

# **sepago Windows 365 PoC**

## Customer Case Study

# SEPAGO IN A NUTSHELL



SYSTEM INTEGRATOR,  
ISV AND CLOUD MANAGED  
SERVICE PROVIDER



**SINCE 2002**

SUCCESSFUL ON THE MARKET  
AT THREE LOCATIONS:  
COLOGNE HAMBURG MUNICH



**SPECIALISED IN**

MICROSOFT CLOUD TECHNOLOGIES, MODERN WORKPLACE,  
MOBILITY, APP VIRTUALISIERUNG & VDI, CITRIX WORKSPACE  
APP, VIRTUAL MANAGED SERVICES AND IT-SECURITY



**HUNDREDS OF  
SATISFIED  
CUSTOMERS**



**85 ENTHUSIASTIC EMPLOYEES**

EXCELLENT ORGANIZATIONAL CULTURE  
COMMUNITY AWARDS



**MILLIONS OF GOOD  
IDEAS**

# THE COMPANY

- small, Germany-based manufacturing company (hidden champion)
- 12.500 employees generated about 2,5 billion € in 2019

## Current Challenge:

To better enable hybrid working across multiple devices for employees, the company is considering implementing a Cloud Desktop solution. But the IT department isn't sure if Azure Virtual Desktop or Windows 365 is the best approach for the company to deliver cloud desktops. Regardless, the company needs help deploying cloud desktops in general.



# CUSTOMER PROBLEM & CURRENT SITUATION

- **Decision for a Microsoft Cloud Desktop Solution**
- **General workstream overview required**
- **Hybrid work structure and different end devices are a challenge**
- **General overview of the end devices to be supplied is required (Desktops/Tablets/Smartphones/Mac)**
- **In-house IT overwhelmed with technical requirements and rollout management**
- **Know-how and manpower required**
- **Forecast FTE resources**

# WHAT WE DELIVERED

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- Identify the right Microsoft Cloud Desktop solution for the needs of the business
- Compilation of a test group with fixed target image and success factors
- Allocation of licenses, initial configuration of Microsoft Endpoint Manager and Windows 365
- Deployment of Cloud PCs
- Integration of Microsoft Endpoint Management into the existing IT landscape
- Survey & Onboarding of relevant Stakeholders
- Software Rollout with Microsoft Endpoint Manager
- Evaluation of PoC and next steps



# AGENDA OF THE ENGAGEMENT

1. Workshop: Windows 365 and different use cases
2. Workshop: Joint target picture for PoC and common success criteria
3. Allocation of licenses, initial configuration of Microsoft Endpoint Manager and Windows 365
4. Deployment of Cloud PCs
5. Software Rollout with Microsoft Endpoint Manager
6. Workshop: Evaluation of PoC and next steps

# THE WINDOWS 365 CLOUD PC EXPERIENCE



## Streamed across Devices

You will be able to boot instantly to your Cloud PC, streaming your Windows experience to any of your devices.



## Always ready and updated

Streamed from the cloud and traveling with you, Windows 365 is **always ready and always updated**, wherever you are, on whatever device you want to work on. It's a simple and versatile Windows experience delivered by the Microsoft cloud.



## Personal and Familiar

Windows 365 is personalized and familiar with all of your settings and content, so when you go back into your Cloud PC it is **right where you left it**.



## Scalable and resilient

Windows 365 is **secure by design**, leveraging the power of the cloud and the principles of Zero Trust. Information is secured and stored in the cloud, not on the device.



## Predictable costs

Windows 365 makes purchasing Cloud PCs **predictable** with per-user per-month pricing.



## Simple to buy, deploy, and manage

Windows 365 simplifies procurement, deployment, management, and updates because unlike other solutions, it uses **virtualization behind the scenes**.

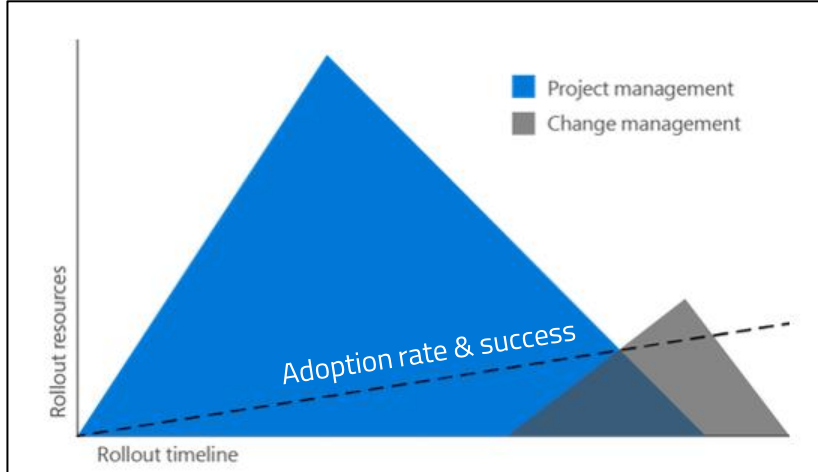
# CHANGE IS NOT A BAD THING!



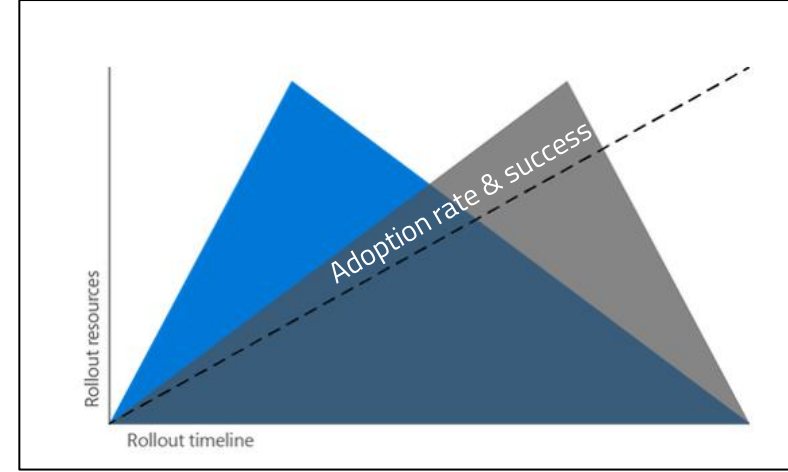
- We offer extensive change and adoption management from the beginning
- From a wide range of proven techniques we will find the technique best for the customer
- As we combine adoption and change management with joint process creation, new solutions bring the best value for you!



# Traditional approach



# Ideal approach



**„The timing and extent of organizational focused actions  
increases the success of the software implementation.“**

*Source: sepago GmbH*

# OUTCOME FOR THE CUSTOMER



Overview &  
foresight operations



Structured designed  
workflows



Build internal  
operation  
knowledge



Meet regulatory  
requirements



Clear interfaces with  
external partners



Constant  
development with  
automation



*„Matching organization & tool  
knowledge for successful operations“*