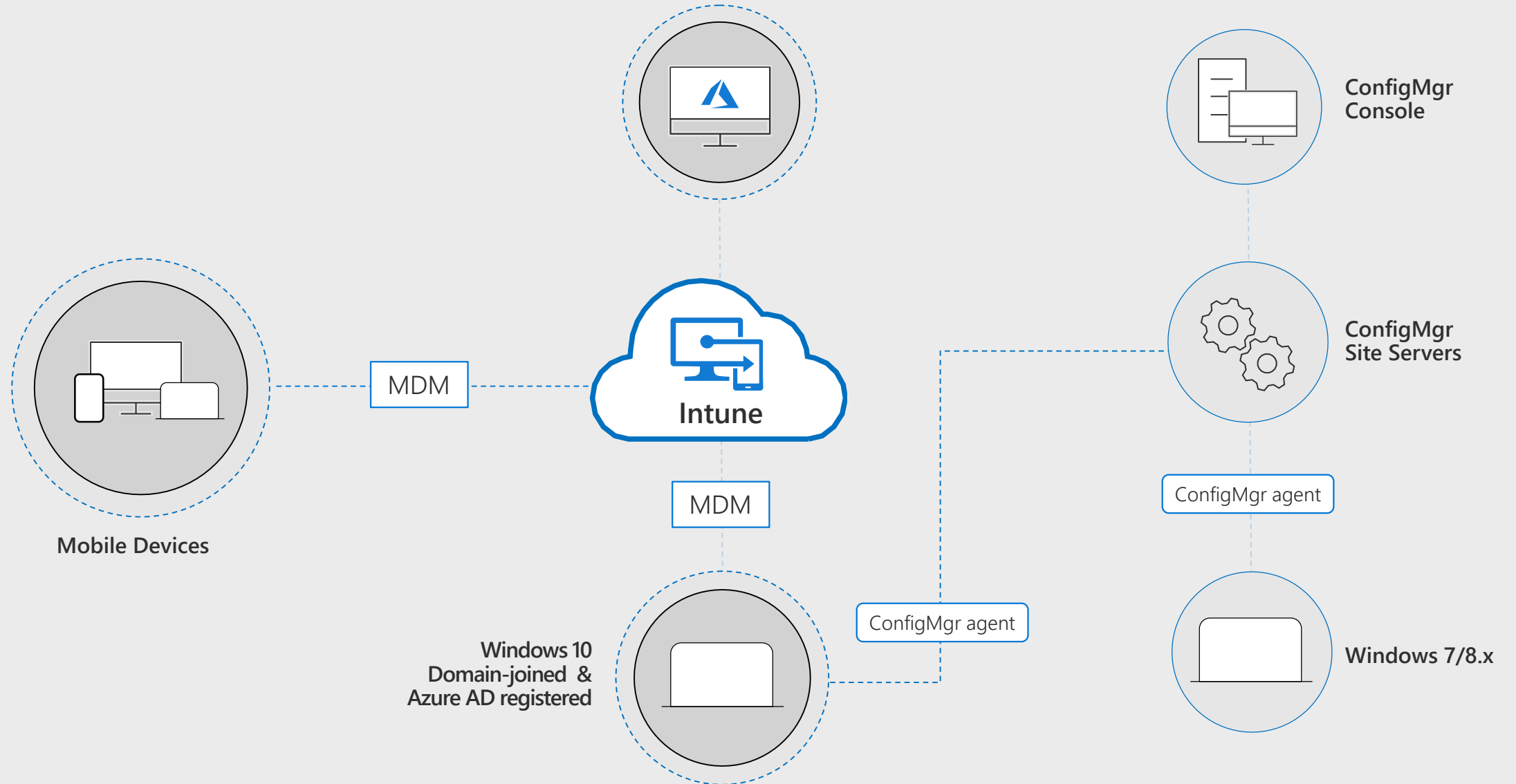
Doesn't address the needs of the full organization

Iterative (co-management)

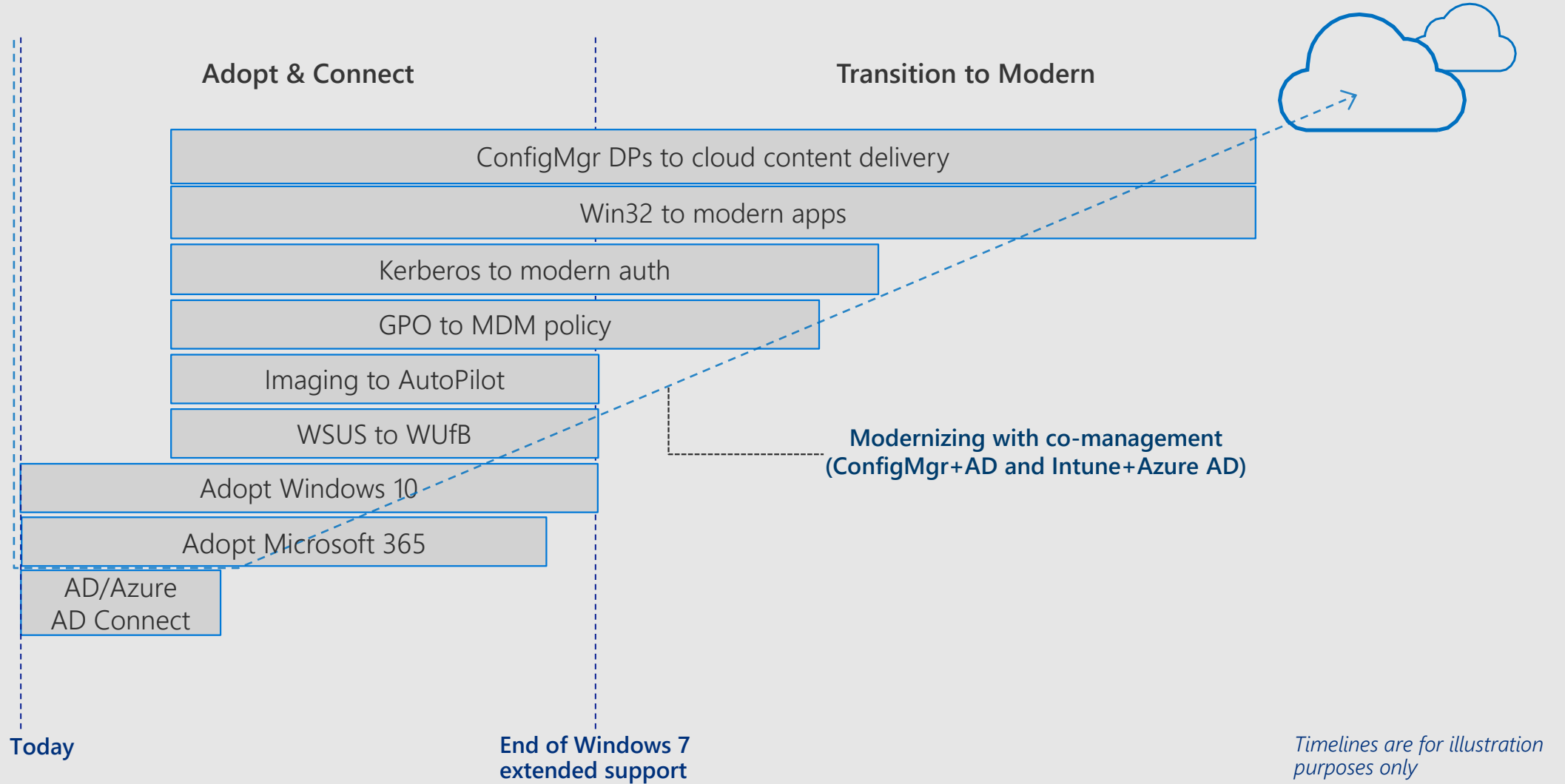


Iteratively move workloads to modern

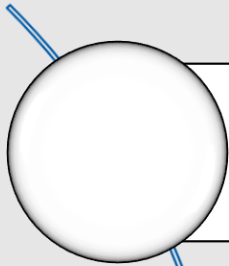
# Co-management architecture



# Transitioning to modern management

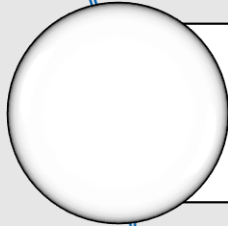


# Modern Desktop Management Series Sessions



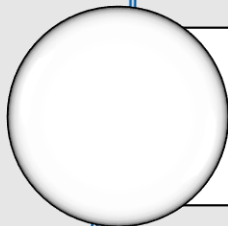
## Modern Desktop Management Overview

This session will enable you to present Microsoft's Modern Management story. Additionally, we will introduce the next three webinars in this series we will dive deeper three aspects of this story; Mobile Desktop Management (MDM), Azure Active Directory Premium (AAD) and finally Microsoft Windows Autopilot.



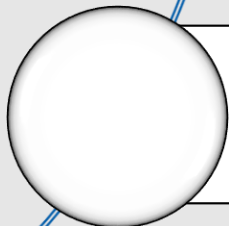
## Modern Device Management (MDM) Tools

This session will enable you to get your Modern Desktop Deployment off the ground. What preparations should I undertake to get ready for Windows MDM? How do I get Intune? What do I need to do to enable AutoPilot? What about GPOs, CSPs, app deployment and settings of all kinds? We will do a deep dive into Intune to get you ready.



## Azure Active Directory (AAD) for Devices

This session will explore the details of configuring your AAD/Hybrid AD for AutoPilot. AAD requirements, licensing and auto-enrollment, among other technical topics to have your team prepared to start enabling AutoPilot.



## AutoPilot & SYNEX

We will explore the details of configuring Partner Center for AutoPilot/White Glove as well as resources available to you and your team to practice your skills. We will overview the services SYNEX provides to assist in your deployments. What should you expect from SYNEX? We will answer your questions and set the stage for your organization to launch customers into MDM.

# Q&A





# Appendix



# Office 365 Premium add-ons

Add-ons are SKUs that can be added to an existing suite or service

		Business Essentials or Business Premium	Microsoft 365 Business	Office 365 Enterprise E3	Microsoft 365 Enterprise E3	Office 365 Enterprise E5	Microsoft 365 Enterprise E5	Price (USD)
Security	Advanced Threat Protection	Add-on	Add-on	Add-on	Add-on	Included	Included	\$2
	Office 365 Cloud App Security	Add-on	Add-on	Add-on	Add-on	Included	Included	\$3
	Advanced Compliance	Add-on	Add-on	Add-on	Add-on	Included	Included	\$8
	Threat Intelligence	Add-on	Add-on	Add-on	Add-on	Included	Included	\$8
Analytics	Workplace Analytics	N/A	N/A	Add-on	Add-on	Included	Included	\$6/\$2
	MyAnalytics	Add-on	Add-on	Add-on	Add-on	Included	Included	\$4
	Power BI Pro	Add-on	Add-on	Add-on	Add-on	Included	Included	\$10
Voice	Audio Conferencing	Add-on	Add-on	Add-on	Add-on	Included	Included	\$4
	Phone System	N/A	N/A	Add-on	Add-on	Included	Included	\$8
	Calling Plan (Select countries)	N/A	N/A	Add-on Phone System Required	Add-on Phone System Required	Add-on	Add-on	\$12/\$24**

<sup>1</sup>There are no technical blockers for customers to purchase Office 365 Cloud App Security, but usage can only be achieved if an Office 365 workload is deployed.

<sup>2</sup>Dial-out conferencing capabilities may incur additional per minute Communications Credits charges. Customers can disable these features to avoid additional billing. \$24 includes both International and Domestic calling plans. Domestic only calling plans are available for \$12. Tax is included in price in the US. Service usage limits exist to manage fraud, abuse, excessive use, and maintain service performance. Further details about these services can be found in our recently published [Skype for Business Online Service Use Terms](#).

<sup>3</sup>5,000 Seat Minimum. \$6pupm for E1/E3, \$2pupm for E5

# Plan Comparison

		Business Plans		Enterprise Plans			
		Office 365 Business Premium	Microsoft 365 Business	Office 365 Enterprise E3	Microsoft 365 Enterprise E3	Office 365 Enterprise E5	Microsoft 365 Enterprise E5
STANDARD SERVICES	Estimated retail price per user per month \$USD (with annual commitment)	\$12.50	\$20	\$20	\$34	\$35	\$57
	Maximum number of users	300	300	unlimited	unlimited	unlimited	unlimited
	Install Office on up to 5 PCs/Macs + 5 tablets + 5 smartphones per user	Business	Business	ProPlus	ProPlus	ProPlus	ProPlus
	Exchange, OneDrive, SharePoint, Skype, Microsoft Teams	●	●	●	●	●	●
	Business Apps – Outlook Customer Manager, Bookings, MileIQ <sup>1</sup> Business center <sup>2</sup> , Listings <sup>2</sup> , Connections <sup>2</sup> , Invoicing <sup>2</sup>	●	●				
ADVANCED SERVICES	Legal compliance & archiving needs for email – archiving, eDiscovery, mailbox hold			●	●	●	●
	Information protection – message encryption, rights management, data loss prevention			●	●	●	●
	Advanced Threat Protection, Advanced Security Management, Threat Intelligence, Advanced Compliance		Add-on	Add-on	Add-on	●	●
	End User and Organizational Analytics (MyAnalytics), PowerBI Pro		Add-on	Add-on	Add-on	●	●
	PSTN Conferencing		Add-on	Add-on	Add-on	●	●
	Cloud PBX, PSTN Calling <sup>4</sup>			Add-on	Add-on	●	●
	<b>Windows:</b> Windows 10 Business (Windows Defender, Store, Cortana Mgmt Controls, Auto-Install Office apps, Upgrade rights to Windows 10 Pro for 7/8.1 Pro licenses)		●				
	<b>Windows:</b> Windows AutoPilot		●		●		●
	<b>EMS:</b> Microsoft Intune, Azure Active Directory Premium P1		● <sup>3</sup>		●		
	<b>Windows:</b> Microsoft Desktop Optimization Package, VDA				●		●
	<b>Windows:</b> Enterprise Data Protection, Windows Hello, Credential Guard, Device Guard, App Locker				●		●
	<b>EMS:</b> Microsoft Advanced Threat Analytics, Azure Information Protection P1				●		●
	<b>Windows:</b> Windows Defender Advanced Threat Protection						●
	<b>EMS:</b> Azure Active Directory Premium P2, Microsoft Cloud App Security, Azure Information Protection P2						●

[1] Available in US, UK, Canada

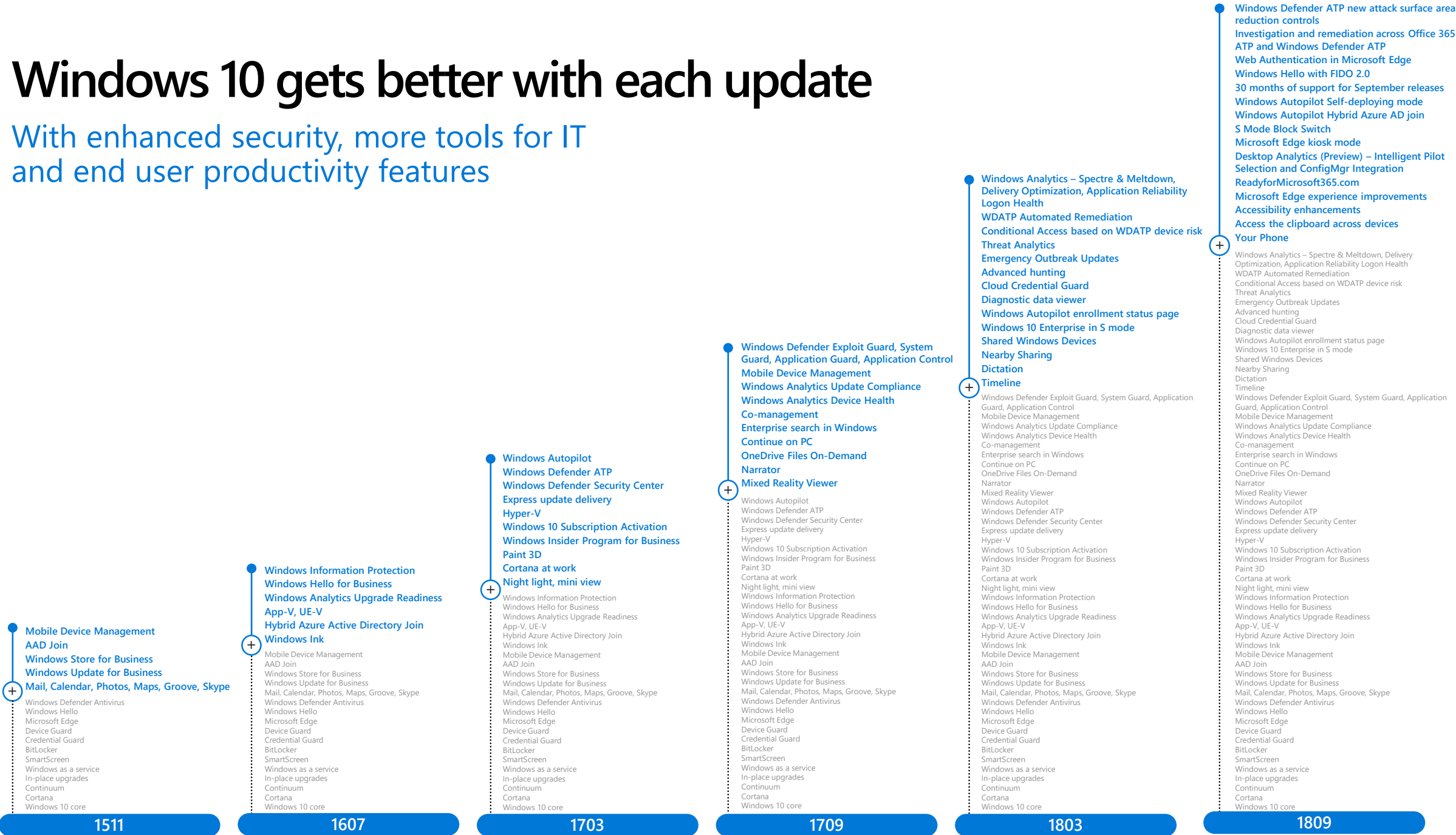
[2] Currently in public preview in US, UK, Canada

[3] Only selected features: App protection for Office mobile apps, MDM for Windows 10 PCs, Selective wipe of company data, AAD Auto-Enroll

[4] Cloud PBX Required

# Windows 10 gets better with each update

With enhanced security, more tools for IT and end user productivity features



# Office 365 ProPlus gets better with each release

Showing only new, customer facing ProPlus (win32) client features

- Faster PivotTables
- Upgraded accessibility
- Have an idea?
- Improvements to Get & Transform
- Publish to Power BI
- Shape recognition
- Text Highlighter
- Zoom
- Do more with Ink
- Import latest AutoCAD file formats
- Three templates for UML
- Your First Draft Just Got Easier

Fall 2016

- Enhanced data import functionality
- Insert recent links
- Keep control over your attachments
- Know before you share
- Large Number (bigint) support
- Narrate a recording
- Personalize the default PivotTable layout
- Quick access to superscript and subscript
- Quickly access the groups you use most
- Use your pen to select and change objects
- A Quick Start to Your Research
- Make diagrams from Excel data
- Editor: Enhanced writing assistance
- PowerPoint Designer
- View and restore changes in shared Word, Excel, PPT
- Faster PivotTables
- Upgraded accessibility
- Have an idea?
- Improvements to Get & Transform
- Publish to Power BI
- Shape recognition
- Text Highlighter
- Zoom
- Do more with Ink
- Import latest AutoCAD file formats
- Three templates for UML
- Your First Draft Just Got Easier

Spring 2017

- Use SVG images in Excel and PowerPoint
- A new digital writing assistant
- Better recordings
- Cloud attachments just got better
- Collaborate on attachments in real time
- Create Precise Ink Shapes
- Easily select and manipulate objects
- Edit with natural pen gestures
- Improve Reading with Learning Tools
- Ink replay
- Insert 3D Models to See All the Angles
- Insert and Edit Icons
- Maps
- Mini-previews for attached photos
- Shared with Me
- Show #N/A data as a gap in charts
- Stay on top of your travel and deliveries
- Syllable breaking
- Tap finds the content you need, for easy reuse
- While you were away
- Word Saves For You
- Collaborative, Real-Time Editing
- Designer turns bullets into compelling visuals
- Designer transforms more types of slides
- Enhanced data import functionality
- Insert recent links
- Keep control over your attachments
- Know before you share
- Large Number (bigint) support
- Narrate a recording
- Personalize the default PivotTable layout
- Quick access to superscript and subscript
- Quickly access the groups you use most
- Use your pen to select and change objects
- A Quick Start to Your Research
- Make diagrams from Excel data
- Editor: Enhanced writing assistance
- PowerPoint Designer
- View and restore changes in shared Word, Excel, PPT
- Faster PivotTables
- Upgraded accessibility
- Have an idea?
- Improvements to Get & Transform
- Publish to Power BI
- Shape recognition
- Text Highlighter
- Zoom
- Do more with Ink
- Import latest AutoCAD file formats
- Three templates for UML
- Your First Draft Just Got Easier

Fall 2017

- Use Read Aloud to listen to your email
- Translator
- 3D animations
- Ask your audience with a quiz or survey
- Chat with co-authors while you edit
- Data Visualizer audit template
- Find and fix relevant proofing issues.
- Insights in Excel
- Know who you'll be meeting with
- Sort your email with ease
- Sprint management just got easier
- Type hands-free
- A smarter To: line
- Convert SVG icons to shapes
- Keep your Visio diagram and Excel data in sync
- Remodel your forms and reports with new charts
- Use SVG images in Excel and PowerPoint
- A new digital writing assistant
- Better recordings
- Cloud attachments just got better
- Collaborate on attachments in real time
- Create Precise Ink Shapes
- Easily select and manipulate objects
- Edit with natural pen gestures
- Improve Reading with Learning Tools
- Ink replay
- Insert 3D Models to See All the Angles
- Insert and Edit Icons
- Maps
- Mini-previews for attached photos
- Shared with Me
- Show #N/A data as a gap in charts
- Stay on top of your travel and deliveries
- Syllable breaking
- Tap finds the content you need, for easy reuse
- While you were away
- Word Saves For You
- Collaborative, Real-Time Editing
- Designer turns bullets into compelling visuals
- Designer transforms more types of slides
- Enhanced data import functionality
- Insert recent links
- Keep control over your attachments
- Know before you share
- Large Number (bigint) support
- Narrate a recording
- Personalize the default PivotTable layout
- Quick access to superscript and subscript
- Quickly access the groups you use most
- Use your pen to select and change objects
- A Quick Start to Your Research
- Make diagrams from Excel data
- Editor: Enhanced writing assistance
- PowerPoint Designer
- View and restore changes in shared Word, Excel, PPT
- Faster PivotTables
- Upgraded accessibility
- Have an idea?
- Improvements to Get & Transform
- Publish to Power BI
- Shape recognition
- Text Highlighter
- Zoom
- Do more with Ink
- Import latest AutoCAD file formats
- Three templates for UML
- Your First Draft Just Got Easier

Spring 2018

- Easy editing in the formula bar
- Learn with the new Office Training Center
- Export to 4K video
- Export process diagrams to Word
- Info about people and groups—at a glance
- New Ink Effects
- Quickly access your sites and groups
- Refresh, relink, or remove linked tables
- Run a slide show with your digital pen
- Stay organized with Recent save locations
- Stock quotes at your fingertips
- Task Board view
- Use Read Aloud to listen to your email
- Translator
- 3D animations
- Ask your audience with a quiz or survey
- Chat with co-authors while you edit
- Data Visualizer audit template
- Find and fix relevant proofing issues.
- Insights in Excel
- Know who you'll be meeting with
- Sort your email with ease
- Sprint management just got easier
- Type hands-free
- A smarter To: line
- Convert SVG icons to shapes
- Keep your Visio diagram and Excel data in sync
- Remodel your forms and reports with new charts
- Use SVG images in Excel and PowerPoint
- A new digital writing assistant
- Better recordings
- Cloud attachments just got better
- Collaborate on attachments in real time
- Create Precise Ink Shapes
- Easily select and manipulate objects
- Edit with natural pen gestures
- Improve Reading with Learning Tools
- Ink replay
- Insert 3D Models to See All the Angles
- Insert and Edit Icons
- Maps
- Mini-previews for attached photos
- Shared with Me
- Show #N/A data as a gap in charts
- Stay on top of your travel and deliveries
- Syllable breaking
- Tap finds the content you need, for easy reuse
- While you were away
- Word Saves For You
- Collaborative, Real-Time Editing
- Designer turns bullets into compelling visuals
- Designer transforms more types of slides
- Enhanced data import functionality
- Insert recent links
- Keep control over your attachments
- Know before you share
- Large Number (bigint) support
- Narrate a recording
- Personalize the default PivotTable layout
- Quick access to superscript and subscript
- Quickly access the groups you use most
- Use your pen to select and change objects
- A Quick Start to Your Research
- Make diagrams from Excel data
- Editor: Enhanced writing assistance
- PowerPoint Designer
- View and restore changes in shared Word, Excel, PPT
- Faster PivotTables
- Upgraded accessibility
- Have an idea?
- Improvements to Get & Transform
- Publish to Power BI
- Shape recognition
- Text Highlighter
- Zoom
- Do more with Ink
- Import latest AutoCAD file formats
- Three templates for UML
- Your First Draft Just Got Easier

Fall 2018