
ARROW

Arrow ECS Iceland

Windows 10 leyfamál – „Boring as usual?“

- Hvers vegna núna?
 - BYOD – licensing snýst meira um notandann en tækið
 - BYOD – gögn fyrirtækja eru ekki lengur staðbundin
 - OS Enterprise – enn hluti af Software Assurance
 - Imaging / BitLocker / Direct Access / One Key (MAK og KMS)
- Hvað hefur breyst?
 - IT Infrastructure : On-Premise > Hybrid

An overhead view of three people sitting in a modern office environment. They are arranged in a circle around a small white round table. The person on the left is wearing a yellow and white striped sweater and is holding a smartphone. The person on the top right is wearing a light-colored sweater and is holding a tablet. The person on the bottom right is wearing a light blue shirt and dark trousers and is holding a tablet. They are all looking at their devices. The floor is covered with a blue patterned carpet. A large window on the right side of the image shows a view of a city with many buildings. The overall atmosphere is professional and collaborative.

Vinnustaðurinn í dag

Alltaf tengdur,
alltaf á ferðinni

Fleiri tæki,
meiri gögn

Samvinna án
landamæra

Windows 10 áherslur

Megatrends



The Cloud



Big Data



Social



Security



Mobility

Megatrends

Gögnin eru
á ferðinni



The Cloud



Big Data



Social



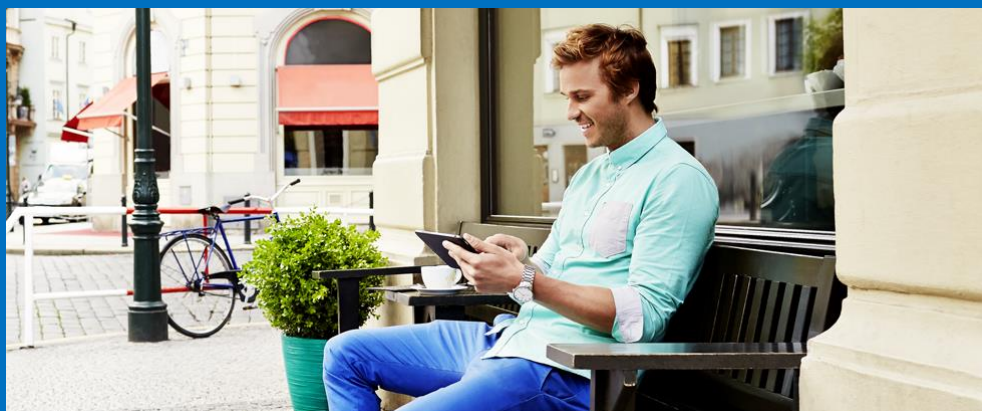
Security



Mobility

Megatrends

Vinnan er
ekki lengur
staðsetning



The Cloud



Big Data



Social





Security



Mobility

Tækifæri Windows SA per User

	Per Device (Traditional Model) Enterprise Desktop Platform	Per User (New Model) Enterprise Cloud Suite
	<p>Windows SA per Device</p>  <p>x86 PC/Mac</p>	<p>Windows SA per User</p>  <p>x86 PC/Tablet PC/Mac Tablet/Phone/Chromebook (RT/WinPhone/iOS/Android)</p>
License Model	Per Device	Per Primary User – No limit on devices
Licensing Requirements	Each device requires Windows Pro	Only primary device must be Win Pro
Local Install of Enterprise Edition	On a single device	On any Windows 7/8/8.1/10 Pro device or ≤10.1" Windows tablet
VDI	For a single device	Available on any device
MDOP	Purchased for each device	Included across all devices
Mobile Enterprise	Purchased for each device	Included across any device

Meiri sveigjanleiki með Software Assurance

Per device:
Enterprise Desktop Platform

User/Device Hybrid

Office Pro Plus (Device)

CAL Suites

- Exchange OL Archiving
- Exchange Server Ent. CAL
- Lync Server Ent CAL
- SharePoint Server Ent. CAL
- System Center CM
- Windows Server CAL
- Windows RMS

Windows Enterprise (Device)

Per User:
Enterprise Cloud Suite

True Per User

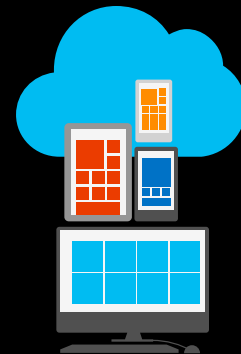
Office 365 E3

- Office 365 Pro Plus
- Exchange Online
- Lync Online
- SharePoint Online
- Yammer

EMS

- System Center CM
- Windows Server CAL
- Azure Rights Management
- Windows Intune
- Azure AD Premium

Windows SA Per User



Windows 10 Desktop Editions

Útgáfa	Fyrir hvern	Benefit	Hvernig
Windows 10 Home	Consumers and BYOD	<ul style="list-style-type: none"> Familiar and personal experience All-new browser great for doing things online New ways to get organized and be productive Up-to-date with latest security and features 	OEM Retail/ESD Free upgrade ¹
Windows 10 Pro	Small, lower mid-size businesses	<ul style="list-style-type: none"> Management of devices and apps Support for remote and mobile scenarios Cloud technologies for organizations Update quality confidence with broad market validation 	OEM Retail/ESD VL Free upgrade ¹
Windows 10 Enterprise	Mid-size and large enterprises	<ul style="list-style-type: none"> Advanced security Extensive device and app management Full flexibility of OS deployment & update control² Microsoft Desktop Optimization Pack (MDOP)² 	VL

1. For Windows 7/8.1 devices for one year after the Windows 10 launch, delivered through Windows Update

2. Requires Software Assurance

Windows 10 og ECS



Office 365 + EMS

Centrally manage Office 365 across devices
Extend SSO and MFA across cloud apps

EMS + Windows 10

Robust management of Windows Devices
Remote deployment for applications & OS

Office 365 + Windows 10

Richest client experience for productivity
Enterprise grade file and data security

Þarfir notandans hafa breyst

Information Technology












Business Technology



Partner framtíðarinnar



	PAST	FUTURE
 TECHNOLOGY	2 nd Platform	3 rd Platform
 FOCUS	Broad	Specialized
 CUSTOMER	IT	Business or IT
 SALES MOTION	Deal	Relationship
 TIME HORIZON	Short-Term	Long-Term
 MARKETING	Traditional	Digital
 ACTIVITIES	Resale, Pro Services	Managed Services
 COMPETITION	Traditional	Non-Traditional
 ALLIANCES	Do It Ourselves	Partnering

ARROW
Five Years Out