



# Demystify Microsoft Virtualization

MARCH 19, 2025

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BDO DIGITAL



# With You Today



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# Learning Objectives

- ▶ Understand the core components and their benefits:
  - Azure Virtual Desktop
  - Azure VM Service
  - Windows 365
- ▶ Compare features, costs, and performance across virtualization solutions
- ▶ Develop a roadmap for deployment tailored to your goals
- ▶ Collaborate with IT and business teams to align strategies





# Agenda for Today

- 1** The Non-Profit IT Reality
- 2** Why Now?  
Virtualization Has Changed
- 3** Azure VMware Solution (AVS)  
Cost Savings and Infrastructure Modernization
- 4** Azure Virtual Desktop (AVD)  
Remote Work & Device Management Efficiency
- 5** Windows 365 (W365)  
Cloud PCs for Flexibility & Management
- 6** Cost Savings & Microsoft Funding

# BDO Digital— One Team, Endless Possibilities

550+

DEDICATED EMPLOYEES

\$146M

IN REVENUE

950+

CLIENTS SERVED

## ARTIFICIAL INTELLIGENCE

- ▶ AI Business Consulting
- ▶ Generative AI
- ▶ AI-Enabled Applications
- ▶ AI Change Management
- ▶ Managing AI and Risk

## BUSINESS APPLICATIONS

- ▶ CRM
- ▶ Modern Workplace
- ▶ Application Development and Modernization
- ▶ Human Capital Management Software
- ▶ ECommerce
- ▶ DevOps and SRE

## CLOUD AND INFRASTRUCTURE

- ▶ Cloud Strategy and Innovation
- ▶ Cloud Migration
- ▶ IT Advisory and Strategy

## CYBERSECURITY

- ▶ Risk Management and Transformation
- ▶ Cloud Security
- ▶ Data Protection and Privacy
- ▶ Application and Offensive Security
- ▶ Threat Protection

## DATA ANALYTICS

- ▶ Data Management
- ▶ Automation
- ▶ Data Visualization
- ▶ Data Science

## DIGITAL MANAGED SERVICES

- ▶ ERP Managed Services
- ▶ Marketing Managed Services
- ▶ Managed IT and Cloud Services
- ▶ Managed Cybersecurity Solutions and Services
- ▶ Managed Service Desk

## DIGITAL STRATEGY

- ▶ Revenue Generation Strategy and Consulting
- ▶ Marketing Technology Implementation
- ▶ BDO Digital Labs
- ▶ Program and Organizational Change Management

## ENTERPRISE RESOURCE PLANNING

- ▶ ERP Software Selection
- ▶ ERP Implementation and Support

Microsoft  
2023 Partner of the Year

Winner  
Security Award

Microsoft

Microsoft Partner

Winner

2024 Partner of the Year  
Secure Productivity Award

Microsoft

Microsoft Partner

Winner

2024 Partner of the Year  
SMC-SI Empowering Customer Innovation Award

# Notable Nonprofit Client Experience







# The Non-Profit IT Reality



## Key Challenges for Non-Profits

- ▶ **Budget Constraints:** IT expenses compete with mission-critical funding
- ▶ **Security & Compliance Risks:** Growing cybersecurity threats and compliance with donor, grant, and regulatory requirements
- ▶ **Aging Infrastructure:** Limited resources to upgrade legacy systems and on-premises IT environments
- ▶ **Remote & Hybrid Work Struggles:** Supporting staff and volunteers across various locations with secure and reliable access
- ▶ **IT Resource Limitations:** Small or non-existent IT teams managing complex environments
- ▶ **Scalability Issues:** Adapting IT resources quickly for seasonal fundraising events, volunteer surges, or rapid growth
- ▶ **Device Management Burdens:** Keeping hardware updated, secure, and cost-effective without large-scale IT operations

THE NON-PROFIT  
IT REALITY

## Challenges and Opportunities



## THE NON-PROFIT IT REALITY

# Challenges and Opportunities

### Why Virtualization Matters for Non-Profits:

- ✓ Reduces IT costs, allowing savings to be reinvested in mission-driven activities
- ✓ Enhances security and compliance with Microsoft's cloud security protections
- ✓ Simplifies IT operations, enabling small teams to manage technology more efficiently
- ✓ Improves workforce flexibility, supporting remote/hybrid employees and volunteers seamlessly



**Every dollar saved is a dollar back to your mission.**



# Why Now?

Virtualization Has Changed

# Why Virtualization is Different Today

## BUSTING VIRTUALIZATION MYTHS

### What's Changed in the Last 5 Years?



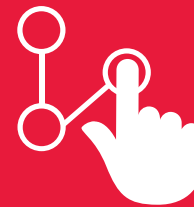
#### Performance Gains:

- ▶ AVD: GPU support for demanding workloads, remote work flexibility
- ▶ AVS: Seamless “lift and shift” from VMware, without rearchitecting
- ▶ Windows 365: Simplified cloud PCs for easy management



#### Microsoft Cloud Security:

- ▶ Built-in threat protection, identity management, data encryption



**Virtualization today is faster, more secure, and built for the realities of non-profits.**





# Azure VMware Solution (AVS)

Run VMware Workloads in Azure Without  
Rearchitecting

# Client Success Story

## AZURE VMWARE SERVICE

### About the Company

**INDUSTRY:** Transportation and Logistics

**CLIENT NAME:** Client

### Engagement Background & Challenges

Our client, a prominent player in the fleet management industry, operated their IT infrastructure across two data centers using VMware. Faced with substantial increases in software costs and the expiration of their data center leases, they needed a swift solution to avoid downtime and maintain their reputation, especially given the critical nature of their in-house developed fleet management application.

### Client Needs

The client required a rapid migration solution that could meet tight deadlines imposed by expiring leases and scheduled demolitions. They needed to ensure operational continuity by migrating environments independently while preserving the ability to fail back, all without compromising the functionality of their critical fleet management application.

### Client Impact

The transition to Azure VMware Service provided the client with enhanced scalability, cost optimization, and improved security. This move not only safeguarded their operations but also delivered early results in cost savings and automation, positioning them for future growth and the potential transition to native virtual machines.

# What Is It?

## VMware on premises

- ▶ Management
  - ▶ Application
  - ▶ Operating system
- ▶ Hypervisor
  - ▶ Storage
  - ▶ Servers
  - ▶ SAN
  - ▶ Networking
  - ▶ Power and cooling
  - ▶ Facilities
  - ▶ Real estate
  - ▶ Extended security updates



Allow resources to spend more time focusing on tasks that add higher value to your organization.

## VMware in the cloud

- ▶ Management
  - ▶ Application
  - ▶ Operating system
- ▶ Azure VMware Solution



Customer manages



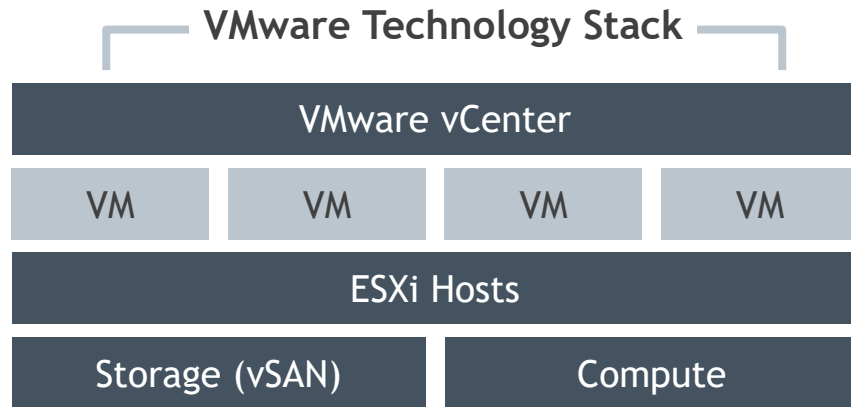
Azure manages



# Migrate Fast Without Refactoring



## YOUR DATACENTER



Migrate with  
VMware tools  
like vMotion

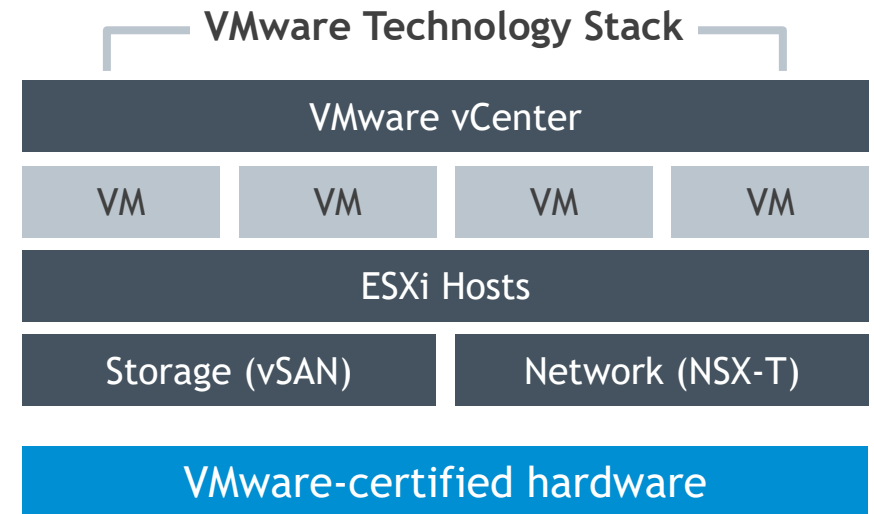


Connect  
via Azure  
ExpressRoute  
or a VPN



## AZURE

### Azure VMware Solution



Symmetry with your on-premises stack

# Use Cases



### Lowering VMware Licensing Costs

to free up IT budgets and reinvest savings into mission-driven programs.

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Addresses budget constraints



### Extending Infrastructure

without costly capital investments, allowing non-profits to modernize IT without upfront expenses

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Addresses aging infrastructure



### Enhancing Security and Resilience

with Microsoft's built-in cloud protections, reducing cybersecurity risks and ensuring compliance

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Addresses security risks



### Scaling IT Resources Quickly

for growing non-profit needs, such as seasonal fundraising or rapid program expansions

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Addresses scalability and IT complexity

## AZURE VMWARE SOLUTION (AVS) Key Benefits



### Lowering VMware Licensing Costs



Non-profits often struggle with rising IT costs. By migrating VMware workloads to Azure, organizations can reduce expensive licensing fees while keeping the same familiar tools and infrastructure.



### Extending Infrastructure Without Costly Capital Investments



Non-profits with aging on-premises infrastructure can leverage AVS to modernize operations without purchasing new hardware, extending the life of their IT investments.



### Enhancing Security and Resilience With Microsoft's Cloud Protections



AVS provides built-in security, disaster recovery, and compliance tools to protect sensitive donor and operational data while reducing cybersecurity risks.



### Scaling IT Resources Quickly For Growing Non-profit Needs



Seasonal fundraising events, volunteer onboarding, and program expansions require rapid IT scaling. AVS allows organizations to expand or contract resources as needed without delays or costly hardware upgrades.



# AVS Pricing Example

Instance size	CPU Cores	RAM	All Flash Capacity	Pay GO	1-year Reserved Promotion*	3-year reserved	5-year Reserved Promotion**
AV36P	36	768 GB	20.70 TB (all NVMe)	\$22,776	\$12,899 ~43% savings	\$11,322 ~50% savings	\$11,322 ~50% savings
AV64	64	1.00 TB	19.20 TB (all NVMe)	\$32,719	\$18,593 ~43% savings	\$16,294 ~50% savings	\$16,294 ~50% savings

Pricing as reflected in [Azure Pricing Calculator](#).

**All AVS sizes now support portable VMware VCF Subscriptions**

\*1-year Reserved Instance now offered with an additional 20% off for a limited time (expires June 30, 2025).

\*\*5-year Reserved Instance for a limited time (expires June 30, 2025).

A minimum of three nodes are required to deploy Azure VMware Solutions Private Cloud. This pricing covers VMware costs of NSX-T, vSphere, vSAN and HCX Advanced.

You can also take advantage of unmatched Azure pricing and benefits for Windows Server and SQL Server hosted on Azure VMware Solution including Azure Hybrid Benefits and free [Extended Security Updates](#).

The VMware HCX Enterprise edition is now available and fully supported on Azure VMware Solution, at no additional cost. This edition [includes valuable services](#) such as Replicated Assisted vMotion, Mobility Optimized Networking and it is automatically installed for all new HCX requests. Additionally, existing HCX Advanced customers can easily upgrade to the HCX Enterprise edition through the Azure portal. Learn more by clicking [here](#).



# Azure Virtual Desktop (AVD)

Secure, Cloud-Hosted Desktops  
for Flexible Work

# Client Success Story

## AZURE VIRTUAL DESKTOP

### About the Company

**INDUSTRY:** Non-Profit

**CLIENT NAME:** Client

### Engagement Background & Challenges

Client had an AVD environment that was performing poorly during their pilot, and they lost confidence that the platform as a whole could benefit the organization. After conducting a new partner search, BDO was selected to drive.

### Client Needs

BDO Digital engaged with the client to reassess and rebuild their Azure Virtual Desktop environment. The new landscape provided a compliant and scalable virtual environment for staff members to utilize when working remotely. BDO Digital worked with stakeholders to review the best practices and best fit for Azure Virtual Desktop at ACCESS. Other goals included building a core networking and site to site tunnel as well as building domain controllers for authentication.

### Client Impact

Migrated all required workloads to Azure Virtual Desktop. Increased overall performance and reliability for mission critical applications deployed to a remote workforce. Simplified how users access the workloads. Reduce datacenter footprint and dependency and simplify backup strategy for critical applications.



## AZURE VIRTUAL DESKTOP

### What is it?

**Secure, cloud-hosted desktops accessible from anywhere—reducing device costs and enabling remote teams.**

Azure Virtual Desktop is a cloud-based virtual desktop solution that enables remote access to users, enhances security, and provides cost savings to businesses. With Azure Virtual Desktop, users can access their desktop from any device, anywhere, while the organization maintains control over the data and reduces IT costs.



## AZURE VIRTUAL DESKTOP (AVD) Use Cases



**Enabling secure hybrid work** for staff and volunteers



**Reducing costs** by eliminating expensive hardware refresh cycles



**Enhancing security** with centralized cloud-based desktops



**Simplifying IT management** for lean teams with limited resources



**Scaling operations quickly** to support fluctuating needs

## AZURE VIRTUAL DESKTOP (AVD)

# Key Benefits



### Cost Efficiency for Non-Profits

Enables organizations to operate on a pay-as-you-go model, reducing infrastructure and hardware refresh costs.

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Addresses budget constraints



### Optimized IT Resources

Helps small IT teams manage desktops centrally, reducing manual device maintenance.

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Addresses IT complexity



### Stronger Security Posture

Built-in Microsoft security features provide enhanced data protection for donor and operational records.

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Addresses security risks



### User Experience & Accessibility

Staff and volunteers can access AVD from any device, maintaining a consistent and secure experience while working remotely.

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Addresses remote/hybrid workforce challenges



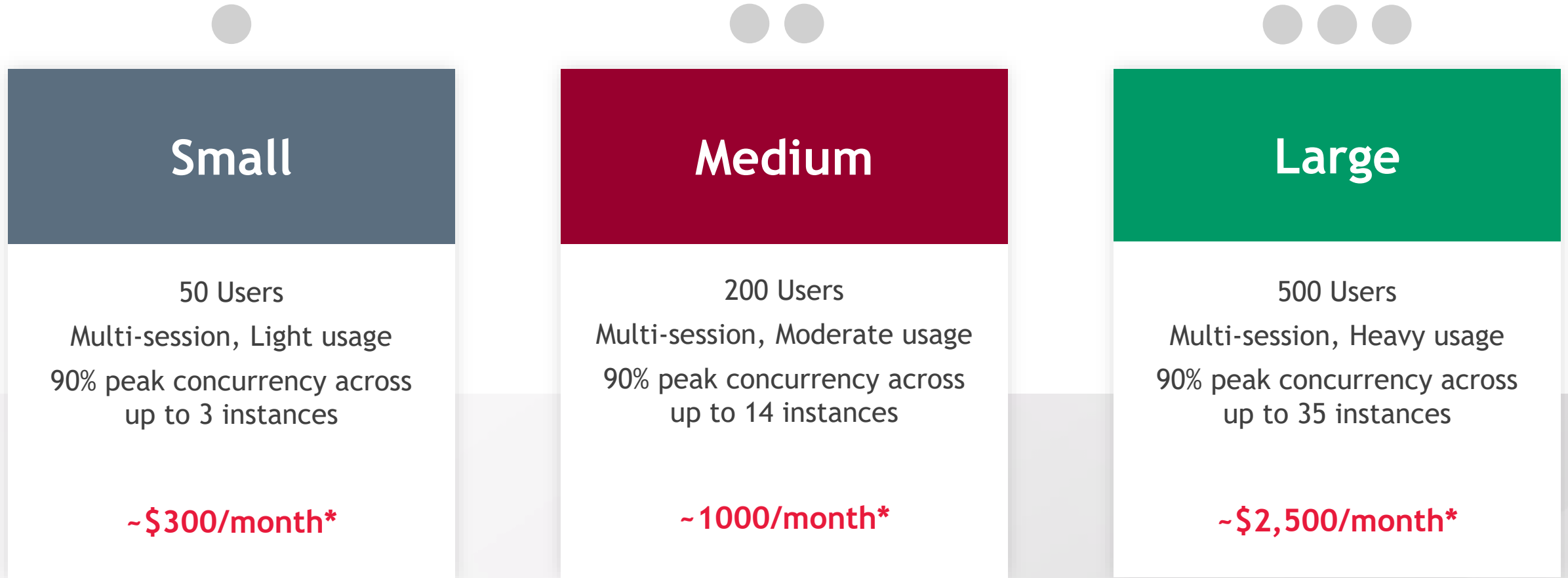
### Scalability on Demand

Allows organizations to scale up during high-impact fundraising events or seasonal staffing needs without additional hardware investment.

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Addresses scalability and IT agility needs

# Pricing Example



\*Pricing shown does not include Microsoft 365 licensing or Azure bandwidth costs, pricing shown for illustrative purposes only.





# Windows 365 (W365)

Cloud PCs for Flexibility  
and Management

## Use Cases



### **Simplifying IT Management**

Reduces the burden on small IT teams by eliminating the need for physical device provisioning and maintenance.

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Addresses IT complexity and small IT teams



### **Providing Secure, Always-On Access**

Enables hybrid staff and volunteers to work from anywhere with persistent, cloud-hosted desktops.

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Addresses remote/hybrid workforce needs



### **Reducing Hardware Costs**

Extends the lifecycle of existing devices by shifting workloads to the cloud, minimizing expensive device refresh cycles.

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Addresses budget constraints



### **Scaling IT Resources Efficiently**

Ideal for temporary workforce needs, such as grant-funded projects or seasonal volunteers, with scalable cloud PC provisioning.

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Addresses scalability



### **Ensuring Cost Predictability**

Fixed-cost subscription model allows non-profits to forecast IT spending with greater accuracy.

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Addresses financial planning and cost predictability

## WINDOWS 365 (W365)

# Key Benefits



### Minimal IT Overhead



Reduces time spent managing endpoints, allowing small IT teams to focus on strategic initiatives



### Always-On Security



Built-in Microsoft security features, including identity protection and compliance tools, safeguard sensitive non-profit data



### Consistent User Experience



Staff and volunteers can access the same cloud PC from any device, reducing disruption and IT troubleshooting



### Predictable Cost Model



Subscription-based pricing ensures budget control without unexpected infrastructure expenses



### Fast Deployment & Scalability



Non-profits can quickly onboard new employees or volunteers with cloud-based desktops, eliminating hardware provisioning delays



### Fixed Pricing Model



For predictable costs



### Easy to Deploy and Manage



Ideal for small IT teams



### Secure, Persistent Cloud PC Experience



With Microsoft's built-in security



### Flexible Workforce Support



Ensuring staff & volunteers have reliable access

## W365 Cost Model

Basic	Standard	Premium
Run light productivity tools and web browsers.	Run a full range of productivity tools and line-of-business apps.	Run high-performance workloads and heavier data processing.
<b>USD\$31.00</b> user/month Price does not include tax. Subscription automatically renews <sup>1</sup>	<b>USD\$41.00</b> user/month Price does not include tax. Subscription automatically renews <sup>1</sup>	<b>USD\$66.00</b> user/month Price does not include tax. Subscription automatically renews <sup>1</sup>
2 vCPU 4 GB RAM 128 GB Storage	2 vCPU 8 GB RAM 128 GB Storage	4 vCPU 16 GB RAM 128 GB Storage
<ul style="list-style-type: none"><li>✓ Access and manage the Cloud PC through windows365.microsoft.com</li><li>✓ Supports the desktop versions of Microsoft 365 apps, Outlook, and OneDrive</li><li>✓ <b>Supports the desktop version</b> of Microsoft Teams (chat and audio calls only)</li><li>✓ Up to 300 users</li></ul>	<ul style="list-style-type: none"><li>✓ Access and manage the Cloud PC through windows365.microsoft.com</li><li>✓ Supports the desktop versions of Microsoft 365 apps, Outlook, and OneDrive</li><li>✓ <b>Supports the desktop version</b> of Microsoft Teams</li><li>✓ Up to 300 users</li></ul>	<ul style="list-style-type: none"><li>✓ Access and manage the Cloud PC through windows365.microsoft.com</li><li>✓ Supports the desktop versions of Microsoft 365 apps, Outlook, and OneDrive</li><li>✓ <b>Supports the desktop version</b> of Microsoft Teams</li><li>✓ Supports Microsoft Visual Studio, Power BI, and Dynamics 365</li><li>✓ Up to 300 users</li></ul>

[See Microsoft Reference](#)



# AVD vs. W365 - Which Should I Use and When?

Feature	Azure Virtual Desktop (AVD)	Windows 365
<b>Best For</b>	Organizations needing flexible, scalable virtual desktops for remote/hybrid teams	Non-profits needing predictable-cost, always-on cloud PCs with minimal IT management
<b>Cost Structure</b>	Pay-as-you-go, consumption-based pricing	Fixed monthly subscription per user
<b>Management Needs</b>	Requires IT expertise for deployment, scaling, and image management	Minimal IT overhead, easy deployment and automatic updates
<b>User Experience</b>	Pooled or dedicated desktops, custom configurations	Persistent cloud PC with the same experience every login
<b>Security Model</b>	Advanced security features including role-based access, MFA, and conditional access	Microsoft security built-in, persistent session security
<b>Scalability</b>	Can be scaled dynamically for seasonal staff and volunteers	Fixed-size deployments, best for long-term employees or consistent needs

## Choosing the Right Solution:

- ▶ AVD is ideal for non-profits with dynamic IT needs, fluctuating workforces, and high security requirements
- ▶ Windows 365 is best for organizations needing a predictable, always-on cloud PC experience with low IT involvement.
- ▶ Best for: Enterprise IT vs. remote teams vs. simple endpoint management
- ▶ Cost structure: Pay-as-you-go vs. fixed subscription
- ▶ Management needs: Full IT control vs. minimal IT overhead
- ▶ Security model: Cloud-native protections across all solutions
- ▶ Choosing the right solution based on your organization's needs



# Microsoft Funding & Non-Profit Discounts

## Azure Landing Zone Overview

**Azure Landing Zone for Nonprofit** provides a blueprint for cloud adoption, **setting up core Azure services** such as networking, management, identity, and security, and ensures that cloud resources are **efficiently managed** and **securely governed** from the start.

Discover an **easy path** to get to the cloud using **plug-and-play architecture** partners can implement on a customer's behalf.



## Simplify Azure Deployment with Azure Landing Zone for Nonprofits

**The solution: Help customers build their cloud infrastructure on a secure and scalable foundation.**

### Build a Scalable Foundation

Take the guessing game out of where to begin and what workloads need to be deployed first and build from a strong, scalable foundation.

### Ensure Security and Compliance

Help customers feel confident that their azure environment is secure and compliant right from the start.

### Simplify the Deployment Process

Help customers save time and resources that would otherwise be spent on deployment activities so they can focus on mission-critical activities.



MSFT Funding Next Steps

## Annual Azure Grant

Leverage **\$2,000 (USD) Azure services credits per year** and access the complete portfolio of Azure products and cloud services. Sign up for the Nonprofit Azure Onboarding Concierge and Success Center to set up your credits.



# What's Next?

UNLOCK COST SAVINGS  
& IT EFFICIENCY

## Schedule a Complimentary Virtualization Assessment

Evaluate your current IT environment and identify cost-saving opportunities

## Leverage Microsoft's Non-Profit Funding

Microsoft offers \$2,000 USD in Azure credits per year to registered non-profits, helping reduce cloud costs.

## Explore Cost-Saving Opportunities

Assess potential savings by transitioning to AVD or Windows 365.

## Develop a Secure & Scalable IT Strategy

Receive expert recommendations tailored to your organization's needs.

## Connect With Our Team

Book time with our specialists to discuss implementation and next steps.

# Why Now?

## THE OPPORTUNITY FOR NON-PROFITS

### Microsoft's Special Pricing & Funding for Non-Profits is Limited

Secure grants and credits while available



### Enable Hybrid and Remote Work More Effectively

Improve staff and volunteer productivity



### Reduce IT Costs Before Your Next Budget Cycle

Avoid rising expenses by acting early



### Free Up IT Resources for Mission-Critical Work

Reduce time spent on device management





# Audience Insights



Would you like to receive follow up information from today's session and discuss how BDO can help your organization improve efficiency, reduce costs, and strengthen security through cloud-based virtualization?

Select your answer in the panel to the right



Join Us for  
the Next  
Webcast

REGISTER NOW ►

BDO DIGITAL



## Demystify Microsoft Azure


APRIL 23, 2025 / 1:00 PM EST



**Thank You**





A modern office interior featuring a wide staircase with a glass railing and a reception desk with a large window overlooking a city skyline. The reception desk has the BDO logo on it. The overall atmosphere is professional and contemporary.

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