EUC Sales and Customer Preparedness & Response during COVID-19

COVID-19 Work From Home Preparations

As you know the global situation with COVID-19 has raised many questions on how we can help our customers deploy the right tools and technology to ensure a robust business continuity plan.

According to a recent survey by 8x8 at the end of February, 44% of consumers with full-time jobs have already seen coronavirus impact the way they do business, 55% have canceled travel plans and are having fewer in-person meetings, and 40% are increasing their use of video conferencinf. What can I tell my customers today!

To help customers get started with Virtual Desktops (VDI) and applications as a remote workforce solution, we are offering Horizon Cloud on Microsoft Azure for 45 days free of charge.

- • Delivers Desktop-as-a-Service (DaaS) solution
- • No on-premise hardware or infrastructure required
- • Bring your own Azure capacity ID
- • Create your desktop/application images and go!
- • Helps them get familiar and scale with a cloud-based solution

In addition, those customers who want to leverage our mobility solutions can try Workspace ONE for 30 days free of charge. Can be extended by EUC Sales upon request for up to 6 months. Finally, invite your customers to join this Webinar on 17th of March:

- • Enable and Support Remote-First Workforces in Response to COVID-19

Many of our customers are informing us that they are now implementing a Work from home strategy. To help you have the right level of conversations with your customers, we have put together the following resources:

TYPE	DESCRIPTION	HELPFUL LINKS
Video	Pat with CNBC where he addressed VMware's preparedness for COVID-19. Not an official statement.	https://youtu.be/jakFXC8CAM0
Video	Remote Working Video	https://www.youtube.com/watch?v=kvYmaTB9N3U
Video	Rent-A-Center Optimizes VDI with All-Flash vSAN	https://www.youtube.com/watch?v=ebamrTLs_PI
Blog	Business Continuity through Unexpected Events: Is Your Organization Prepared?	https://blogs.vmware.com/euc/2020/03/business-continuity-through-unexpected-events.html
Blog	Differences Between Business Continuity and Disaster Recovery: How VMware Horizon Can Help with Both	https://blogs.vmware.com/euc/2020/03/differences-between-business-continuity-and-disaster-recovery.html
Case Studies	University of Technology Sydney Liberates Students from On-campus Desktops with Horizon Cloud	Case Study PDF Browse Other Case Studies
Offers	45-day trial of Horizon Cloud on Microsoft Azure	https://www.vmware.com/horizon-cloud-on-microsoft-azure-trial.html
Offers	30-day free trial of Workspace ONE	https://www.air-watch.com/lp/free-trial/
Website	Horizon Cloud Website	https://www.vmware.com/products/horizon-cloud-virtual-desktops.html

To schedule a meeting or discuss how VMware can assist you quickly, please email or call Edge at info@njedge.net or 855.832.EDGE (3343)

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