

SSID: MarriotBonvoy_Conference Password : greatness



WELCOME TO



YOUR HOSTS





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AGENDA

WELCOME & AGENDA REVIEW

Azure Economics Fundamentals

→ Understanding RIs, AHB & Azure Billing

Ideal Customer Profiles

- → Common AVD & W365 Benefits
- → Customer Verticals

Pricing Azure

- → Cost Estimator Basics
- → Pricing Labs

Common MSP Resale Models

- → Resale Model Overview
- → Optimizing for Predictability
- → Optimizing for Profitability
- → Optimizing for Scalability

Putting IT Together

- → Common MSP Sales & Pricing Mistakes
- → Tips & Tricks to Success
- → Lab



Open Q&A

GOALS

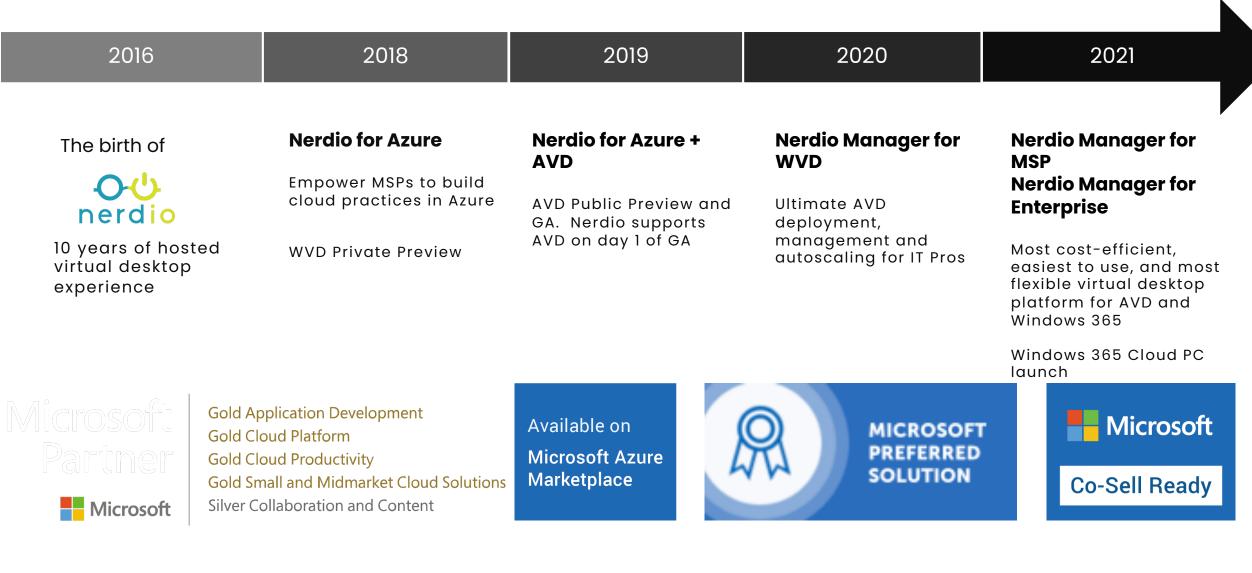
LET'S SET THE BAR HIGH AND HAVE SOME FUN!

- Understand Azure Economics
- Articulate the Azure Value
- Determine your MSP Azure Sales Model



Who is Nerdio?

Nerdio Evolution



Nerdio's AVD experience

- Working closely with Microsoft Engineering since
 2018
- ✓ 2M+ users under management
- 3,000+ customer deployments since GA
 (October 2019)
- \checkmark 200 new deployments every month
- Evangelizing and educating the ecosystem on AVD and Windows 365



Some of Our Notable Customers





WHAT IS AVD & W365?

A set of technologies that allow an individual to stream his/her own Windows 10/11 desktop to any device in any location.

What is Nerdio Manager for MSP?

Nerdio Manager for MSP Simplifies, Automates and Optimizes Virtual Desktops in Azure

Microsoft Azure											
Windows Virtual Desktop	Active Directory / Azure AD		Virtual Machines	File Storage	Networ	king Backup					
			ර ් nerdio	Manager for MSP							
Price			Deploy	Mai	nage	Optimize					
Easy, Wizard-Driven Cost Estimates		1-Hour Customer Deployment		3-Click Complete UI	Performance and Utilization Monitoring	$ \begin{array}{c} $					
						ર્ફડ્રિ					
Per-User Azure Cost Reporting		Overlay on	Top of Existing Deployments	Image Creation and Management	RBAC with End-User Portal	Up to 75% Savings on Compute and Storage					
Best-Practices Recommendations on RIs, AHB		Gre	eenfield Deployments	Users and Sessions	Desktops, Servers, Backup and Networking	Auto-Heal					
Complete Cost of Azure Infrastructure		Best-Practices Configuration		MSIX AppAttach		Performance Optimization					

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Nerdio Manager for MSP Reduction Strategies for AVD

Cost Reduction Strategies For	L Azure Virtual Desktop
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		AZURE COMPONENT COSTS					
		Compute (VMs)	OS Disks (Storage)	FSLogix (Storage)	Monthly Total	Per-User Cost	% Savings
	Unoptimized	\$882	\$72	\$123	\$1,076	\$33.64	N/A
COMPUTE	#1: VM Power Management	\$262	\$72	\$123	\$457	\$14.28	58%
COM	#2: Just-in-time Provisioning (50% Burst)	\$262	\$47	\$123	\$432	\$13.49	60%
ЭE	#3: OS Disks Auto-Scale	\$262	\$30	\$123	\$415	\$12.97	61%
STORAGE	#4: OS Disks Shrink to 64 GB	\$262	\$15	\$123	\$401	\$12.52	63%
	#5: FSLogix Shrink by 50%	\$262	\$15	\$61	\$339	\$10.60	68%
	Assumptions• Number of users: 32• FSLogix profile size: 20 GB• User type: Heavy (2 users per vCPU)• FSLogix storage: Azure Files• Session host VM size: E4s_v4 4C/32 GB• Hours in work week: 50• OS disk: P10 (128 GB Premium SSD)• Azure list pricing: South Cert		TOTAL SAVINGS				68%