

TRG Talk:

Introducing Amazon Workspaces



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Agenda

- Today's challenges
- Why customers choose AWS end-user computing services
- Overview of Amazon WorkSpaces
- Demo Amazon WorkSpaces
- Q&A

The way we work is changing

65%

of employees

say they'd be more
productive with flexible
work policies

43%

of workers

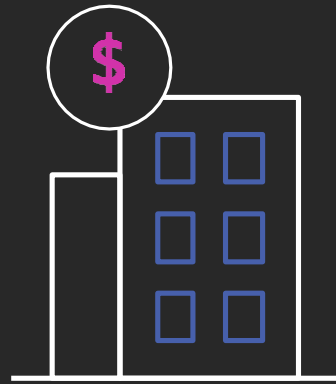
worked
remotely
in 2018

16M

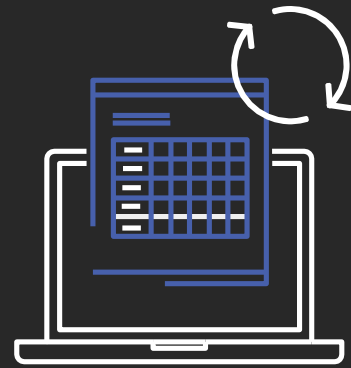
people

in the
gig economy
(temps, contractors,
and freelancers)

Challenges for IT to meet the needs of end users



Costly on-premises
infrastructure



Complex application
management



Unsecured
personal devices



Poor user
experience

Why are customers choosing AWS end-user computing?

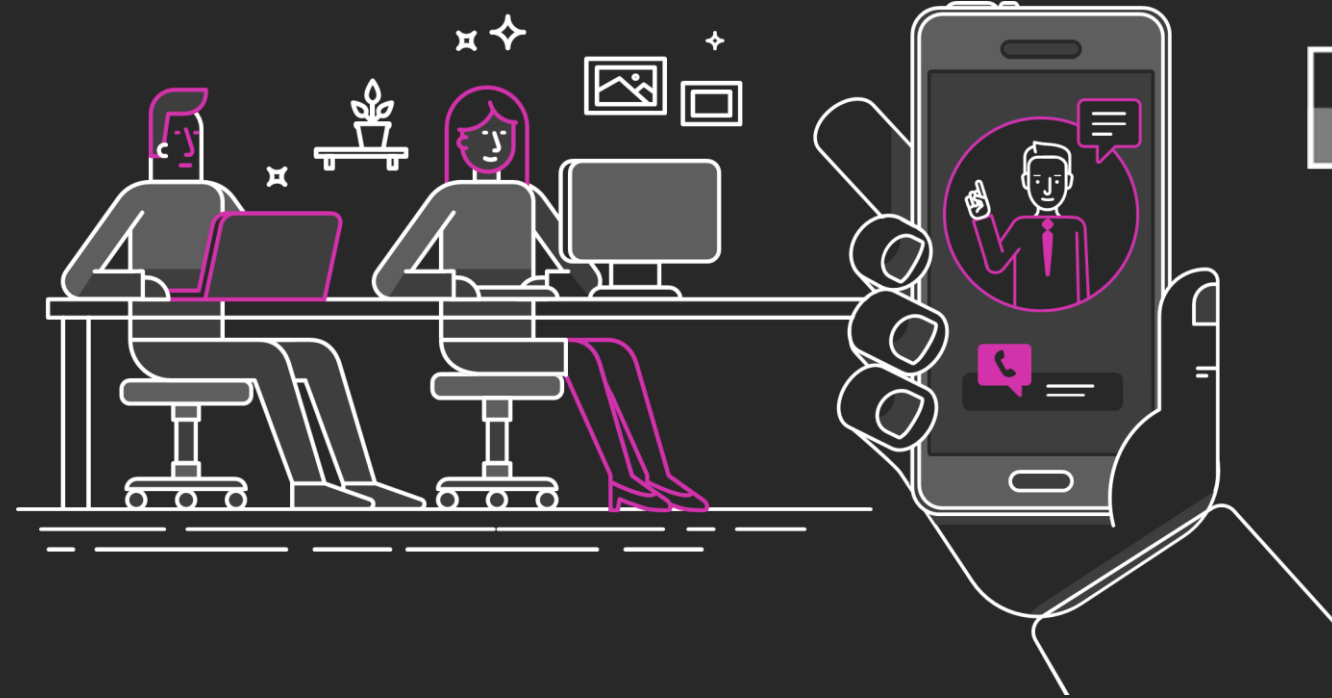


AWS end-user computing

amazon
 AppStream 2.0
Applications

amazon
 Worklink
Mobile access

amazon
 WorkSpaces
Desktops

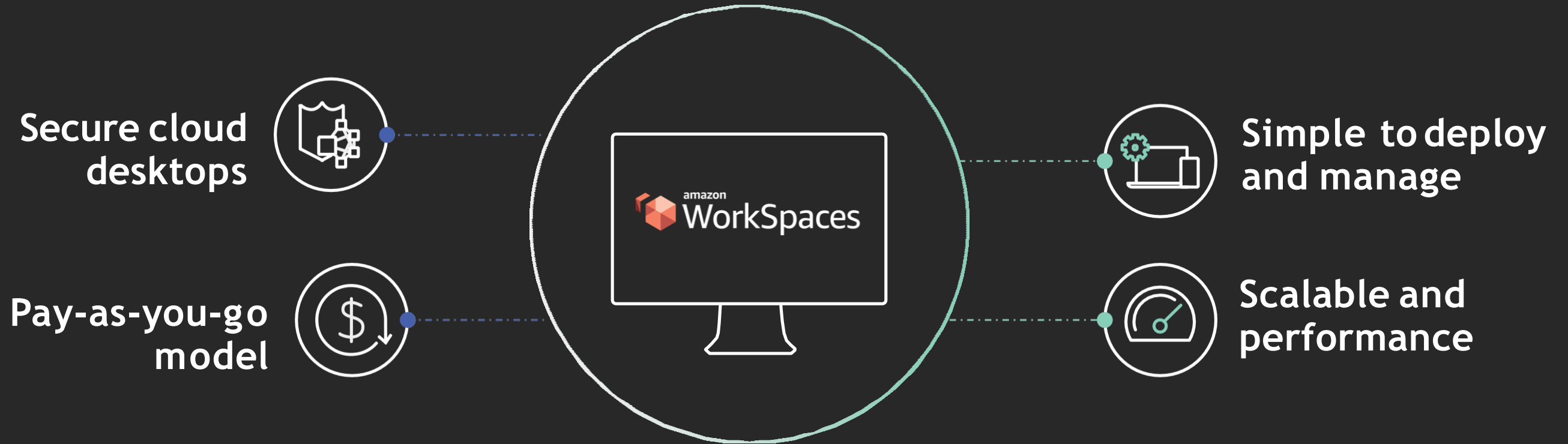


amazon
 WorkDocs
Documents

Customers



Amazon WorkSpaces



Highly interactive cloud desktops that users love

Improves security



No sensitive data on
user devices



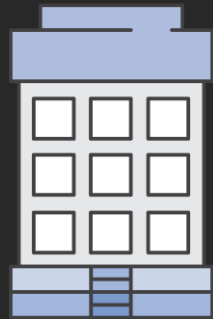
Storage encrypted
at rest



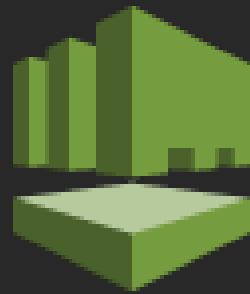
Desktop stream
encrypted in transit

Amazon WorkSpaces encrypts data and streams
and keeps information off devices

Plays well with existing tools



Intranet



**Microsoft Active
Directory**



**Multifactor
authentication
(MFA)
(RADIUS-based)**



**Systems/patch
management
(SCCM, BigFix, WSUS)**



**Certificate
authority**

Amazon WorkSpaces integrates easily with your on-premises tools and network

Amazon WorkSpaces flexibility



Clients

Desktop,
mobile,
web



Operating system

Windows 10,
Amazon Linux



Bundles

Value,
standard,
performance,
power,
PowerPro,
graphics (x2)

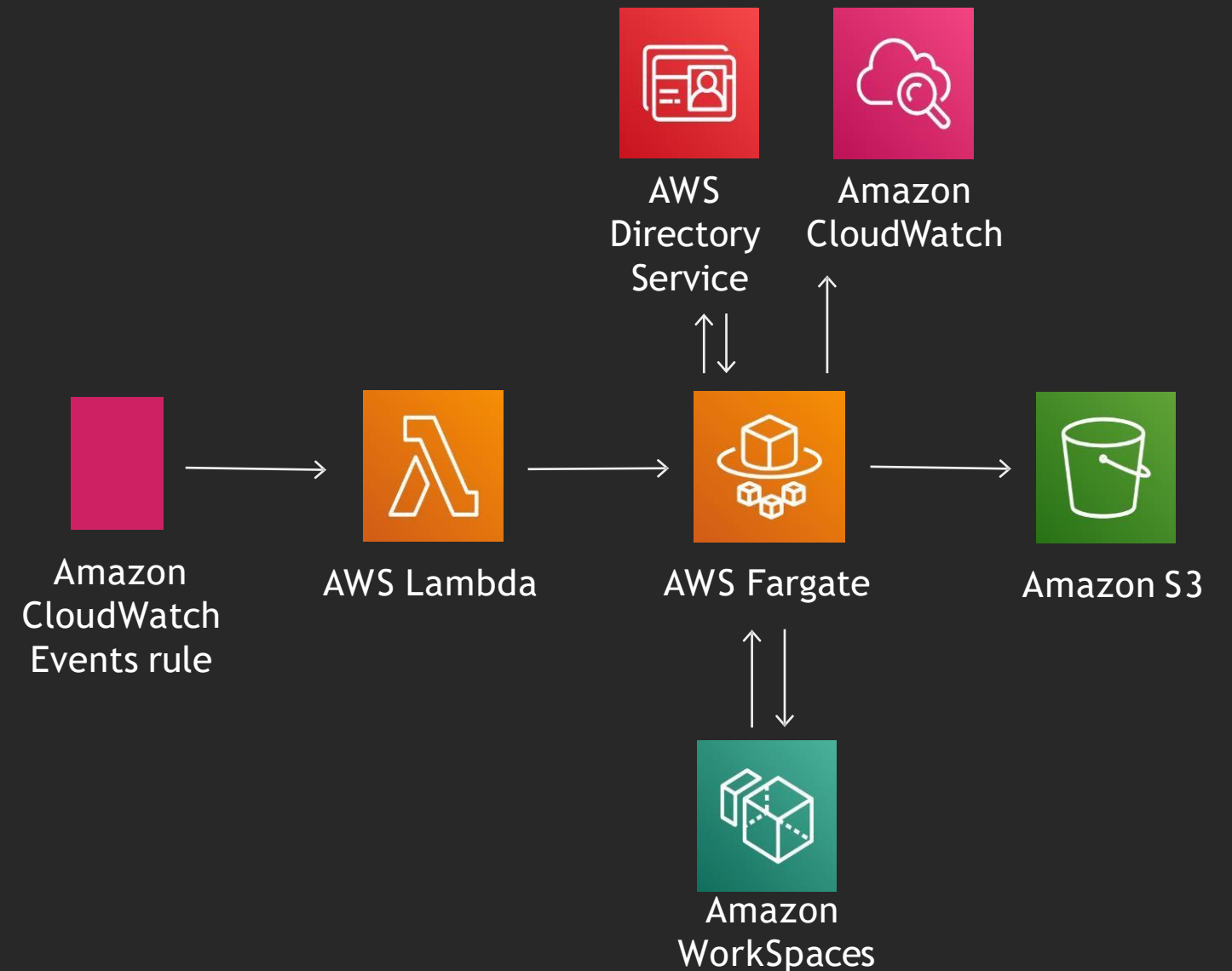


Flexible pricing

Monthly,
hourly,
BYOL

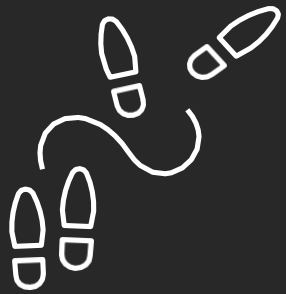
Amazon WorkSpaces Cost Optimizer

AWS offers the **Amazon WorkSpaces Cost Optimizer**, a solution that analyzes all of your WorkSpace usage data and automatically converts the WorkSpace to the most cost-effective billing option (hourly or monthly), depending on the user's individual usage

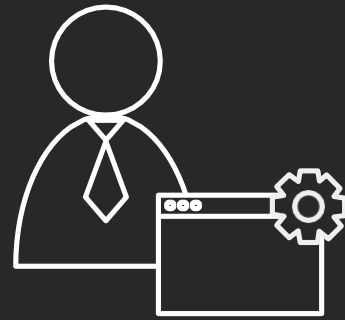


<https://aws.amazon.com/solutions/amazon-workspaces-cost-optimizer>

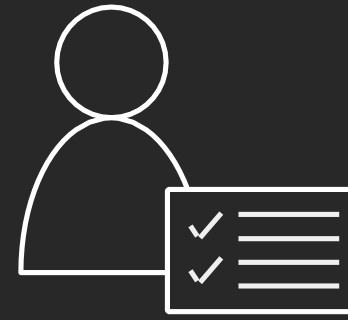
How customers are using Amazon WorkSpaces



**Mobile
and/or
remote
employees**



**Partners,
consultants,
and
temporary
employees**



**Mergers
and
acquisitions**



**Replacement of
virtual desktop
infrastructure
(VDI), project-
based work**

Customer success story

Yamaha

“Performance and stability is better than before, and we were able to introduce the solution quickly. Best of all, Amazon WorkSpaces did not require any upfront investment, and we pay only for what we use. We are now working to retire our on-premises VDI solution entirely.”

—Taku Harako, IT Technology Strategy Group, Yamaha



Thank you!

