



kyndryl.

Microsoft
Partner
Microsoft

Azure
Expert
MSP

Take control of costs with a robust Desktop-as-a-Service solution from Kyndryl, powered by Microsoft Azure and Lenovo

Kyndryl's Desktop-as-a-Service (DaaS) solution offers stronger security, comprehensive integration, and lower hardware requirements, using Azure Virtual Desktop to deliver significant savings. It's a great solution for organizations looking to control the costs of increasingly distributed IT landscapes.

Customer Challenges

The evolving commercial models of various Virtual Desktop Infrastructure (VDI) providers are poised to reshape the economic landscape for organizations. With more providers moving towards subscription-based models and a leading player announcing a significant increase in licensing costs, many organizations—especially those with large user and device bases—are now confronted with:

- 1. Increasing Costs:** Recent changes to VDI providers' commercial models have led to a significant surge in operating costs.
- 2. Inflexibility of Current Solutions:** Downsizing VDI deployments isn't an option for organizations maintaining flexible working models. Transitioning to a hybrid VDI environment is necessary.
- 3. Budget Constraints:** Cost increases make it difficult to maintain VDI deployments within tight IT budgets.

Lenovo

Deliver a high-performing DaaS at lower cost

Kyndryl offers comprehensive services to optimize DaaS costs and performance, using Azure Virtual Desktop (AVD) on Azure or Azure Local with Lenovo hardware and taking advantage of Microsoft's bundled pricing.

Kyndryl is ready to design, deploy, and support end-to-end DaaS environments for organizations looking to avoid spiralling licensing costs and meet their MACC agreements.

Kyndryl can provide business case analysis, vendor assessments and data-driven insights to validate the move from legacy DaaS technologies. Our technical teams will help drive a smooth, swift migration to a new environment, whether fully cloud-based, on-premises or hybrid.

Kyndryl's solution uses Lenovo certified servers to power local deployments of Azure Virtual Desktop via Azure Local, creating an end-to-end solution from the cloud to the end user.

Customer Benefits

1. Proven technology and expertise: Kyndryl, the #1 infrastructure managed service provider, offers a comprehensive portfolio of managed DaaS services.¹ Partnering with Microsoft, a leader in the inaugural

2023 Gartner Magic Quadrant™ for Desktop as a Service (DaaS)², and Lenovo, top-ranked for reliability and security, we deliver proven success in DaaS and cloud.

- 2. Cost savings:** Use Kyndryl partner products to lower DaaS environment costs. Our solutions take advantage of Microsoft's bundled pricing.
- 3. Enhanced performance:** Increase automation using tools developed by Kyndryl, reduce latency for AVD users, and get support for graphically intensive use cases with Kyndryl partner products.
- 4. Hybrid cloud flexibility:** We help you choose the right AVD deployment on Lenovo hardware based on your needs. This flexibility ensures optimal performance and cost-efficiency.
- 5. Take advantage of Kyndryl's capabilities:** Kyndryl provides holistic managed solutions from consult and design through deploy to run. Use Kyndryl Bridge for extensive data-driven insights that provide seamless integration between digital business needs and the technology that supports them.
- 6. Reliability and security:** The Kyndryl solution uses Lenovo hardware to ensure top-tier security and reliability, based on the vendor's claims for highest uptime and lowest breach rates among x86 servers.³
- 7. Strict compliance:** Kyndryl helps customers meet data locality requirements by keeping app and user data on-premises. The Kyndryl DaaS solution also enables secure connections to remote resources through private endpoints.
- 8. Seamless integration:** Easily connect and integrate with other Azure services like security, analytics, application delivery and AI via Azure Arc and Azure Data Services.



Why Kyndryl?

Kyndryl has deep expertise in designing, running, and managing the most modern, efficient, and reliable technology infrastructure that the world depends on every day. We are deeply committed to advancing the critical infrastructure that powers human progress. We're building on our foundation of excellence by creating systems in new ways: bringing in the right partners, investing in our business, and working side by side with our customers to unlock potential.

For more information

Visit the Kyndryl alliance pages for [Lenovo](#) and [Microsoft](#). Or [request a consultation](#) to speak with one of our experts one-on-one.

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1 <https://www.kyndryl.com/us/en/about-us/news/2024/02/named-managed-public-cloud-services-leader>

2 *Microsoft recognized as a Leader in 2023 Gartner® Magic Quadrant™ for Desktop as a Service*, Microsoft, September 2023

3 <https://www.lenovo.com/us/en/resources/data-center-solutions/analyst-reports/itic-2023-global-server-reliability-results-survey/>

Lenovo