

# Grow Your Cloud Practice with Azure Virtual Desktop

**UNLOCK**  
WHAT'S BEYOND



Tap into the growing desktop-as-a-service market, expand your product lineup, and increase your revenue.

In today's evolving work landscape, organizations are increasingly adopting hybrid and remote work models, creating a need for secure, flexible, and cost-efficient virtual desktop solutions. This shift presents an opportunity for reseller partners to expand their portfolio, capture new revenue streams, and grow their cloud practice.

Azure Virtual Desktop (AVD), an industry-leading desktop-as-a-service solution, delivers the capabilities and features organizations need to support secure, seamless remote work experiences. AVD empowers customers with a familiar Windows experience from any device, while offering partners a chance to tap into this burgeoning market. Ingram Micro can help partners leverage this opportunity by providing the expertise, resources, and support needed to fully integrate AVD into their cloud portfolio.

**74%**

of U.S. companies are using or plan to implement a permanent hybrid work model



**70%**

increase in spending on the desktop-as-a-service market between 2019 and 2020, which will double again by 2025



## Features and Benefits

**App and desktop virtualization:** AVD lets customers run and deploy a seamless Windows experience from the cloud, with Microsoft 365 applications in their own personal computing environment.

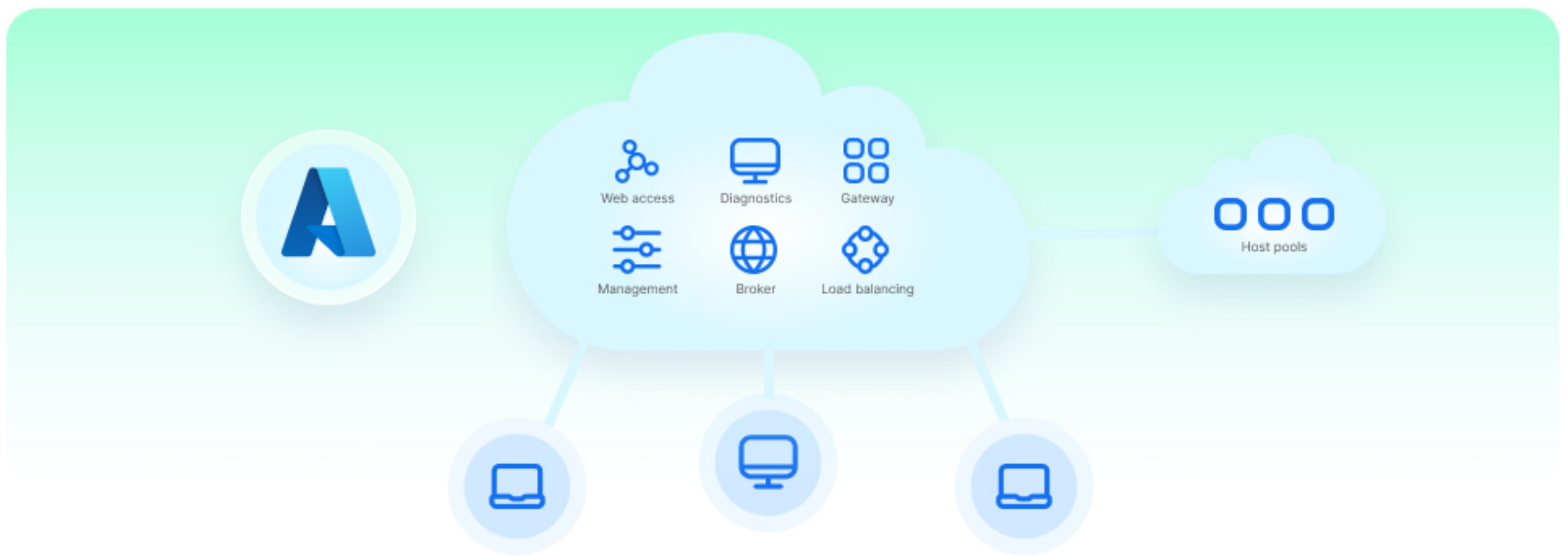
**Multi-session Windows capability:** Multiple users can log into the same virtual machine simultaneously, reducing costs and the number of required virtual machines.

**Straightforward licensing:** Access to AVD is included with Microsoft 365 subscriptions or Windows licenses, reducing the perceived cost barrier for customers.








**Robust security:** Built-in network security, identity management, data protection, and other features ensure a highly secure virtual desktop environment.

**Flexible management:** AVD supports both cloud-based management and traditional on-premises management.

**Integration with Citrix and VMware:** Seamless integration with Citrix and VMware management layers simplify migration and solutions for customers with investments in these technologies.



## Opportunities to Grow Your Business with AVD

-  Fill gaps in expertise and position yourself as a trusted advisor in the cloud space
-  Increase profitability through higher margin and incentive rates on Azure consumption and related Microsoft 365 licenses
-  Leverage AVD's versatility to offer tailored solutions, from full desktop virtualization to specific application streaming
-  Upsell customers already invested in the Microsoft ecosystem, expand services, and increase customer retention
-  Address new markets with solutions for external users, contractors, and temporary staff without full Microsoft 365 licenses
-  Offer comprehensive migration or hybrid solutions integrating Citrix and VMware technologies
-  Create consistent revenue streams through ongoing management and support services

## Take the Next Step with Ingram Micro

AVD's secure, flexible, and cost-effective virtualization solution can streamline your customers' remote work environment, while offering you the opportunity to drive more sales, revenue, and growth. Ingram Micro provides the expertise, resources, and support you need to begin offering a range of AVD solutions. Get in touch today to find out how we can help you take the next step in your AVD journey.



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