

Deploying Azure-Based Windows 10 Desktops in Days

How Bioverativ Empowers Employees and Partners

PRESENTED IN PARTNERSHIP



Workspot

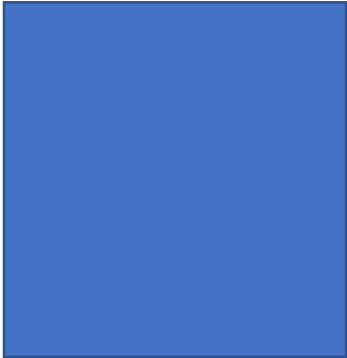


Bioverativ
A SANOFI COMPANY



SKYTerra

Meet Today's Presenters



Bob Dyer

Associate Director, IT
Head of Infrastructure and Operations



- 35 years in IT
- 11 years in BioTech Industry



Dan Bergeron

Founding Partner



- X years in IT Solutions
- X years working in or for Enterprise
- Exclusive Member Microsoft US SMB Cloud + Enterprise Partner Advisory Council – 1 of only 40 partner members among thousands nationwide.



Jennifer Piniaha


Senior Director of Sales



Workspot

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- Lorem ipsum
- Lorem ipsum

Agenda

- Bioverativ's Story
 - Business and Technical Challenges
 - DaaS Journey to Workspot
 - Future Empowerment
 - Workspot
 - Overview
 - Demo
 - Proof of Concept
- 

Business and Technical Challenges

Seismic changes in Bioverativ's company structure and growth result in increased technical and security demands

Business and Technical Challenges

- New Company
- Application Demands
- IT Strategy Gap
- CIO Mandate

Business and Technical Challenges: New Company

- Spin-off of Biogen a Fortune 500 company; a leading MS Neuro-Science Biotechnology company
- Two therapeutics in the market helping people with Hemophilia
- Company 650 FTE's with 7 offices globally
- Current IT Staff includes 26 team members
- State of the Art systems and cloud first strategy
- Lacking operational maturity
- Global Expansion combined with rapid staffing of non-IT personnel
- Business growing
- Major acquisition in May 2017, inherited legacy / EOL HW and 15 years of unstructured data

Business and Technical Challenges: Application Demands

- M&A activities
- Offshore resource demand
- Consultants/Partners
- TSA (transitional services agreements) Off-boarding

Business and Technical Challenges: IT Strategy Gap

- Ability to rapidly provision desktop services in a fast paced environment with focus on M&A
- Traditional process includes laptops sent to contractors/partners and/or consultants; data unprotected
- Advanced security capabilities required
- Asset recovery

Business and Technical Challenges: CIO Mandate

- Simple solution / rapid execution
- Protect Bioverativ's assets
- Cost effective

The DaaS Journey to Workspot

Requirements, options, and a POC that fast-tracks Bioverativ's
Windows 10 Desktops



DaaS Journey to Workspot: Bioverativ Requirements

- Cloud First Strategy – Azure as primary cloud provider
- Subscription based
- Data Protection
- Secure / Single Tenant
- Skype for Business
- Simple easy to use solution, minimize learning curve for employees

DaaS Journey to Workspot: DaaS Options


- Microsoft
- Citrix
- Workspot

DaaS Journey to Workspot: Purchase Order to Provisioning

- Azure setup
- IPSEC Tunnel
- Bioverativ Standard Windows 10 image

Future Empowerment

Partner support and Workspot solution enables Bioverativ to exceed goals and provide flexibility for increasing business needs



Future Empowerment: Workspot and SkyTerra

- SkyTerra Education and Guidance
- Partnership

Future Empowerment: Goals Achieved

- Prompt delivery of environment
 - Exceeded Business expectations
 - Focused on Business solution not IT services
- Enabled pathway to BYOD policy without compromising data through Policies
- Allowing partners/consulting access without expense of sending corporate laptops
- Cost effective by minimizing laptop procurement and administrative support costs
- CIO happy

Future Empowerment: Flexibility to Meet New Demands From the Business

- Application specific pools
- Acquisition integration activities (Easy/quick access)
- Validated Desktop, install once, deploy many

Future Empowerment: Expanding Use Cases

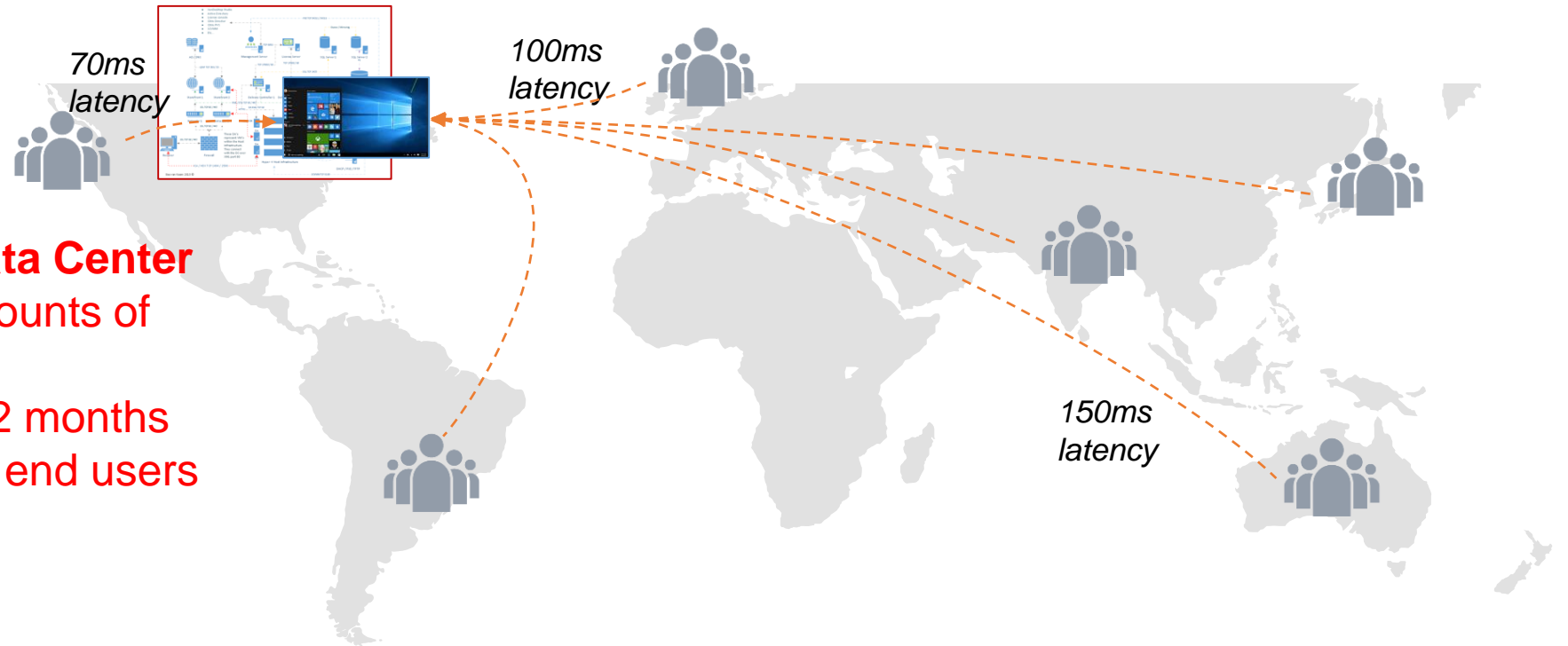
- Partner Desktops
- Any Device / Anywhere Strategy

Workspot Solution + Demo

Overview



Legacy VDI Has Many Challenges



- VDI was built for **1 Data Center**
- IT needs massive amounts of infrastructure for VDI
- VDI projects take 9-12 months
- Poor performance for end users

Azure Changes Everything

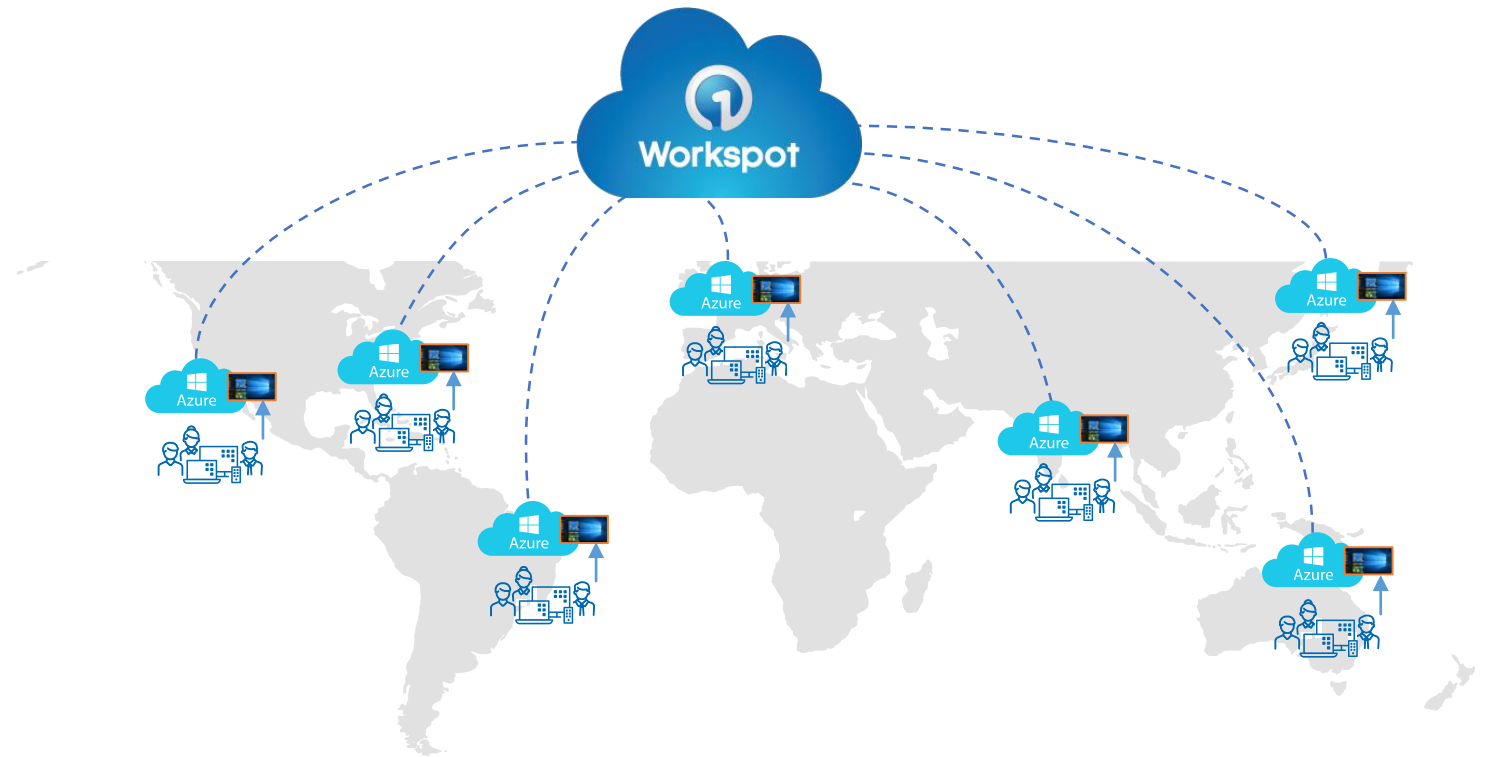
Every Customer Has 50+ Data Centers Now!



Workspot + Cloud = Massive Paradigm Shift

With the public cloud, every customer has **instant access** to infrastructure at **50+ data centers** worldwide → most users are within 50ms of a data center

Using Workspot **control plane**, customers can control resources anywhere in the world



VDI

Built for 1 Customer



Workspot

Multi-tenant

Built for 1 Data Center



Built for Tens of Data Center

Complex, Time
Consuming Infrastructure Project



Insanely Simple,
Enterprise Class

Poor End User Performance



Performance Better than PC

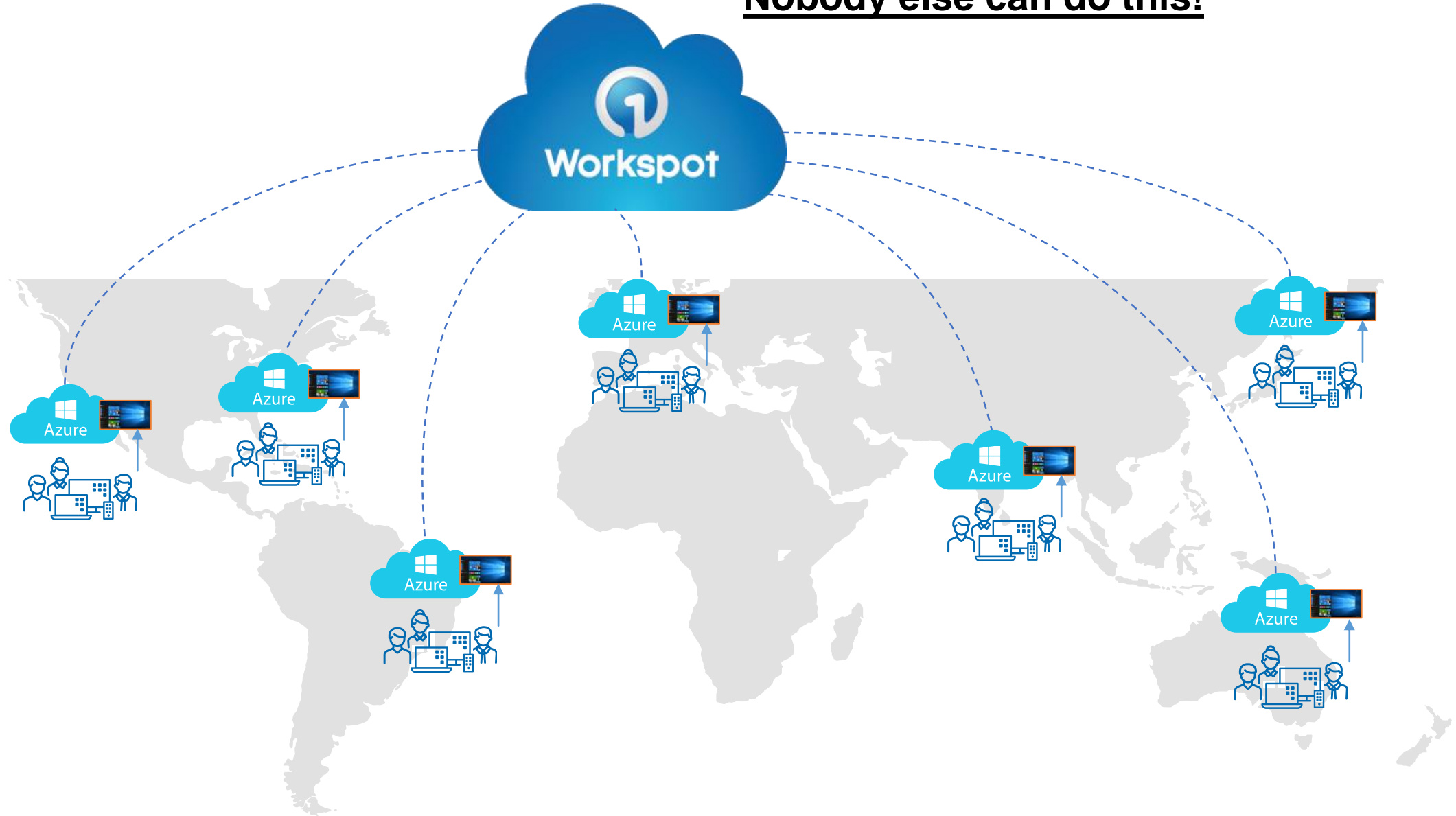
Massive Infrastructure Buy



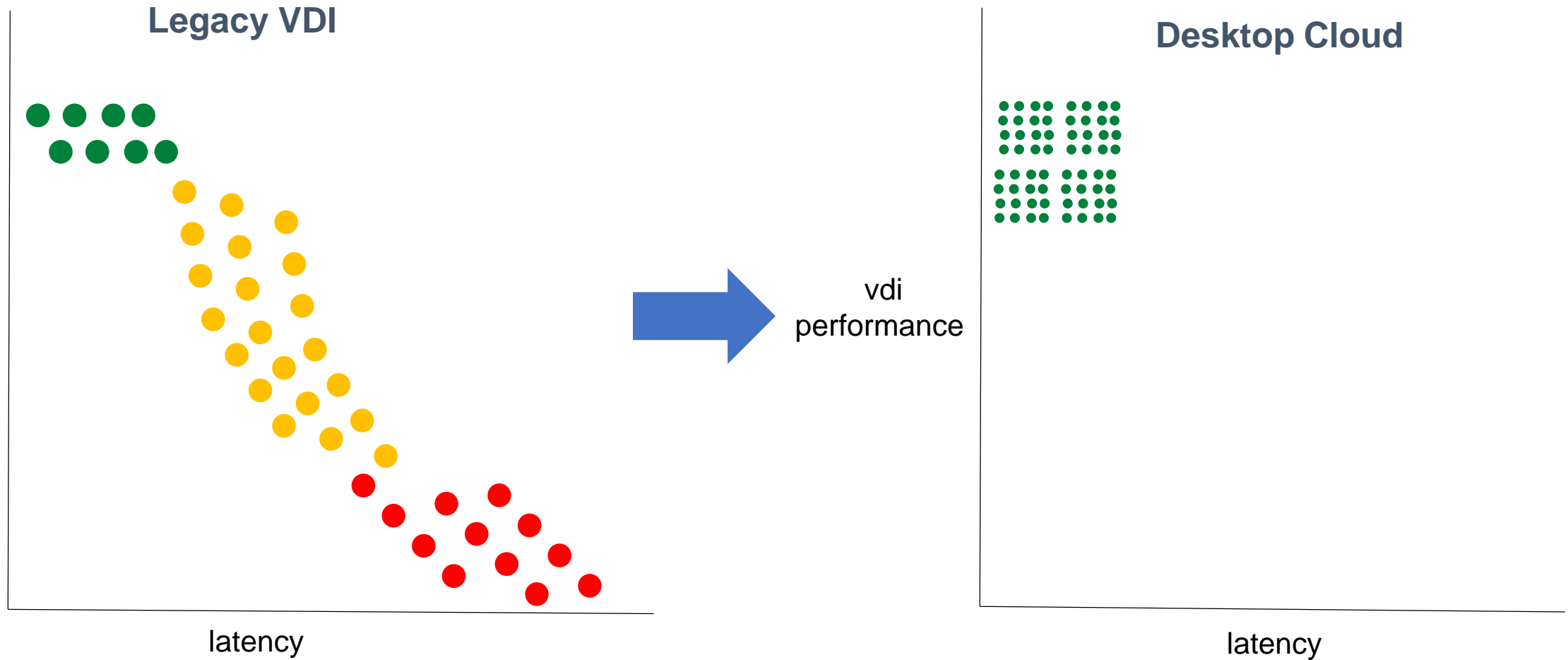
Buy like a PC

The Desktop Cloud

Deploy a Windows 10 desktop
in any Azure region worldwide in a day.
Nobody else can do this!



The New Math of VDI Performance



Desktop Cloud Delivers Better Than Physical PC Performance!

Powered by Data Center Class Hardware and Low Latency



Enterprise Class

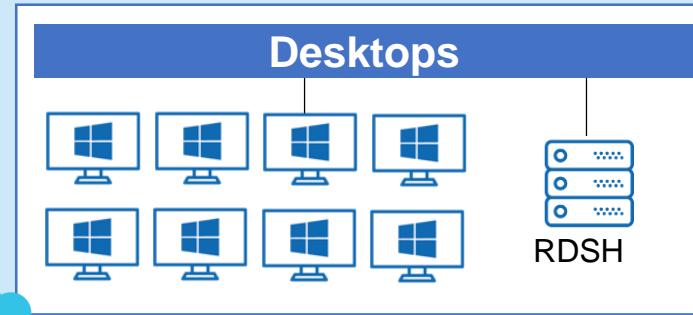
Uses Your Image

Connects to Your AD

Your Security Policies

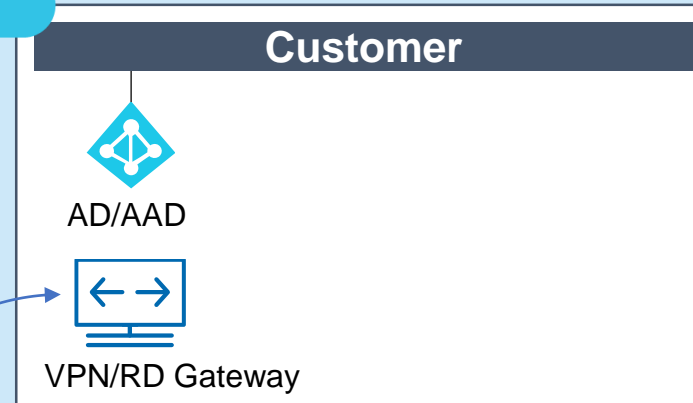
2FA

Virtual Desktops and
Apps in an Azure
Subscription Managed by
Workspot



VNET
Peer

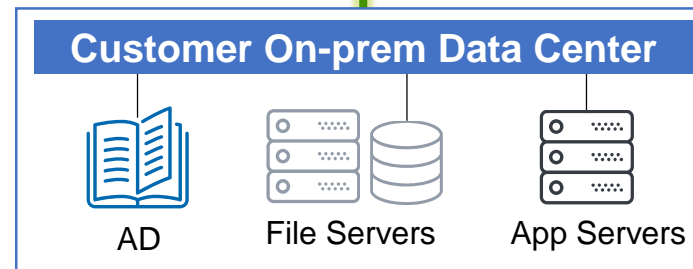
App Servers, Data and
Networking in an Azure
Subscription Managed by
Customer/Partner



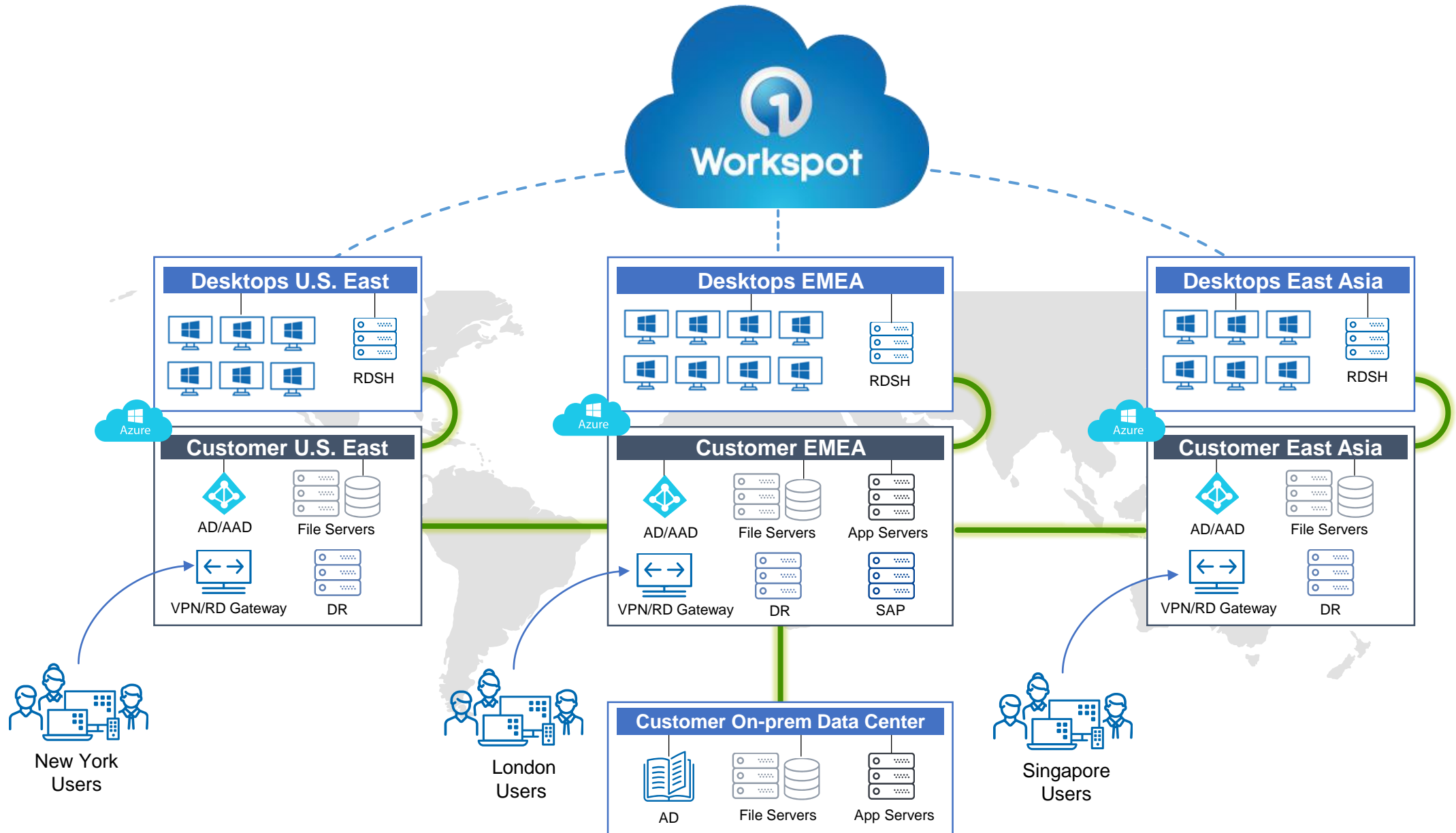
S2S VPN or
ExpressRoute



Users



Global Deployment Architecture



Workspot Proof of Concept

Offer + Details



Proof of Concept Offer

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- Lorem ipsum dolores
- Lorem ipsum dolores

Thank You.



Workspot



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