

omnissa™

Omnissa Horizon a Workspace ONE – tahouni klientské virtualizace

Radovan Hošek

Michal Minařík



The OMNISSA Journey - key facts.

On November 22, 2023, Broadcom Inc. completed its acquisition of VMware, Inc.

On December 7, 2023, Broadcom CEO Hock Tan announced his intention to divest VMware's End-User Computing Division (EUC).

On February 26, 2024, KKR (global 2nd largest private investment company, based in the USA) agreed with Broadcom on a purchase of the VMware's End-User Computing Division (EUC). EUC is currently a division of Broadcom and is in a transition into an independent company under a KKR ownership (final transition the 2024 year-end).

Account Executive:

Radovan Hošek, hradovan@Omnissa.com, 731 435 834

Lead Solution Engineer

Michal Minařík, mminarik@Omnissa.com, 606 665 475

We are trusted by ~26,000 customers across critical industries



Over 100
Global universities



9 of Top 10
Global airlines



Over 15
Defense organizations
worldwide



8 of Top 10
Largest global
banks



9 of Top 10
US retailers



Over 1000
Cities, counties &
states worldwide



8 of Top 10
US healthcare
systems



4 of Top 6
US logistics
companies

CZU (Česká Zemědělská Univerzita), Omnissa's public reference



Desktop Virtualization Extends the Boundaries of the Digital Campus at the ČZU

<https://www.omnissa.com/czu-case-study/>

Customer's challenges

- Remote working
- User quantity changes
- Deployment issues
- IT department overloaded

What we offer

- Secure external access without the need of a physical device
- Hybrid cloud solution enabling dynamic scaling and pay-as-you-go
- Most of the time idling HW – carbon footprint reduction, increasing utilization, fin. efficiency
- Automation and simplifying users administration

The VDI – Horizon I.

Customer's status

- Commercial company
- About 1k "non Horizon" users
- Standard VDI approach
- Strong request for IT licenses savings

Facts...

- 1000 licenses
 - 5.2mio CZK
- **5.7mio**
- **Vs**
- **5.3mio**
- **ROI 1.1y**

What we offer

- Horizon Implementation project
- Solution fitting needs
 - duration 1-5y
 - Named used / CCU
 - Relevant Horizon edition
- ROI less than 1.5y in 3y TCO
- 1000 licenses
 - 3.4mio CZK
- Implementation
 - 2mio CZK
- Training
 - 0.3mio CZK

The VDI – Horizon II.

Customer's status

- Public Organization
- About 500 "fat clients" users
- Standard VDI approach
- Strong request for IT
 - Smarter
 - More secure
 - Automated...

Facts...

- 8y TCO
- 500users
 - 34k CZK/user

- **17mio CZK**
- **Vs**
- **14.3mio CZK**
- **\$ TCO 16.2% better**

What we offer

- Horizon Implementation project
- Solution fitting needs
- \$ TCO better 16.2%
- 500users
 - 28.5k CZK/user
- **Strong "non \$" benefits**
 - License unifying
 - One tool for all desktop mngmt
 - Simplifying training
 - Security – MFA, remove VPN, data backup
 - High availability, user uptime

The MDM/UEM – Workspace ONE I.

Customer's status

- Commercial company
- About 800 users
- Wide area of devices and solutions
- Strong request for IT licenses savings

Facts...

- 800 users
 - 3.7mio CZK
- Migration
 - 2mio CZK
- **5.7mio CZK**
- **Vs**
- **4.2mio CZ**
- **ROI 1.1 better**

What we offer

- WSO Implementation project
- Solution fitting needs
 - 3y licenses
 - automation
 - remote support (WSO Assist)
 - mobile device protection (WSO MTD)
- Simply working solution....
- 800 licenses
 - 4.2mio CZK
- **Key features on top of \$**
 - Automation
 - Security
 - One solution

The MDM/UEM – Workspace ONE II.

Customer's status

- Public Organization
- About 1500 devices/users
- Strong security request
- Lack of IT resources

Facts...

- 1500 users
 - 1.8mio CZK

- **1.8mio**
- **Vs**
- **1.5mio**
- **ROI 1.2 better**

What we offer

- WSO Implementation project
- Solution fitting needs
 - 5y licenses
 - automation
 - remote support (WSO Assist)
 - mobile device protection (WSO MTD)
- Simply working cloud -based solution....
- 1500 licenses
 - 1.5mio CZK
- **Great**
 - Granularity
 - Security
 - Automation

Analyst and media recognition



Leader

2023 Forrester Wave for
UEM



Leader in 4 areas

2024 IDC MarketScape for
UEM Assessments



Leader

Inaugural 2023 Gartner Magic
Quadrant for DaaS



Gold

MTD - 2023 Cybersecurity
Excellence Awards



Strong Value

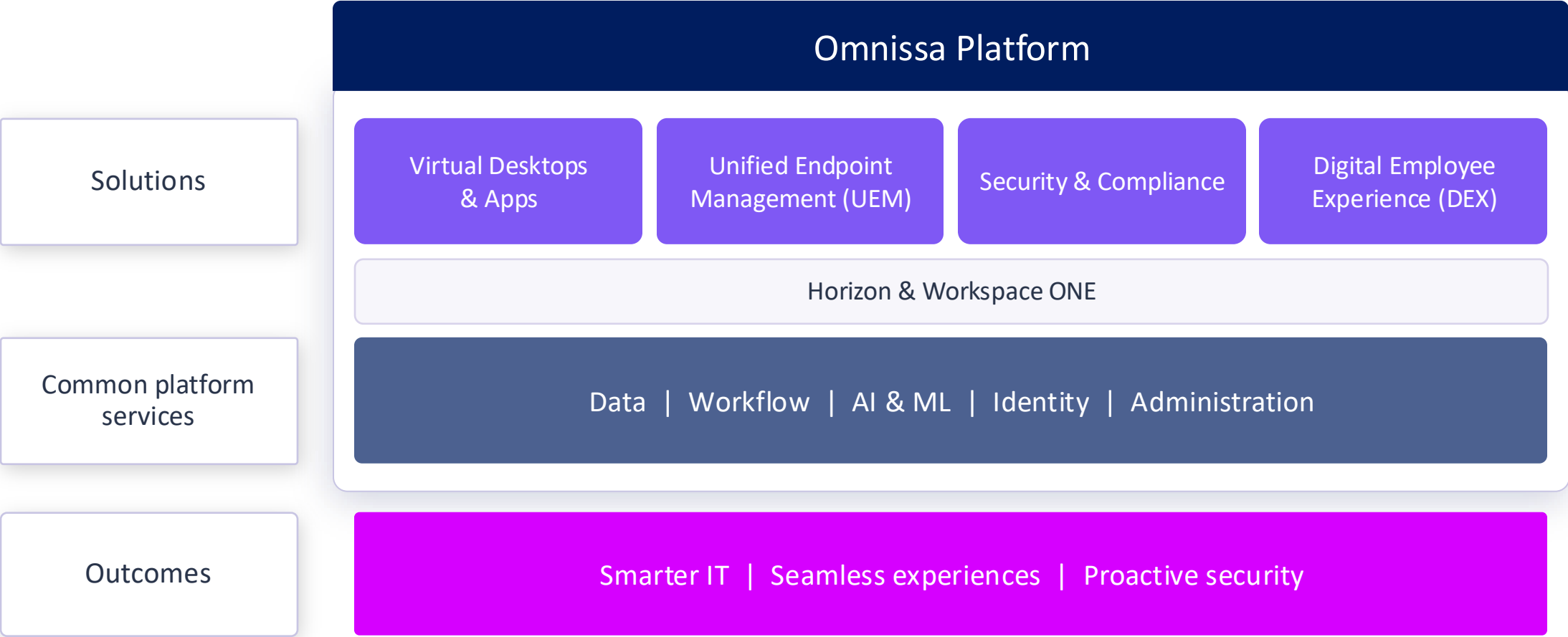
2023 Enterprise
Management Associates DEX
Radar Report



Leader

2023 SPARK Matrix for End-
User Experience Management

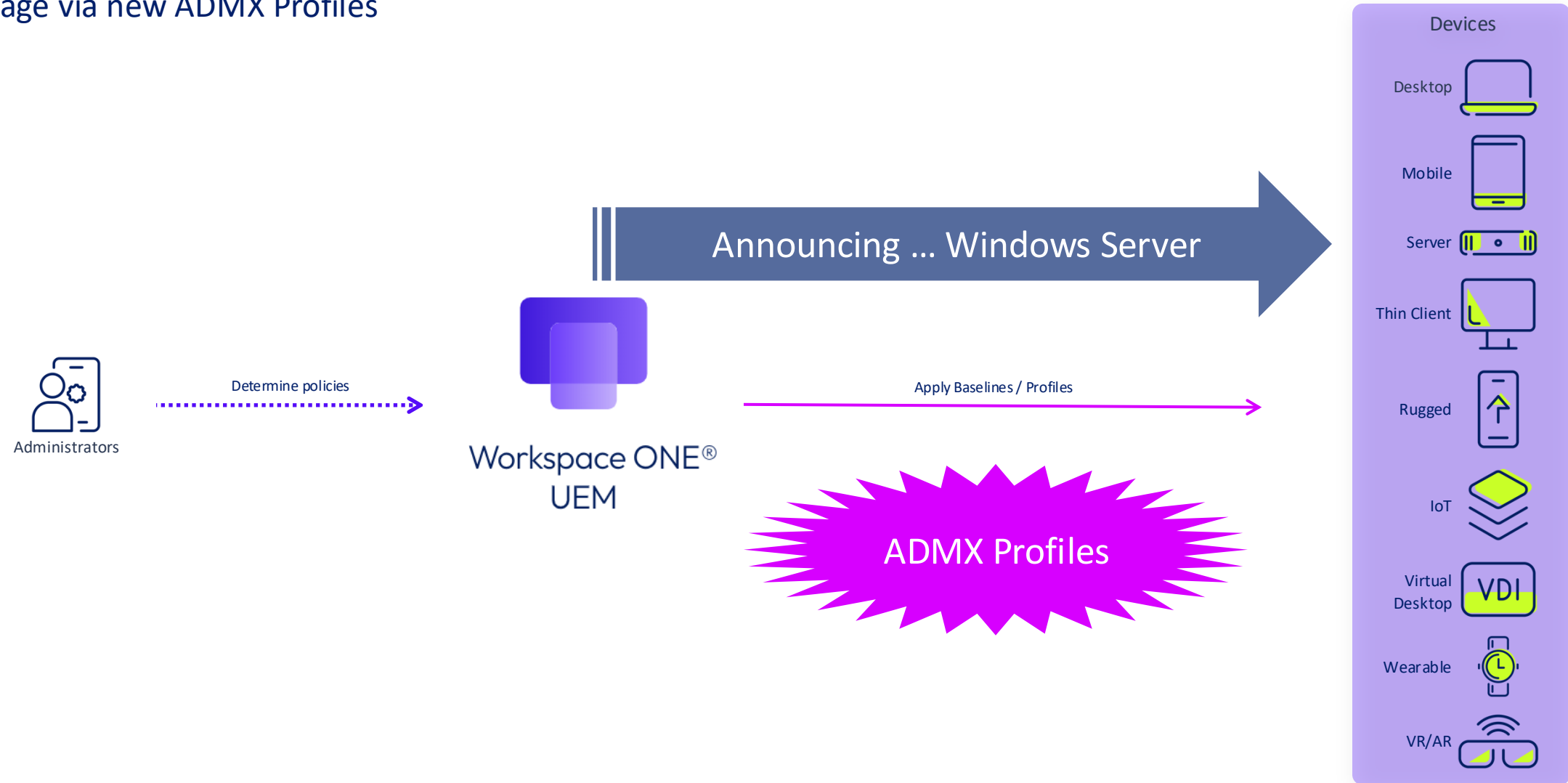
The Omnissa Platform delivers freedom of choice



What's New?

New Device Type: Windows Server

Manage via new ADMX Profiles

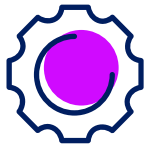


Windows Server Release Plan



Windows Server 2016, 2019, 2022, 2025

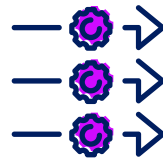
- Desktop Experience : Beta
- Core : GA



Agent based
management



Cloud GPO



Co-management

Dates

Beta : January 2025

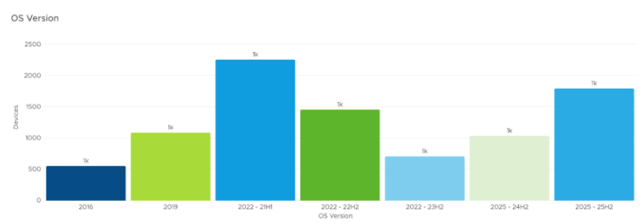
GA : 2025 (TBD)

Windows Update

Similar to Windows Desktop

Version overview

OS Version



| OS Version | Count (approx.) |
|-------------|-----------------|
| 2018 | 500 |
| 2019 | 1000 |
| 2022 - 23H1 | 2200 |
| 2022 - 23H2 | 1500 |
| 2022 - 23H2 | 700 |
| 2025 - 24H2 | 1000 |
| 2025 - 25H2 | 1800 |

Revision overview

Select OS

2022 - 23H2

DEVICE OVERVIEW

UPDATE OVERVIEW

Dashboard

Dynamic and UEM native

Patch Management

Microsoft Update

WSUS

> General Settings

> Installation Behavior

> General Update Settings

> Quality Update Settings

> Target Release Version

> Feature Update Settings

Management

All settings available

Summary

Compliance

Workflows

Profiles

Baselines

Sensors

Scripts

Apps

Updates

Time Window

More

Filters

PAUSE

RESUME

ROLLBACK

| KB | Update Title | Update Source |
|-----------|--|---------------|
| KB2267602 | Security Intelligence Update for Microsoft Defender Antivirus - KB2267602 (Version 1.417.85.0) - Current Channel (Broad) | WUA |
| KB890830 | Windows Malicious Software Removal Tool x64 - v5.123 (KB890830) | WUA |
| KB5037033 | 2024-04 Cumulative Update for .NET Framework 3.5, 4.8 and 4.8.1 for Microsoft server operating system version 21H2 for x64 (KB5037033) | WUA |
| KB2267602 | Security Intelligence Update for Microsoft Defender Antivirus - KB2267602 (Version 1.417.71.0) - Current Channel (Broad) | WUA |
| KB4052623 | Update for Microsoft Defender Antivirus antimlware platform - KB4052623 (Version 4.18.24070.5) - Current Channel (Broad) | WUA |
| KB2267602 | Security Intelligence Update for Microsoft Defender Antivirus - KB2267602 (Version 1.417.89.0) - Current Channel (Broad) | WUA |
| KB5041016 | 2024-07 Cumulative Update for .NET Framework 3.5, 4.8 and 4.8.1 for Microsoft server operating system version 21H2 for x64 (KB5041016) | WUA |
| KB890830 | Windows Malicious Software Removal Tool x64 - v5.126 (KB890830) | WUA |
| KB5034439 | 2024-01 Security Update for Microsoft server operating system version 21H2 for x64-based Systems (KB5034439) | WUA |
| KB5038282 | 2024-05 Cumulative Update for .NET Framework 3.5, 4.8 and 4.8.1 for Microsoft server operating system version 21H2 for x64 (KB5038282) | WUA |
| KB4052623 | Update for Windows Defender Antivirus antimlware platform - KB4052623 (Version 4.18.2001.10) | WUA |
| KB5040437 | 2024-07 Cumulative Update for Microsoft server operating system version 21H2 for x64-based Systems (KB5040437) | WUA |
| KB5036613 | Update for Microsoft Windows | WMI |
| KB5037782 | Security Update for Microsoft Windows | WMI |
| KB5037960 | Security Update for Microsoft Windows | WMI |

Inventory

Accurate reporting

Resources

Similar to Windows Desktop



Profiles

All Windows inbox GPOs supported

*BitLocker, certificates, Local Security Policies, firewall**



Applications

All application types



Sensors/Scripts

Detect

Configure



Baselines

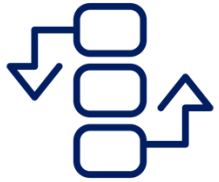
CIS / Microsoft

*Dedicated Server Baselines**

** Available at GA*

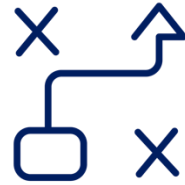
Workflows

Similar to Windows Desktop



Sequencing

Order installation of any
resources



Requirements

Define deployment criteria



Time Windows

Business Hours

Maintenance hours

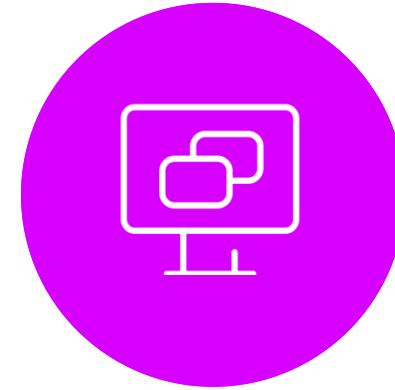
Extended Capabilities



Compliance



DEX



Assist

TOP 5 use cases

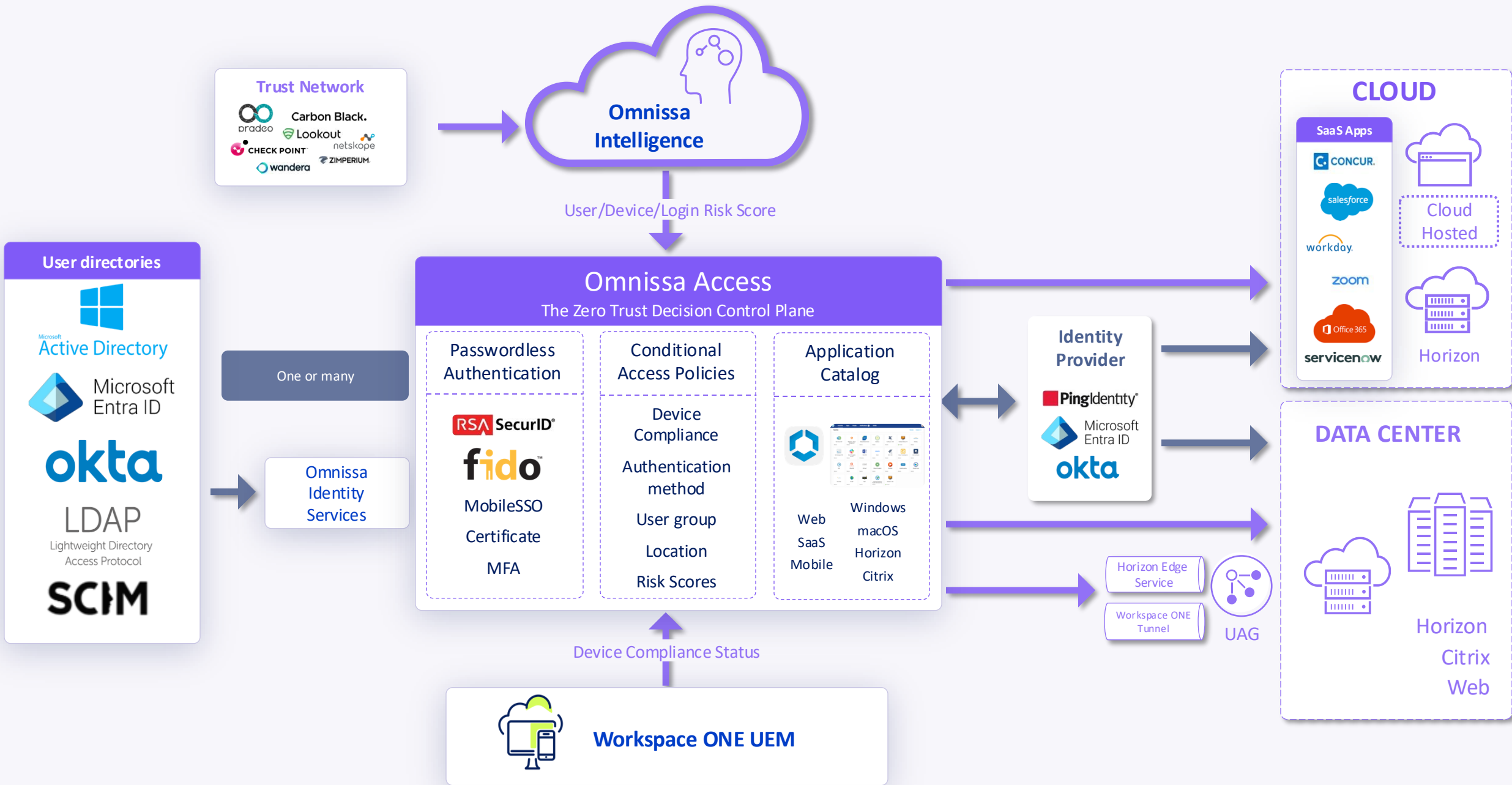
External access

Customer's challenges

- Remote working
- Intellectual property protection
- BYOD
- Licensing issues

What we offer

- Virtual (secured) company managed device on any BYOD device employee has
- Easy operations (patching, software distribution, license management etc.)
- MDM/UEM solution for any device
- Secure external access without the need of a physical device



Secure environments

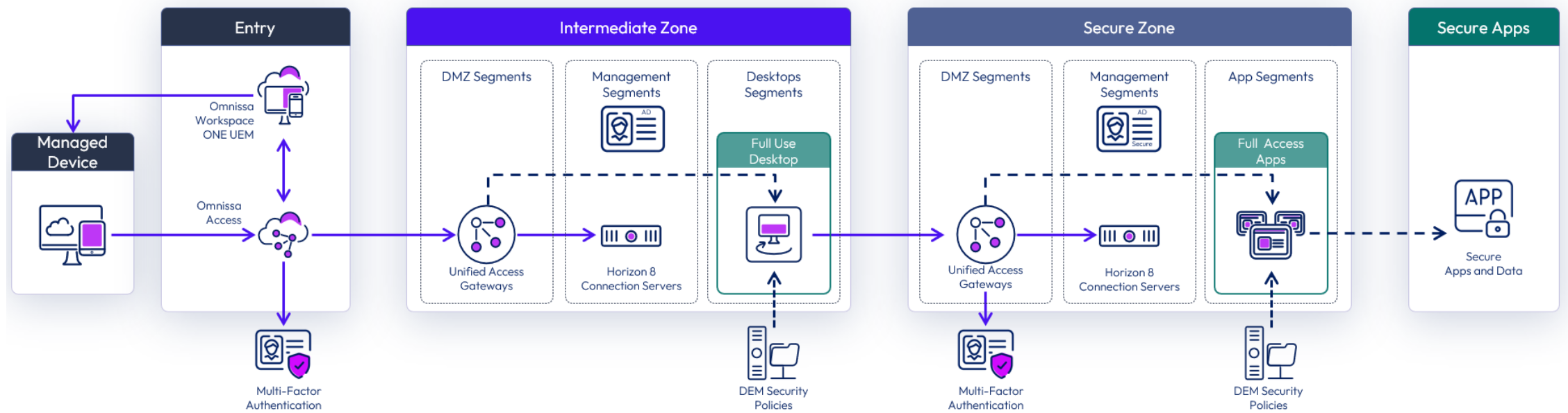
Customer's challenges

- Data leaks / breaches
- Malware / ransomware attacks
- Regulations
- Lack of visibility and control

What we offer

- Preventing data leaks, everything runs in the data center with DLP policies
- Multifactor or end point device state checking can be enforced
- Desktops can be quickly patched, because they are always available and at log on you get fresh new/clean desktop
- Mobile Threat Defense / Vulnerability Defense

Example of an air gapped environment



Desktop standardization

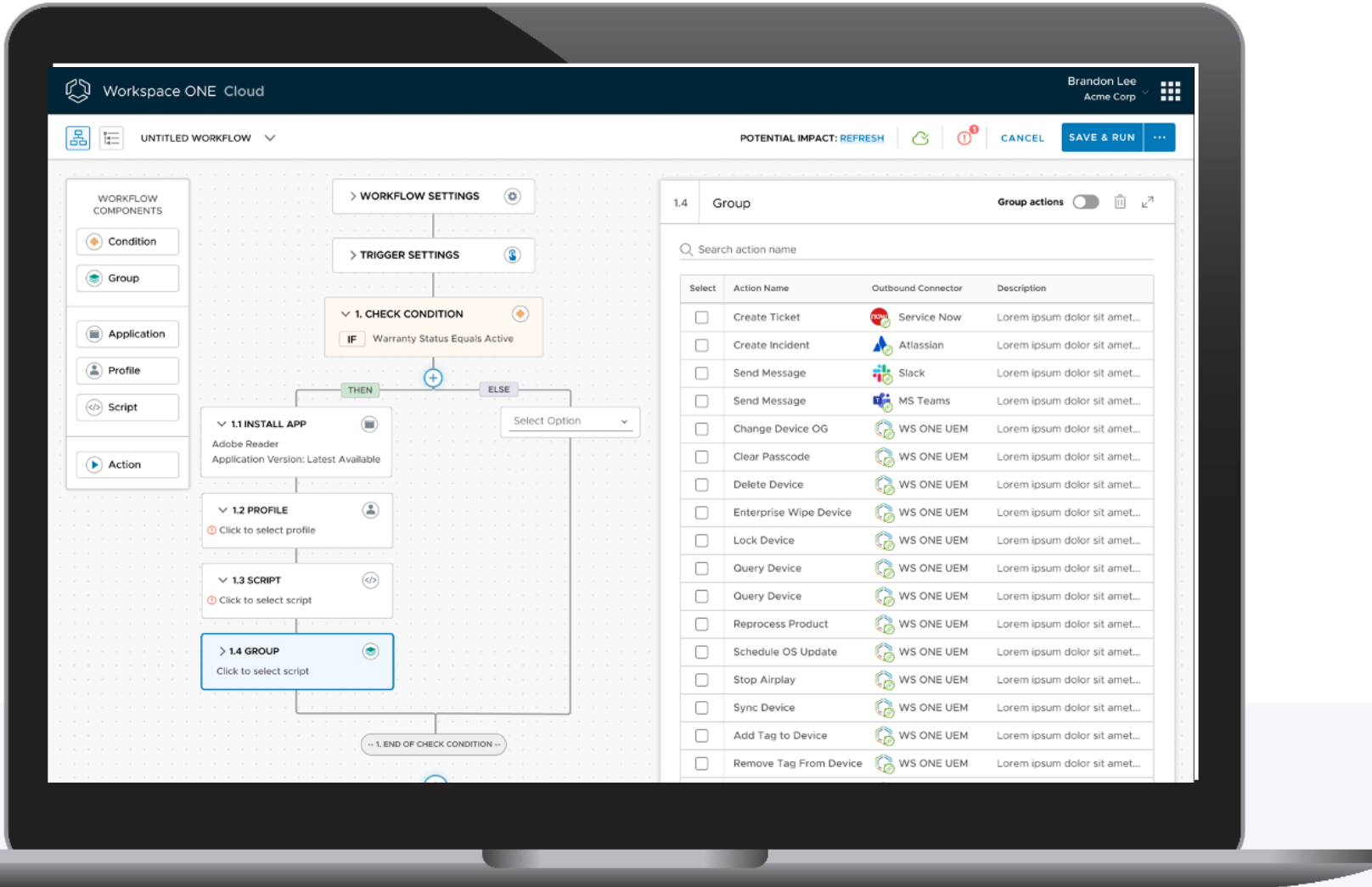
Customer's challenges

- Complex management
- A lot of routine work for helpdesk
- Windows 11 compatibility

What we offer

- Non-persistent desktop is reverted to “golden” state after log off
- Alternative devices (thin clients) can be used to cut on costs
- Desktops can be easily and quickly created, destroyed or rebuilt
- Low-code / No-code automation

Automate Complex Workflows with Unified Orchestration



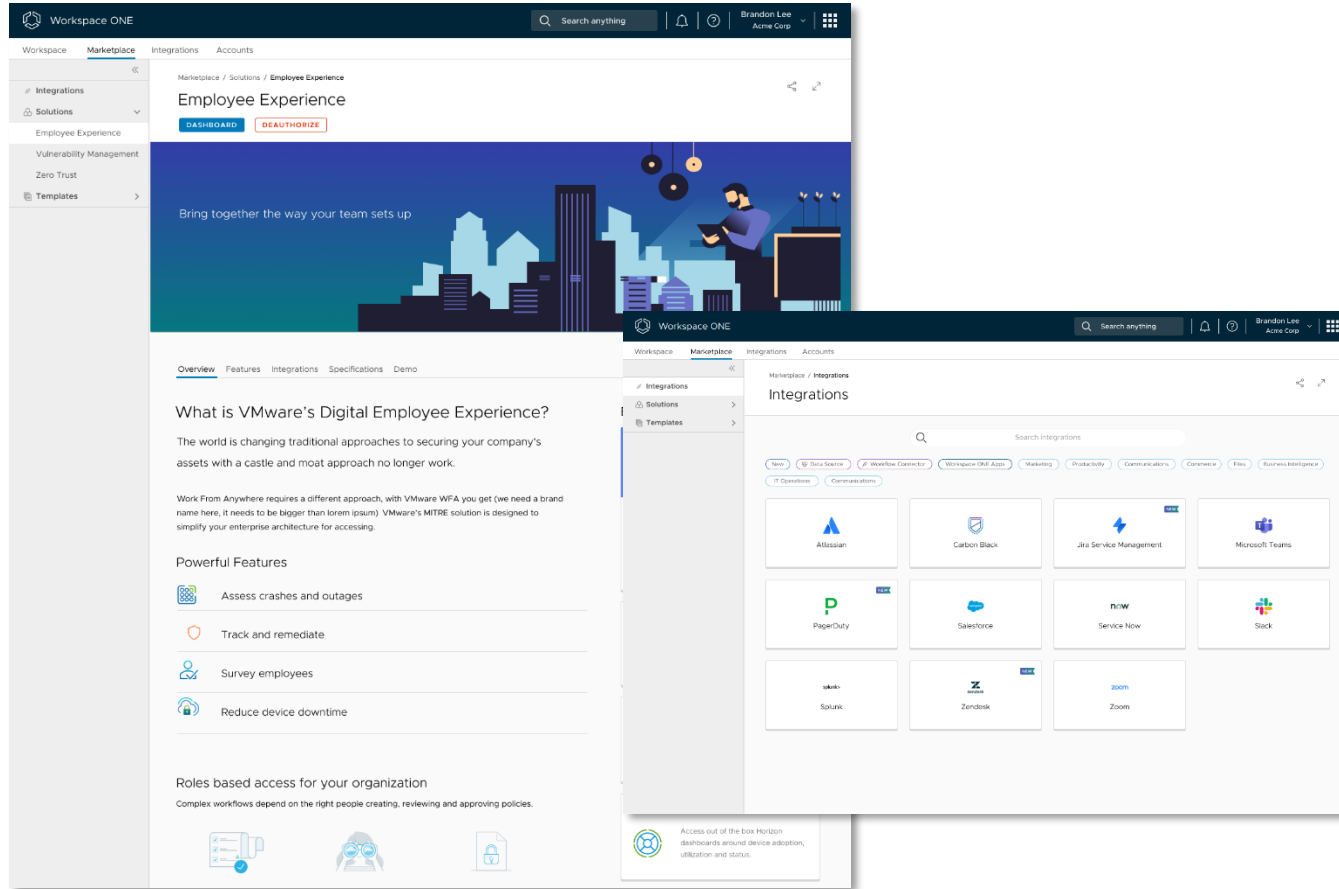
Powerful, flexible, and intuitive low-code canvas to manage all your IT workflows

Data-driven operations that leverage workflows based on contextual data

Integrate with 3rd party apps to orchestrate actions across the entire IT ecosystem

ONE Stop for Workflows, Scripts, Templates, Integrations, and More

Speed up your deployments with Workspace ONE Cloud Marketplace

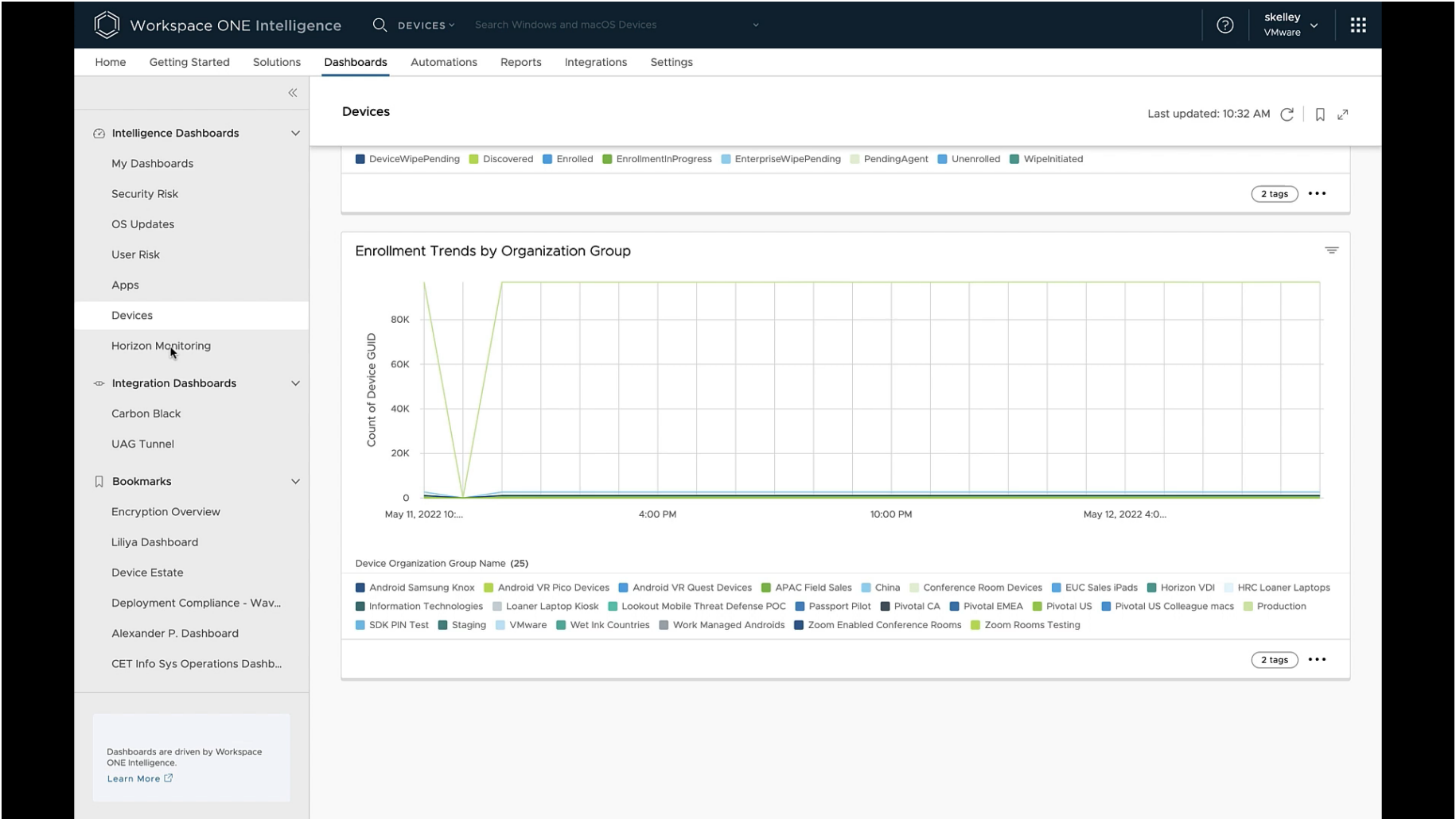


Pre-defined Solutions and Integrations, including 3rd party, that match your enterprise needs

Easy to import dashboards, scripts, templates, and more to power-up your automation needs

Faster adoption of new services by discovering new solutions and resources

Workspace ONE Intelligence for Horizon



Business continuity and demand bursts

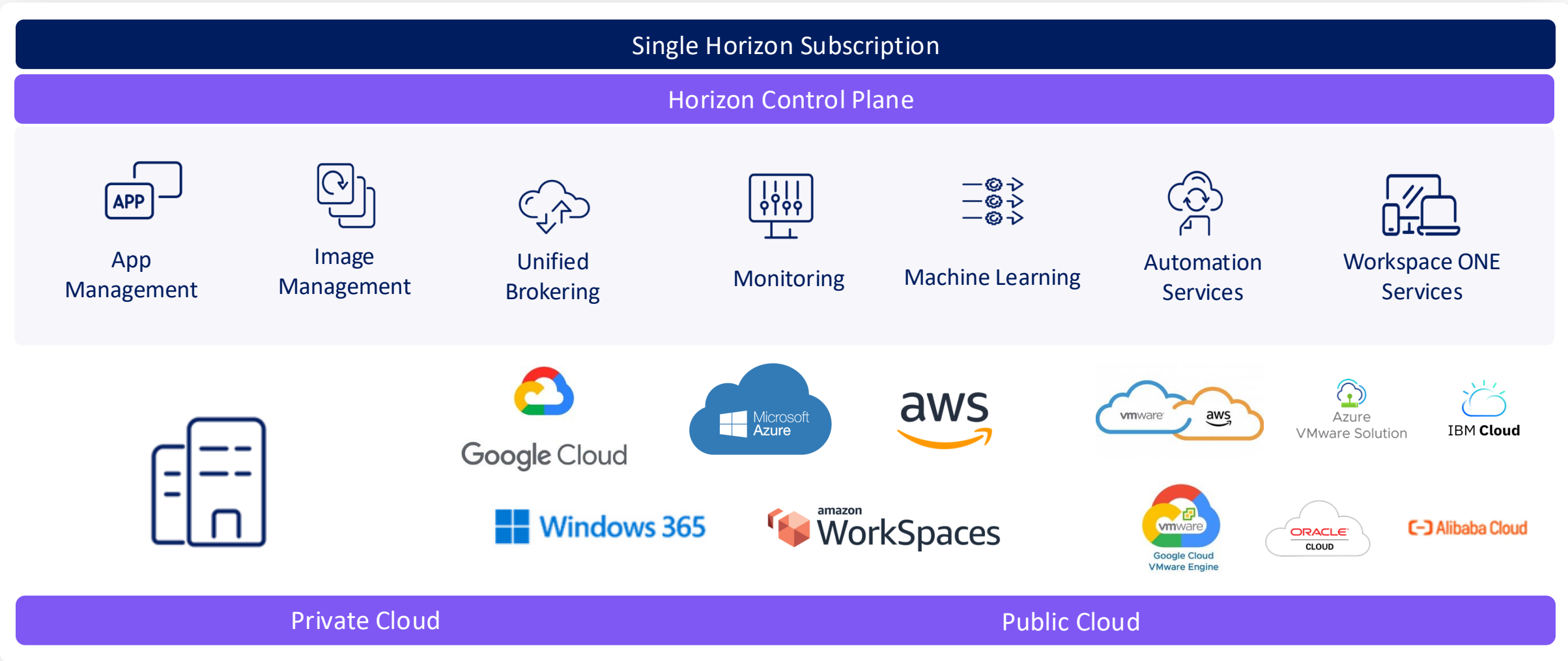
Customer's challenges

- Hard onboarding of new employees (from mergers and acquisitions)
- No or costly DR location for regular employees

What we offer

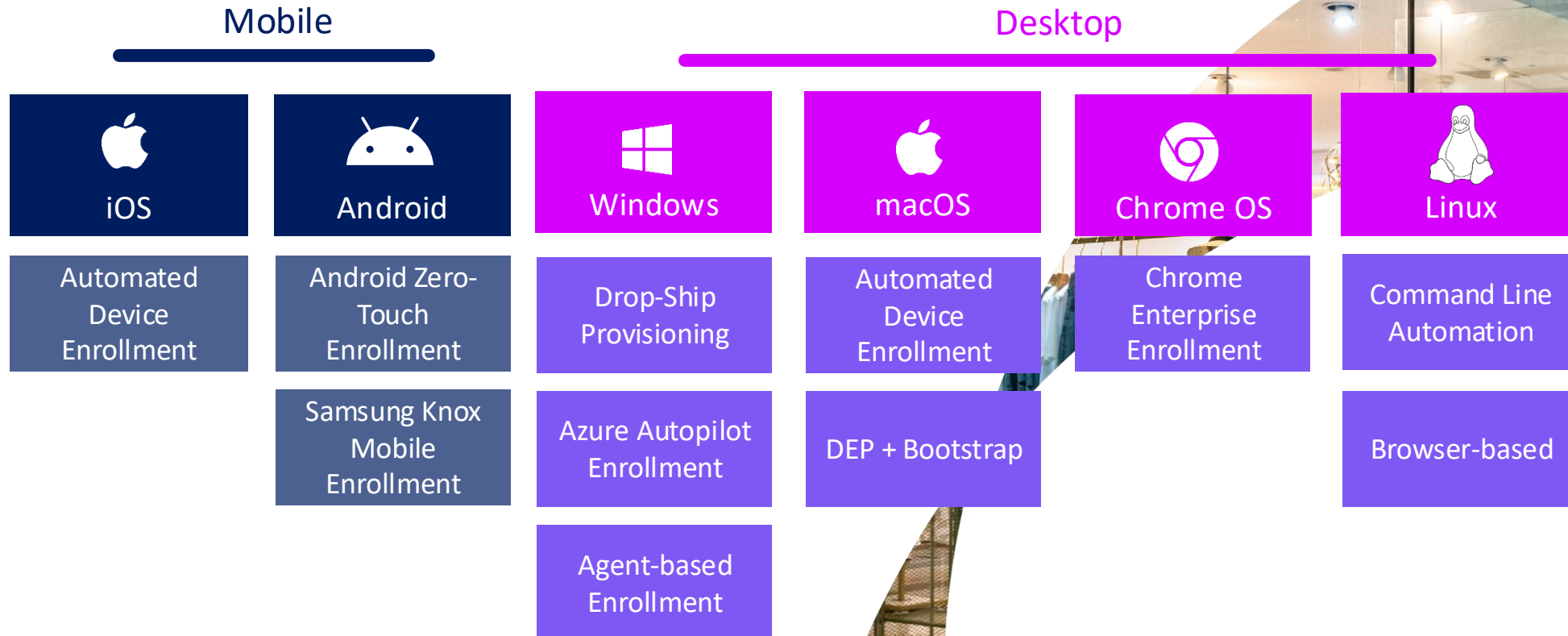
- Quickly scale (on-prem/cloud) workplaces to on-board new employees
- Provide access to corporate resources on Day 1
- Automate deployment of new desktops

Deploy virtual desktops and apps on any cloud



Modern Device Onboarding

Optimized for zero-touch, self-service, and day-one user productivity



Specialized workloads

Customer's challenges

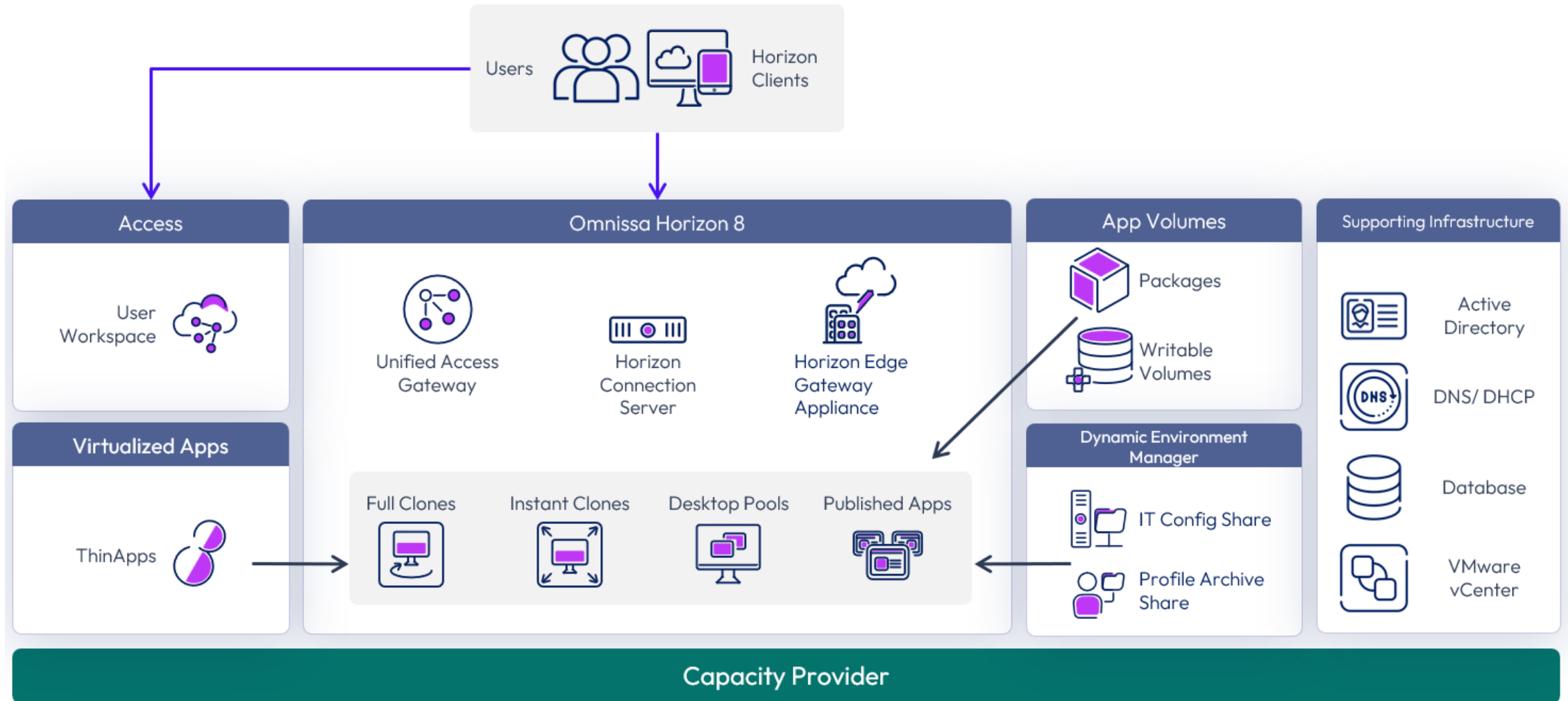
- Costs when equipping every employee with GPU
- Portability and accessibility
- Specialized software / AI

What we offer

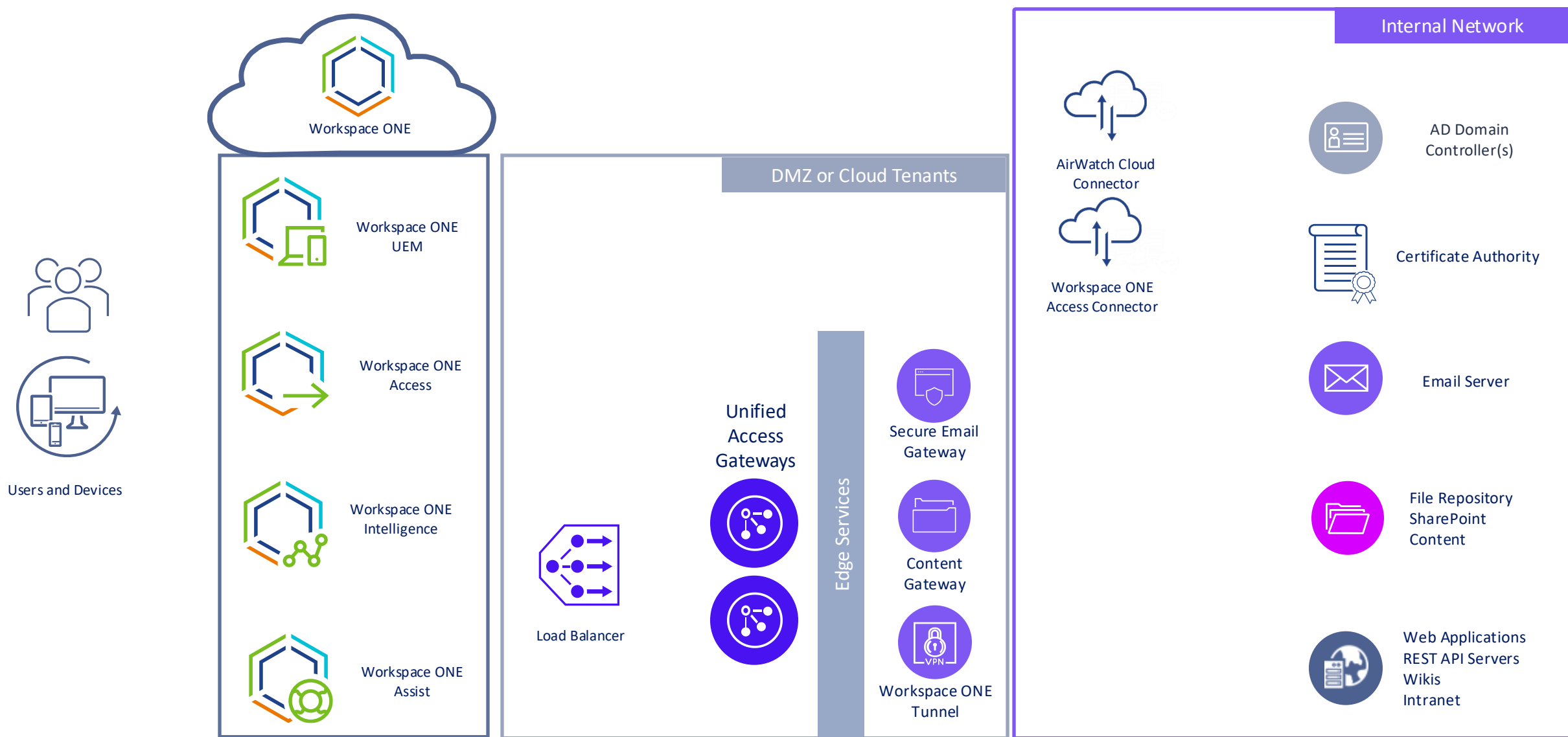
- GPU can be shared for efficiency and cost reduction
- GPU accelerated apps are available from anywhere (e.g. home office is now possible)
- Session collaboration ensures quality control and increased productivity where needed

Proof of concept

Horizon architecture



Workspace ONE Architecture



Resources to Learn More

Get started today!



Workspace ONE
UEM Webpage

[omnissa.com/
unified-endpoint-management](https://omnissa.com/unified-endpoint-management)



Workspace ONE
Tech Zone

techzone.omnissa.com



Test Drive
Workspace ONE UEM

testdrive.omnissa.com

omnissa™

Thank
you.

