
AWS
re:Invent

GPS202

Deliver a secure digital workplace for your customers

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AWS

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Agenda

What is the AWS Digital Workplace? What is driving the market?

Learn about the key elements for developing a secure digital workplace for your customers

Learn what customers are solving for today

Examples of how your customers are using AWS Digital Workplace solutions today

Learn how to build your AWS Digital Workplace practice as an AWS Partner

Resources



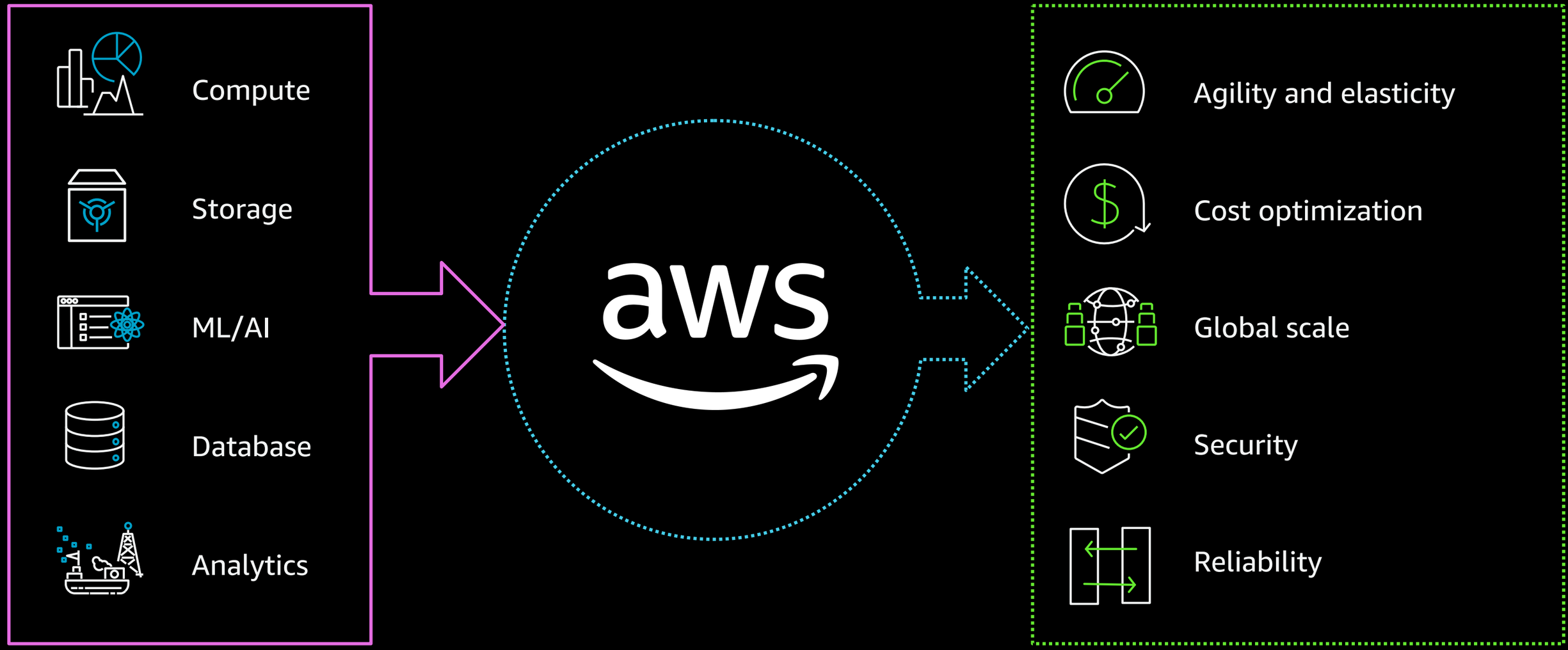
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What is the digital workplace?

Workforce transformation



The data center is changing



More than the data center is changing

Workforce increasingly agile

32%
of organizations
replacing full time with contractors

79%
of organizations
expect an increase in mergers and acquisitions

Security increasingly important

48%
of workers
worked remotely

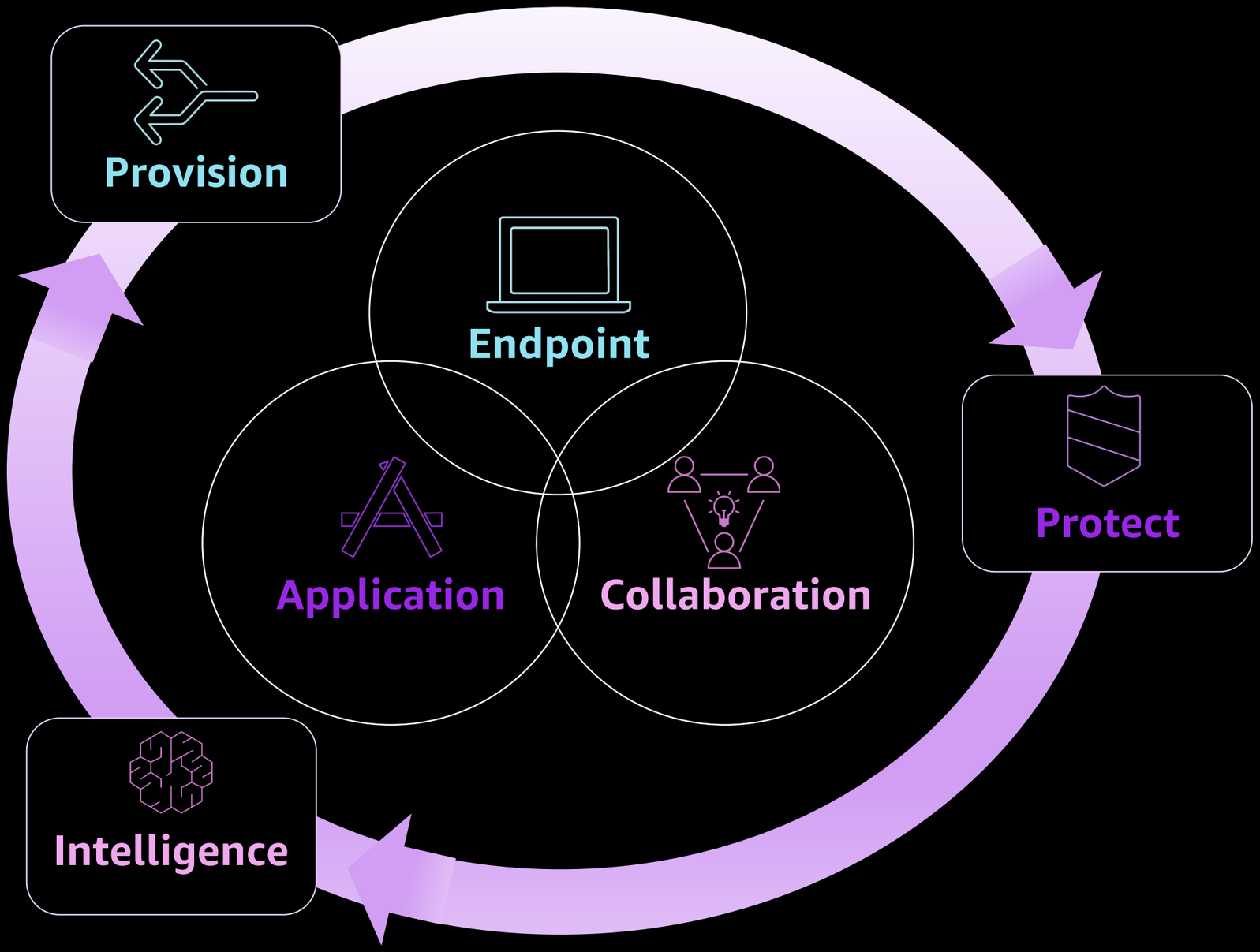
1 in 4
data breaches
from lost or stolen devices

Moving to desktop as a service (DaaS)

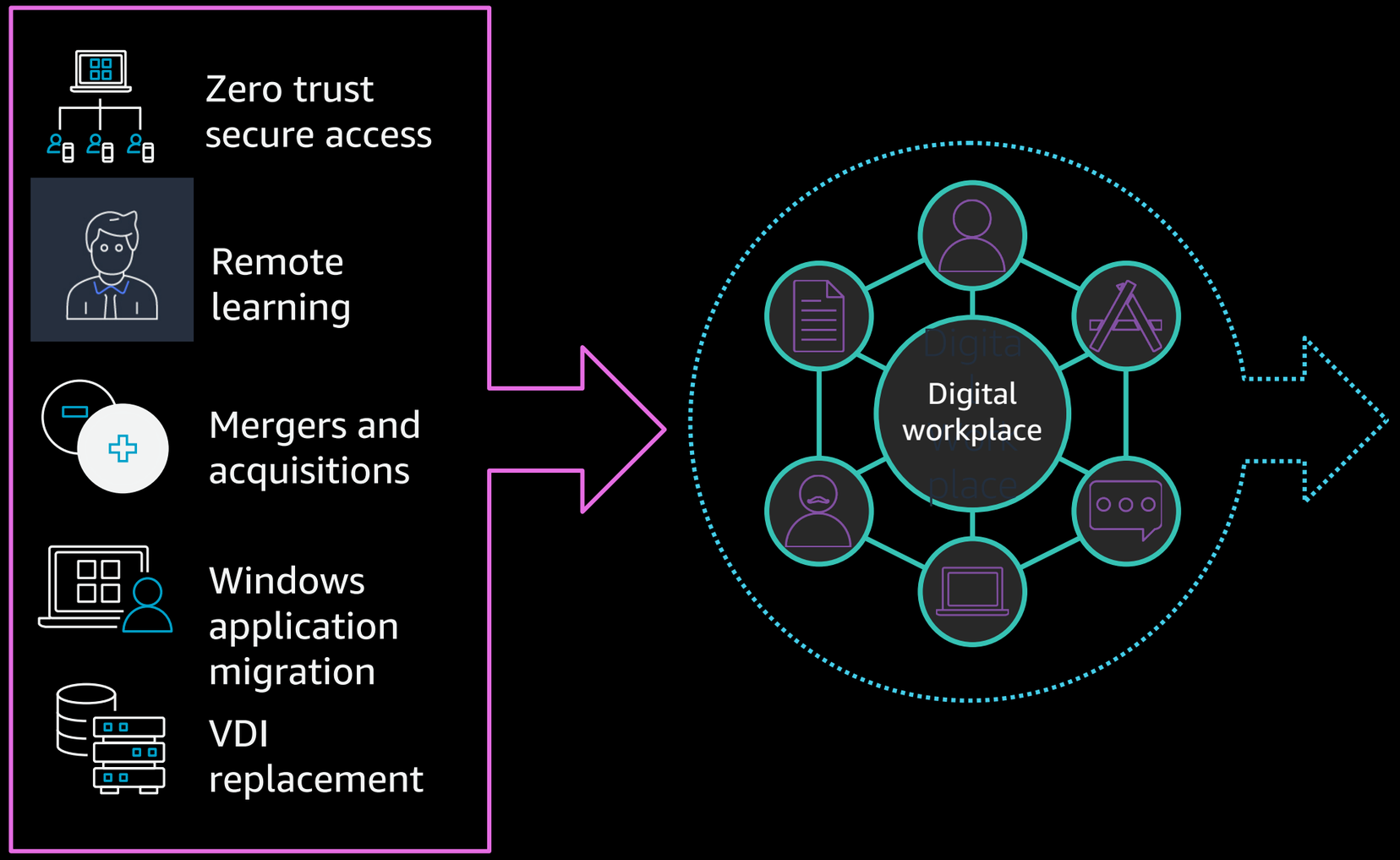
51%

up from 43% in 2017

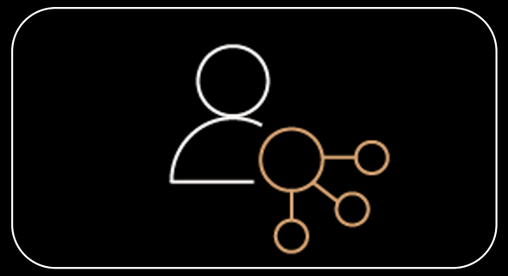
Key elements of building a digital workplace



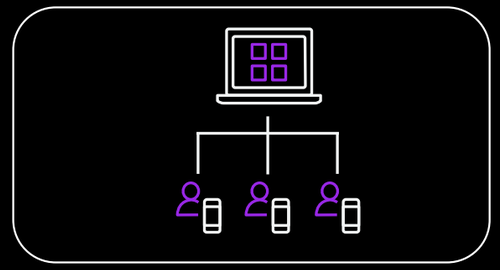
More than the data center is changing



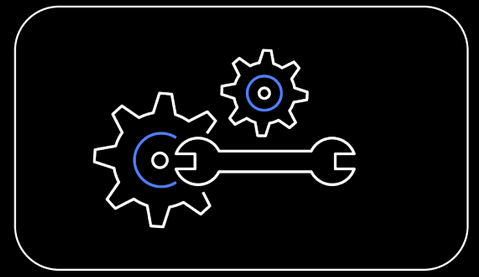
What are customers solving for today?



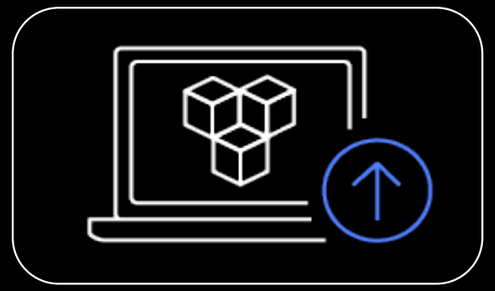
Secure access for the remote workforce



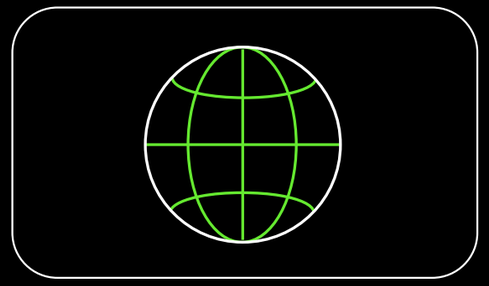
Secure access for the contingent workforce



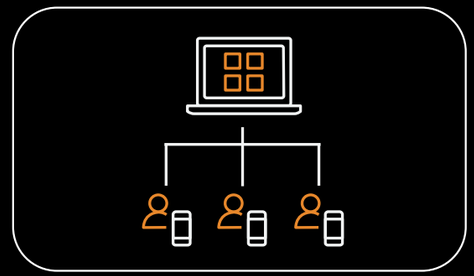
Accelerate Windows application migration to AWS



Reduce design-engineer computing costs

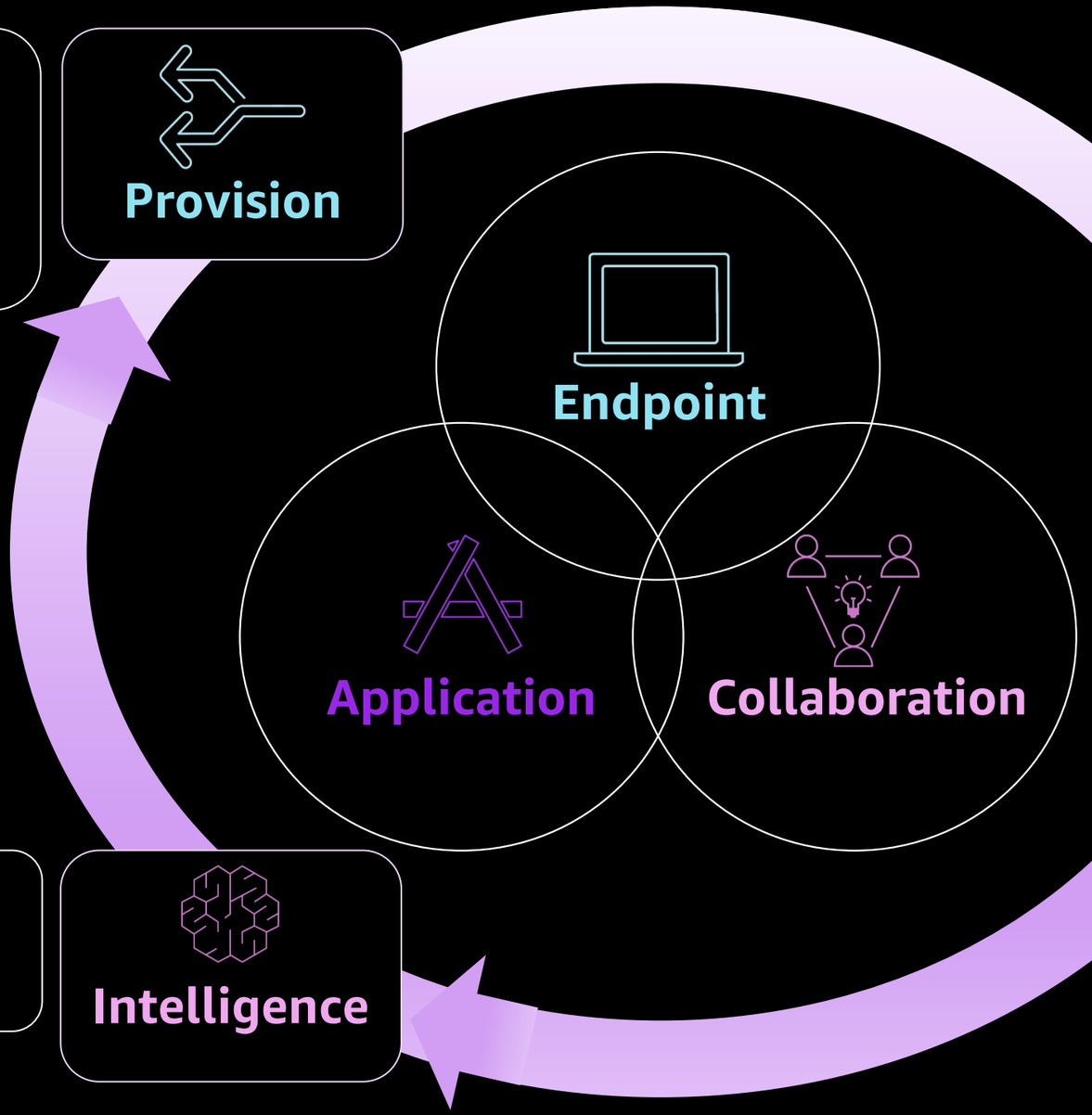


Speed M&A day-one access



Remote learning

Key elements of building a digital workplace

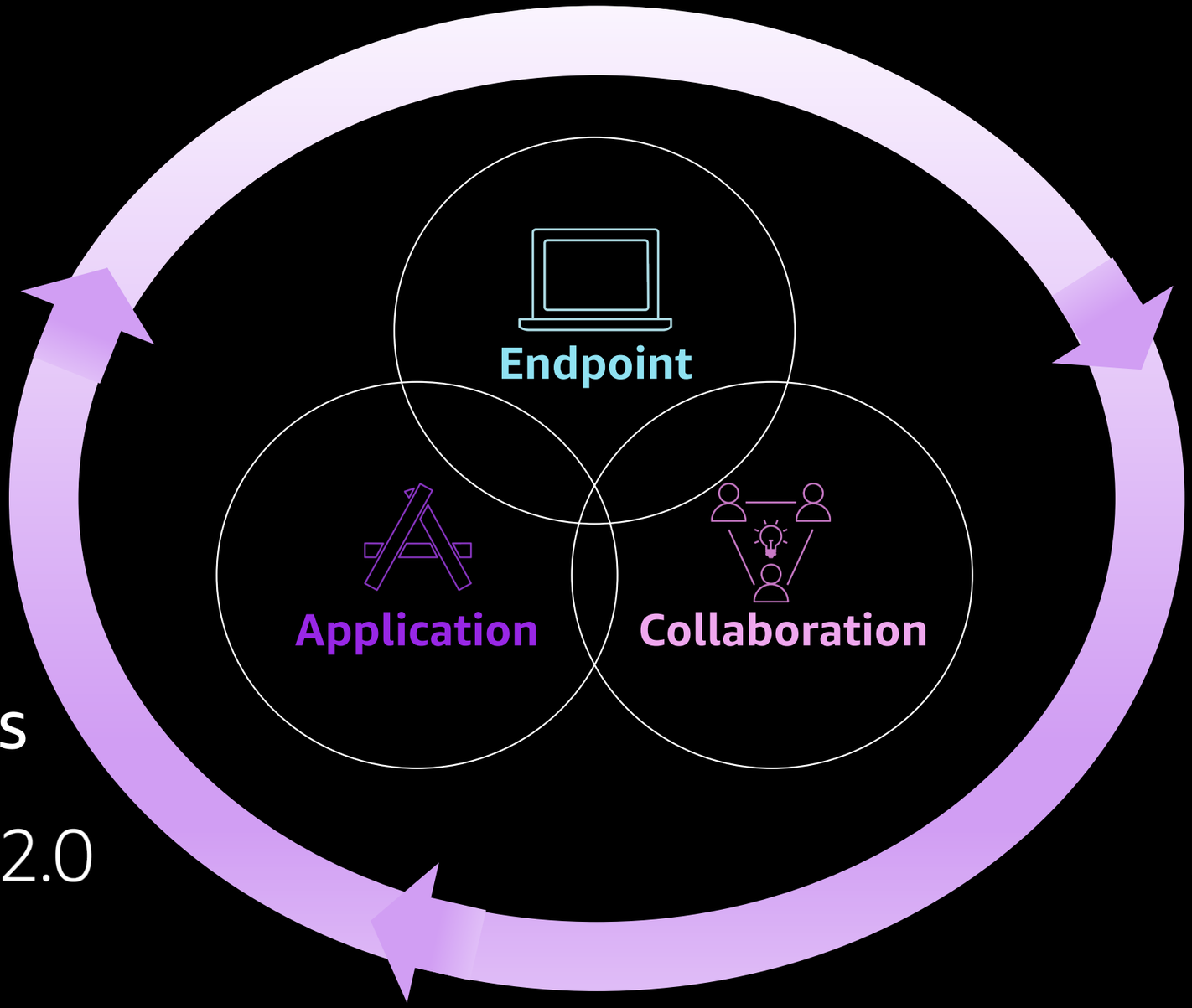


PC lifecycle management
Streaming
Virtualization
Self-service portals
EFSS
Unified communication
Instant messaging

Endpoint encryption
Remote wipe
Identity management
Digital rights management
Data loss prevention

Compliance monitoring
Usage statistics
App performance monitoring
Digital experience monitoring

Key elements of building a digital workplace

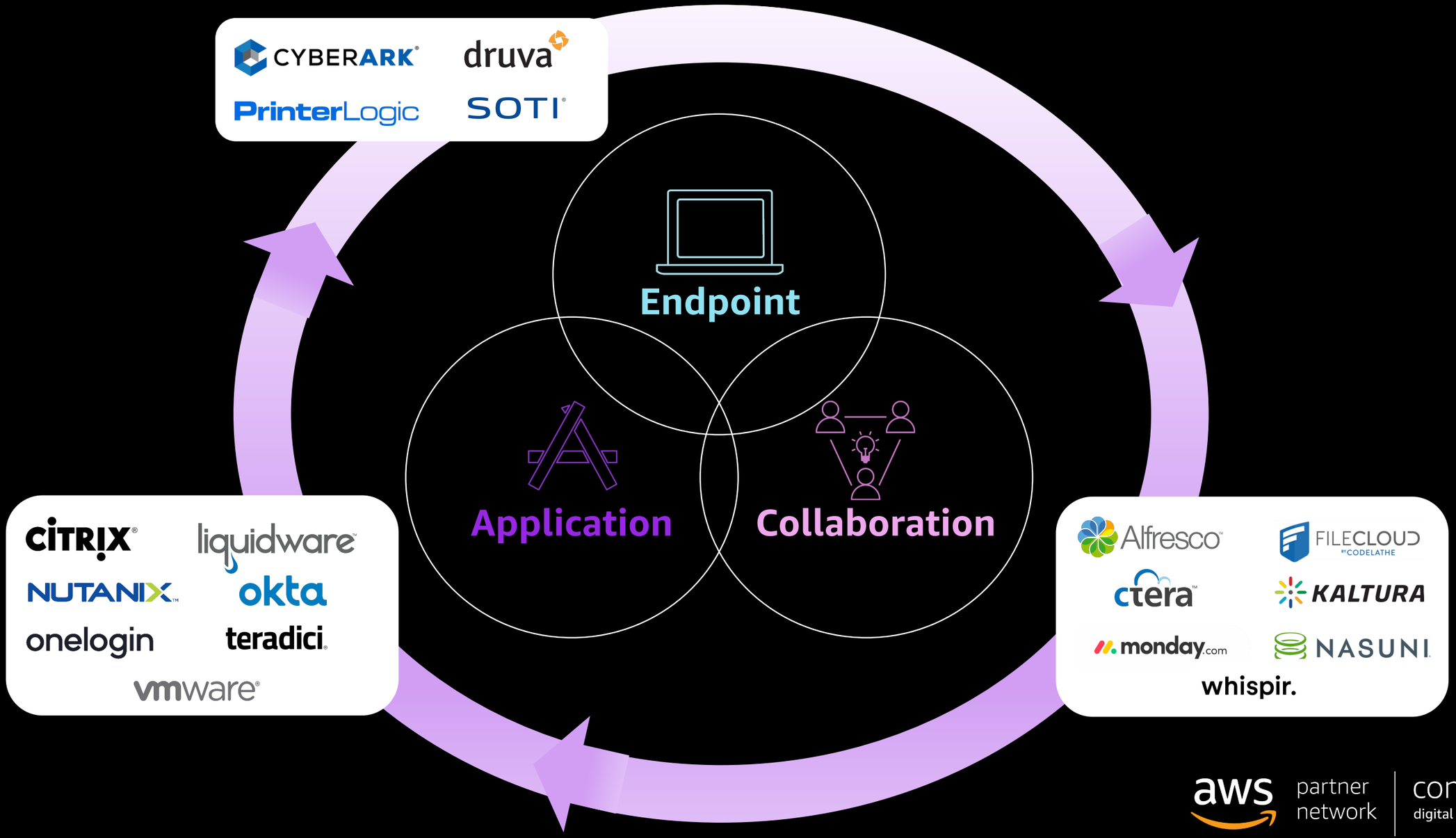


amazon WorkSpaces

amazon AppStream 2.0

amazon WorkDocs

AWS Digital Workplace Competency: Technology Partners



aws partner network | competency digital workplace

Customer references



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Informa uses Liquidware solutions to manage workspaces

PHYSICAL DEVICES, CITRIX WORKSPACES, AND AMAZON WORKSPACES

Informa is a leading business intelligence, academic publishing, knowledge, and events company operating within the Knowledge and Information economy

- Headquartered in London, UK, with offices in more than 20 countries
- 7,500 employees
- The company embarked on a number of projects to improve and innovate its aging desktop environment

Solutions: Liquidware ProfileUnity and Amazon WorkSpaces

Benefits

- Smooth migrations with minimal impact on users
- Rebuild and restore user profiles in AWS and across AWS Regions
- Improved management of all desktop users across all environments

liquidware™

Informa

amazon WorkSpaces

Source: https://www.liquidware.com/customers/informa-uk

SDL accelerates remote work transition for 1,500 global employees

SOLUTION: NASUNI AND AMAZON

SDL is a world-leading intelligent language and content company, and it works with 90 of the globe's top brands; it has 1,400 in-house linguists, alongside engineers, testers, and content management experts, located across 63 offices worldwide

Challenge: COVID-19 and working from home

Solutions: Nasuni and Amazon WorkSpaces

Benefits

- Fast, simple deployment of 1,500 Amazon WorkSpaces
- Global reach
- Improved performance – global presence of AWS WorkSpaces and intelligent caching of Nasuni Edge Appliances
- Manageability of files, volumes, AD authentication, file restores, and more

NASUNI

SDL*

amazon WorkSpaces

Flexibility to deploy file storage in cloud-only or hybrid cloud configurations in the future

Source: https://www.nasuni.com/case-studies/sdl/

Build a digital workplace practice



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How to build an AWS digital workplace practice

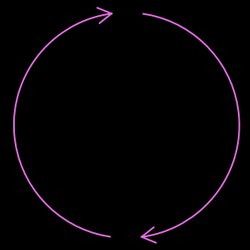
Solution focus	Skills needed
Endpoint MGMT – Desktop (Includes Amazon WorkSpaces)	Windows / Active Directory/ .NET / PowerShell / Kerberos
Application MGMT – Desktop (Includes Amazon AppStream 2.0)	Windows / Active Directory/ .NET / PowerShell / Kerberos / Application packaging
Endpoint MGMT – Thin / Zero	Linux / Containers / MQTT / Amazon SNS / Certificates
Endpoint MGMT – Mobile	iOS / Android / Amazon SNS / MQTT / Certificates
Application MGMT – Mobile	Containers / Amazon SNS / MQTT / IdP / Certificates
Application MGMT – Web	HTML / IdP / AWS SSO / Serverless
Collaboration – Voice / Video	H.264 (etc.) / WebRTC / HTML / Amazon SQS / Serverless
Collaboration – Social	ML / Serverless / HTML
Collaboration – Content	Storage / Serverless / HTML

Define your practice scope

Strategy consulting
Professional services – integration and migrations
Repeatable intellectual property (IP)
Solution provider / reseller
Managed services
Work with AWS Digital Workplace Technology Partners

Plan, architect, and design

- Device strategy
- Application inventory
- User profiles and remote desktop needs
- AWS security and network design
- Planning for ongoing user management



Migration projects

- Migration of end user environment
- Network, security, and backup – implementation and optimization
- AD integration
- Operations and service management integration

Managed services

- Running a partner branded managed service
- Launching, terminating, and rebuilding remote desktops
- IT help desk and problem resolution
- Patch management and application updates

AWS Partner resources and training

AWS Digital Workplace Blogs

How APN Partners can help you build a digital workplace on AWS
https://aws.amazon.com/blogs/apn/how-apn-partners-can-help-you-build-a-digital-workplace-on-aws/

Introducing AWS Digital Workplace Competency Partners who enable secure remote work from anywhere, anytime
https://aws.amazon.com/blogs/apn/introducing-the-new-aws-digital-workplace-competency-with-top-isv-partners-who-enable-secure-remote-work-anywhere-anytime/

APN Navigate - https://aws.amazon.com/partners/navigate

APN Digital Workplace Competency – Technology & Consulting Partner Tracks
https://aws.amazon.com/partners/competencies

APN PartnerCast

AWS PartnerCast
https://aws.amazon.com/partners/training/partnercast/

AWS PartnerCast: Work from home using AWS remote work solutions

Coming soon – Digital Workplace Series on AWS PartnerCast

Thank you!



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