Deploying Azure-Based Windows 10 Desktops in Days

How Bioverativ Empowers Employees and Partners
Meet Today’s Presenters

Bob Dyer
Associate Director, IT
Head of Infrastructure and Operations

Bioverativ
A SANOFI COMPANY

- 35 years in IT
- 11 years in BioTech Industry

Dan Bergeron
Founding Partner

SKyTerra

- 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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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!
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  →  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

Workspot
The Desktop Cloud

Deploy a **Windows 10 desktop** in any **Azure region** worldwide in an **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

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

Users

S2S VPN or ExpressRoute

Customer On-prem Data Center

Customer

Desktops

AD/AAD

VPN/RD Gateway

Workspot
Workspot Proof of Concept

Offer + Details
Proof of Concept Offer

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Thank You.