

Modern Device Management Modern Provisioning

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Today's Topic

- 1) Getting to Windows 10
- 2) Keeping Windows 10 current

3) Modern Provisioning

- Windows Autopilot
- Workspace One

The **Journey** to Modern EUC



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The “Digital Agenda” is changing everything

Dell can help your customers become future ready with Windows 10 so they can drive innovation

- New Business Models are challenging every industry.
- User experience trumps all.
- Anywhere. Anytime. Any device.
- Applications are the new face of business.
- Agility is becoming table stakes.








AUTOMATION SELF-SERVICE INTEGRATED PROACTIVE

 More agile <small>Modernize your workforce by automating configuration and deployment to Windows 10</small>	 More mobile <small>Increase user productivity and connect them across your network, regardless of device, with customized universal apps</small>	 More effective <small>Innovate your approach to OS migration with Windows-as-a-Service through ongoing test and release plans</small>	 More secure <small>Better protect your users, data and IP with Dell Cybersecurity solutions and the latest Windows 10 security features</small>
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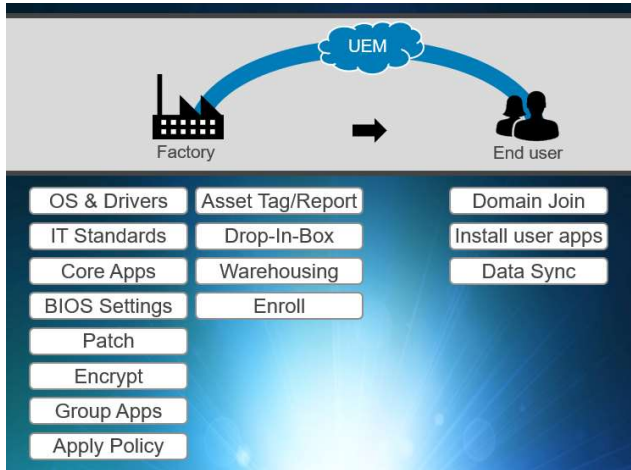
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Approach to Modern Device Management

	 Traditional	 Modern
 DEPLOYMENT	High-touch	Day-one productivity enhanced by Dell software and services (more factory to the desk you can start working with the product)
 CONFIGURATION	On-network only	Over-the-air, across any network
 PATCHING	Poor compliance	Cloud-powered; always up-to-date
 APP MANAGEMENT	Resource intensive	Cloud-scale with zero infrastructure
 SERVICES	Slow response and piece milled from various vendors	Real-time insights and support from one vendor

Modern Provisioning



Simpler
 More secure
 Lower TCO
 Better experience

Dell Customer Communication

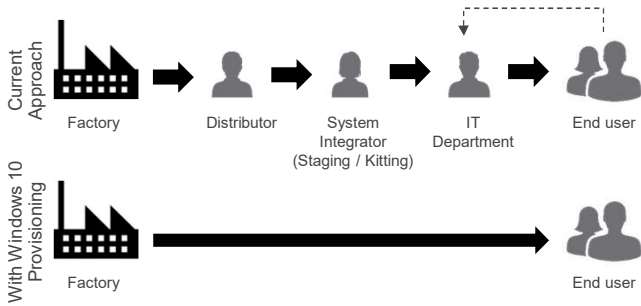
The Right Approach for the Use Case

Uses	Use Cases					
	Contractors	Field Sales	Retail Branch	Call Center	Manufacturing	Back Office
Initial OS & Driver Install	OEM Factory Configuration Services					
Install core applications and security tools						
Asset Tag and HW Customization						
Warehousing and logistics						
Deskside Install	End User		Onsite Services			
Domain Join	Unified Endpoint Management		Traditional PC Management Tools			
Software installs						
Malware Updates	Unified Endpoint Management					
Theft prevention and asset location tracking						
Enforce policy for encryption, passwords, ...						
Update OS, Apps, BIOS & Drivers						

Extend into manufacturer supply chain to automate initial build

Zero Touch Windows 10 Provisioning

Eliminate manual configuration of PCs and drop-ship straight to user



Business

Modern deployment solution
Employees productive day one

IT

Eliminate high touch PC setup
Respond faster to users in need



Setup at initial boot
drop ship PC directly to user; auto configuration upon first boot



Auto configure
apps, security settings and system policies over the air



Trusted security
enable hardware and OS level security at boot



Instant Productivity
new first launch experience

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Modern Device Management

Modern Provisioning: Collection of the technologies used to set up and pre-configure new devices or reset existing devices in order to get them ready for productive use.



Modern IT

- Multiple Devices
- User and Business Owned
- Cloud Managed & SaaS Apps
- Automated
- Proactive
- Self-Service

Simpler
More secure
Lower TCO
Better experience



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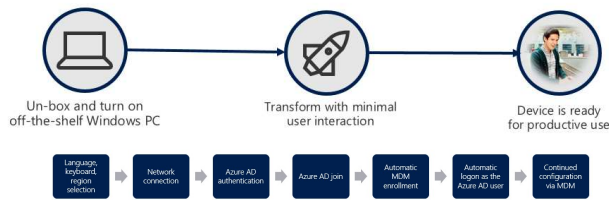
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Windows AutoPilot

Modern Provisioning: Collection of the technologies used to set up and pre-configure new devices or reset existing devices in order to get them ready for productive use.

Windows Autopilot refers to the registration of devices into Microsoft Dashboard

- **Benefits:**
 - No need for IT to touch the devices
 - Little to no infrastructure to manage,
 - Simple process for users
 - Integration in the supply chain
- **Key technologies:**
 - Windows AutoPilot deployment service
 - Azure Active Directory
 - Microsoft Intune (Other MDM/MAM supported)
 - Office 365 ProPlus
- **Requirements:**
 - Windows 10 version 1703 (with July cumulative update)
 - Windows 10 S, Windows 10 Pro, Windows 10 Education, Windows 10 Enterprise
 - Azure Active Directory Premium
 - Microsoft Intune (or other MDM service)
 - Office 365 ProPlus
 - Microsoft Store for Business account
 - Windows 10 Subscription Activation (optional)
- **Steps:**
 - Register devices
 - Assign a profile of settings
 - Ship the device to the user



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Windows Autopilot Provisioning Demo Video



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Solution overview- Introducing Workspace ONE

Workspace ONE is the digital platform that simply and securely delivers and manages any app on any device

The logo features the VMware brand name above 'Workspace™ ONE™'. It is flanked by two trapezoidal shapes: a green one on the left labeled 'CONSUMER SIMPLE' and a blue one on the right labeled 'ENTERPRISE SECURE'. Below the logo are images of a smartphone, a laptop, and a tablet displaying the Workspace ONE interface.

CONSUMER SIMPLE

Employees can use the device of their choice and work from anywhere. Access is easy, offering **consumer-simple single-sign on**

vmware®

Workspace™ ONE™

ENTERPRISE SECURE

IT can securely manage every app and every device by integrating **access control, application management and unified endpoint management**

Internal Use - Confidential

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VMware unifies management across any OS and device type

MOBILE	Phones Tablets	Best-in-class and deepest mobile-OS support
DESKTOP	Windows 10	Windows 10 MDM and complete PCLM across policy, patch, security and software distribution
	Other OS	Modern Device Management for other prominent operating-systems, including Chrome OS
THINGS	Non-Traditional Endpoints	Simplified management across rugged and workplace IoT devices, like wearables, peripherals, or digital signage

- Scalable, cloud-first, multi-tenant architecture
- Localized in 17+ languages with 24/7 global support
- Integrated Workspace ONE identity-defined app catalog
- EMM/UEM leader

Internal Use - Confidential

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VMware Workspace ONE

VMware Workspace One delivers a **consumer simple end-user experience** by connecting employees to business services through single-sign on access to cloud, mobile, web and Windows apps in one unified catalog.



Deliver Any Application from the Latest Mobile Cloud Apps to Legacy Enterprise Apps

Provide employees a complete, self-service enterprise app catalog that can be easily customized

VMware Horizon: VDI or Virtual Application Delivery (Windows Desktop or Thin App)

Dell Advantage

Single Sign-On that federates even the most complex on-premises Active Directory topologies

One-touch Access utilizes device Trust and PIN/ Biometric Timeout Settings for Authentication

Authentication Brokerage Leverages New and Existing Forms of Third-party Authentication such as RSA SecurID®

Identity Framework

Secure Mobile Devices

Highly secure WIN10 Dell Clients
 Dell Endpoint Security Suite Enterprise Absolute
 RSANetWitness
 Dell Encryption Dell Data Guardian
 RSA SecurID Mozy

Dell Advantage

Secure Dell Chromebooks

Secure macOS Devices

Any BYO or Corporate Device - Unified Endpoint Management

Internal Use - Confidential

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Modern EUC Catalysts / Dell EMC can help!



Many New tools and Services!

Windows 10 / Office 365 / Microsoft 365
 VMware Workspace One
 Modern Desktop
 Microsoft Managed Desktop
 Client Sales: Direct vs Channel

End-User Experience
 Organizational Change Management

- Dell EMC has the most complete set of solutions in the market today
- Have been doing this for 5+ years!
 (Optimized Deployment was the precursor)
Over 30 years' experience deploying devices for businesses
 Over 11 Million devices deployed per year
 Microsoft Deployment Partner of the Year 8 years in a row
 Most complete set of EUC Lifecycle services (birth-to-retirement)
- Leading technologies / first to market
 - Windows Autopilot
 - VMware Workspace One
- SDS-EUC Offers:
 - Services around Microsoft
 - Services around Workspace One

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Dell EMC Support and Deployment Services

Transform and modernize through end-to-end services aligned to the IT Lifecycle



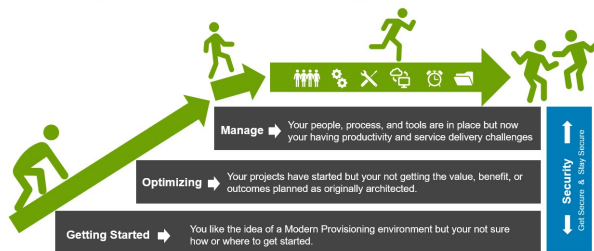
Experts Insights Ease

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Helping with the Journey Service Offering

- Customers who are not sure where or how to start now having a clear starting point
- Customers who have started but are not getting the expected value from their solution now have a way to "fix" their gaps and get back on track
- Customers who have fully implemented the tools and processes but now are having issues managing the environment can either get help fixing those tool and process management issues or offload those tasks and re-allocate their IT staff to other projects on their "to do list".

Journey to a Modern Provisioning Environment



Modern Provisioning – EUC Services

Customer Challenge	Identity	Applications	Data	Devices
Get Started →	User Personas & Digital ID	Persona Mapping (app profiling)	Cloudy User Data	Apply IT Standards
Optimizing →	Rationalize Policy and Integrals with HCM	Content Distribution & App Catalog	Adoption & Best Practices	First Boot Experience & Persona Integration
Managing →	Modern Provisioning Groups	Evergreen App Catalog Management	Controls & Policies	Stay Current with OS Patching & Security Updates
Security →	ID Monitoring	SaaS Application Controls	Data at Rest & Motion	Pre & Post Breach Device Security

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Resources

External:

- [Dell EMC InFocus \(Colin Sainsbury Articles\)](#)
 - How to Modernize Your PC Management Approach
 - Windows 10 Migration: Should You Shift Left, or Right?
 - Windows 10 Migration: It's All About the Apps
- [Keep up to date with Modern EUC Blog](#) (Follow on Twitter [@moderneuc](#).)
- **New Modern Provisioning End User Experience Videos (Silent):**
 - Windows Autopilot / Intune: <https://youtu.be/dhABzDnhU-c>
 - Workspace One: <https://youtu.be/HYCzhm8hf0e>
 - [Dell Provisioning with VMware WS1 Video:](#)

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Questions?
Thoughts?
Comments?



For more information, contact your Dell EMC account team
or your Services Sales Executive

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