



**THE PLACE TO BE**

**ATERA**



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## VI BYGGER SVERIGE MED IT.

Som specialister inom it-infrastruktur tänker vi vara med och forma ett ännu bättre Sverige. Tillsammans med våra kunder ska vi utveckla lösningar som nästa generation kan känna sig stolta över.

ATERA

# Lokal närvaro och global leveranskapacitet

Atea är marknadsledande inom it-infrastruktur och systemintegration för privat och offentlig sektor i Norden och Baltikum.

- = Kontor
- = Datacenter



# TP2B

*The Place to Be*

# 1st

*störst i Norden*

# 1st

*störst i Sverige*

# 16 %

*marknadsandel*

# +2 100

*medarbetare*

# +1 000

*varav konsulter*

# +4 500

*tekniska certifieringar*

# 8 700

*kunder*

# 32

*lokala kontor*

# +70

*länder vi levererar till*

# 12 100

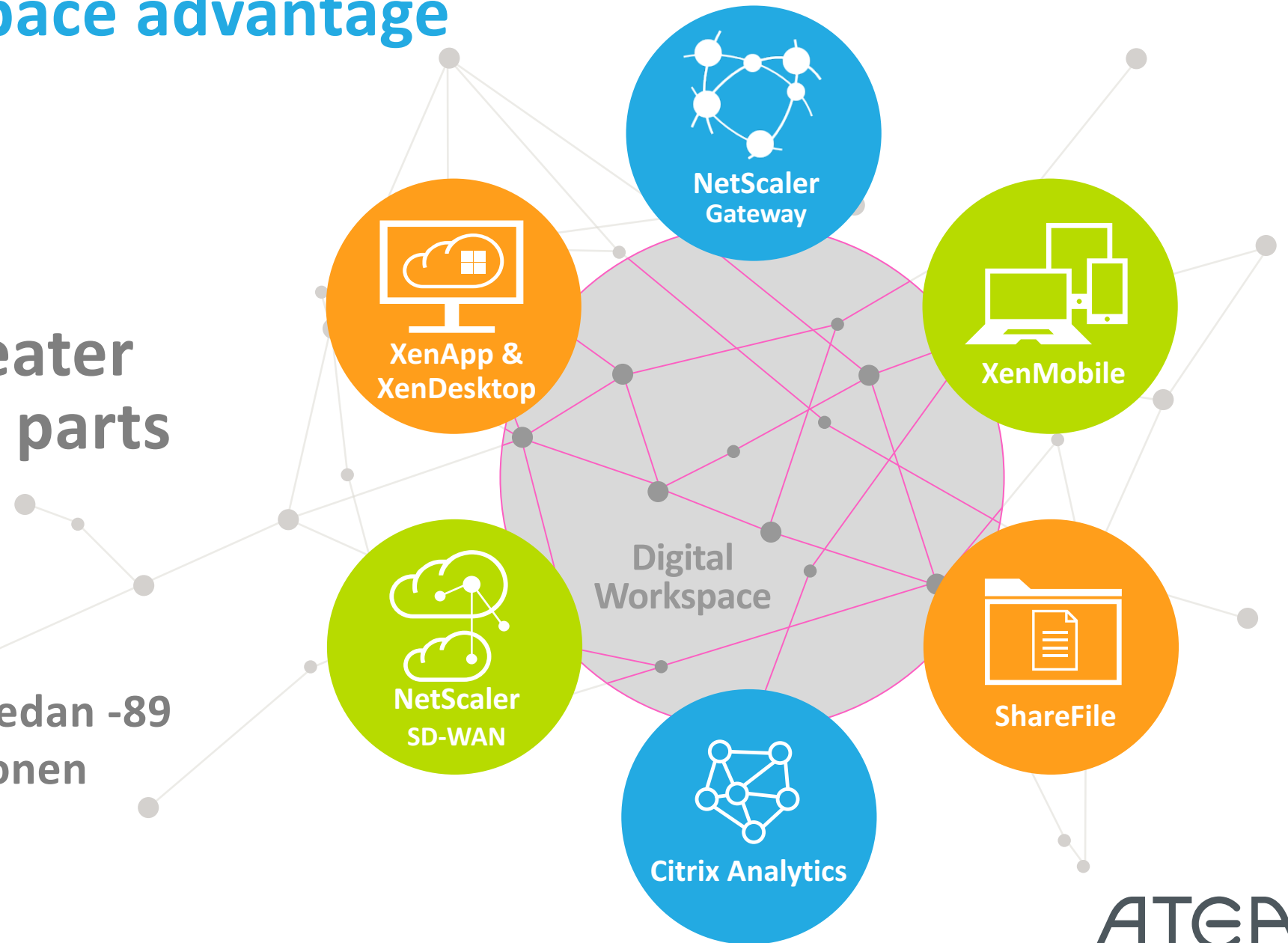
*omsättning MKR*

**VI BYGGER  
SVERIGE  
MED IT.**

# The Citrix Workspace advantage

The whole is greater than the sum of parts

- \* Any Any Any
- \* Cloud av Datacenter sedan -89
- \* Tänk utifrån applikationen



# Citrix @ Atea

~30 Konsulter

**CITRIX**  
**PARTNER**  
Platinum  
Solution Advisor  
Specialist

Region Norr	
Luleå	5
Umeå	1
Örnsköldsvik	1
Östersund	1

Region Stockholm	
Uppsala	1
Stockholm	4

Region Väst	
Göteborg	4

Region Mitt	
Västerås	1
Eskilstuna	4
Örebro	1
Östergötland	2
Jönköping	1
Kalmar	1

Region Syd	
Helsingborg	2



- \* Virtualization
- \* Mobility Management
- \* Networking
- Apps & Mobile Security
- Data Center

# **Leverera Windows & applikationer i molnet via Azure & Citrix**



# Simplify Azure deployment and management at scale

Microsoft Azure



Scalable



Reliable

Azure Marketplace

XenDesktop/XenApp Essentials

Citrix Essentials



Flexible



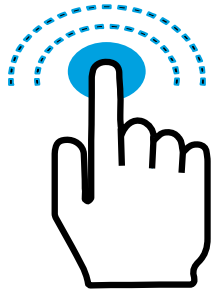
Experience

# Offerings for Apps and Desktops Virtualizations

	Traditional		Cloud		Essentials	
	XenApp & XenDesktop On-prem / IaaS	XenApp & XenDesktop Service Provider	XenApp Service & XenDesktop Service	XenApp Secure Browser	XenDesktop Essentials	XenApp Essentials
	Perpetual Software License	Service Provider Program	Citrix Cloud Subscriptions			
<b>Package Description</b>	Traditional installable software for complete control	End-to-end virtual apps and desktops solution	Comprehensive Hybrid IT virtual apps & desktop service	Simple, Secure, cloud-based web-browser solution	Window 10 Enterprise on Azure	Simplest way to publish remote applications in the cloud
<b>Citrix Infra. Management</b>	IT Dept.	Partner	Citrix	Citrix	Citrix	Citrix
<b>Workload Management</b>	IT Dept. / Partner	Partner	IT Dept. / Partner	Managed by Citrix	IT Dept. / Partner	IT Dept. / Partner
<b>Licensing</b>	Perpetual + Maintenance	Subscription (varies)	Subscription (user/year)	Subscription (user hours)	Subscription (User/month)	Subscription (User/month)
<b>Cloud</b>	Private cloud or Public IaaS	Partner Cloud	Private, Partner, Public IaaS	Citrix Selected	Azure-only	Azure-only
<b>RTM</b>	Normal Channel	Normal Channel	Normal Channel	Normal Channel	Azure Marketplace	Azure Marketplace

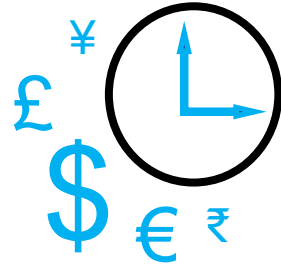
# Business & IT Benefits

*XenDesktop/XenApp Essentials*



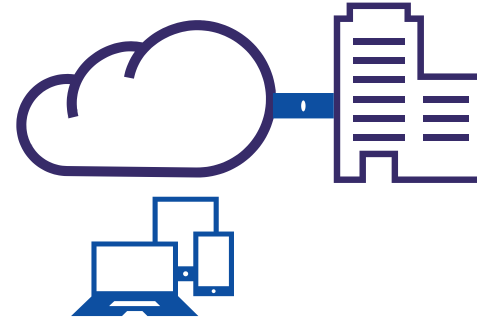
## Simplicity

Simplified management  
Seamless updates



## Cost & Time Savings

Faster deployments  
CapEx to OpEx  
Monthly billing



## Flexibility

Windows apps to any device  
Custom VM types for Workloads  
Dynamic Scaling for workloads



## Security

Secure apps and data  
Centralized management

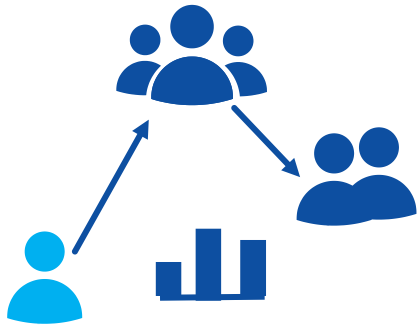
AT&T

# Use Cases

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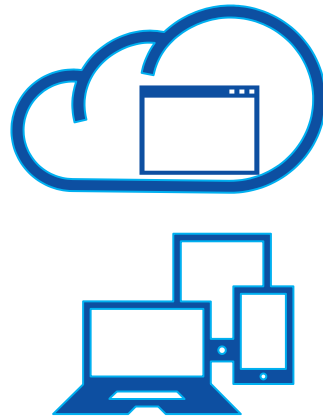
## *XenDesktop/XenApp Essentials*

### Temporary Workers



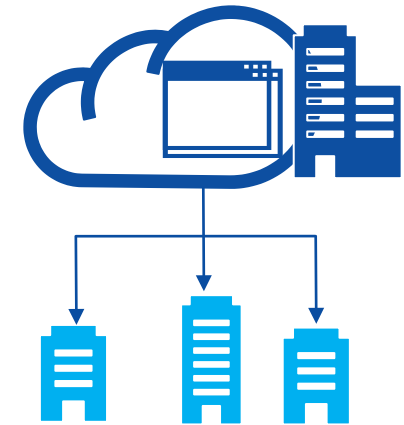
Scale app workloads easily in Azure for temporary or contract workers without acquiring expensive hardware.

### Workforce Mobility



Help mobilize your workforce by providing access to legacy Windows App workloads from anywhere, at anytime and on any device.

### Branch Office Expansion

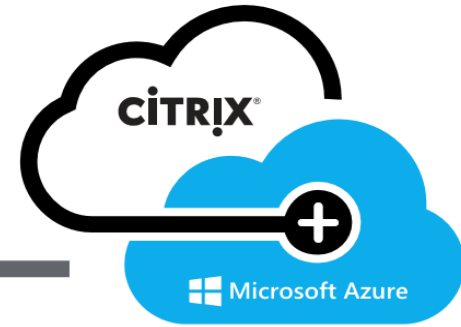


Easily expand to branch offices across the world by centrally managing your app workloads and leveraging the Azure Data center.

# XenDesktop Essentials



Bring your Windows 10 Enterprise licenses to your Azure subscription.\*

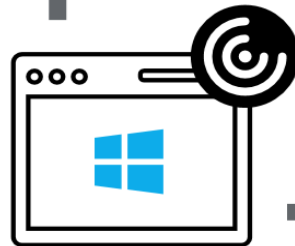


Securely deliver Windows 10 Enterprise with Citrix XenDesktop Essentials from the Azure Marketplace.

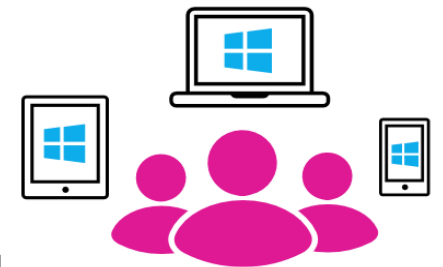
Enjoy simplified IT management, centralization, and cloud scalability.



Experience fast and simple access with Citrix Receiver.



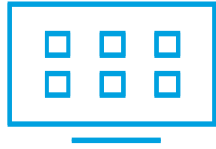
Deliver up-to-date desktops anywhere, anytime, and on any device.



# XenDesktop Essentials

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**CITRIX®**



**CITRIX® Cloud**  
XenDesktop Essentials

**\$12 pupm**



Microsoft  
Enterprise Agreement

**Varies**

 **Microsoft**

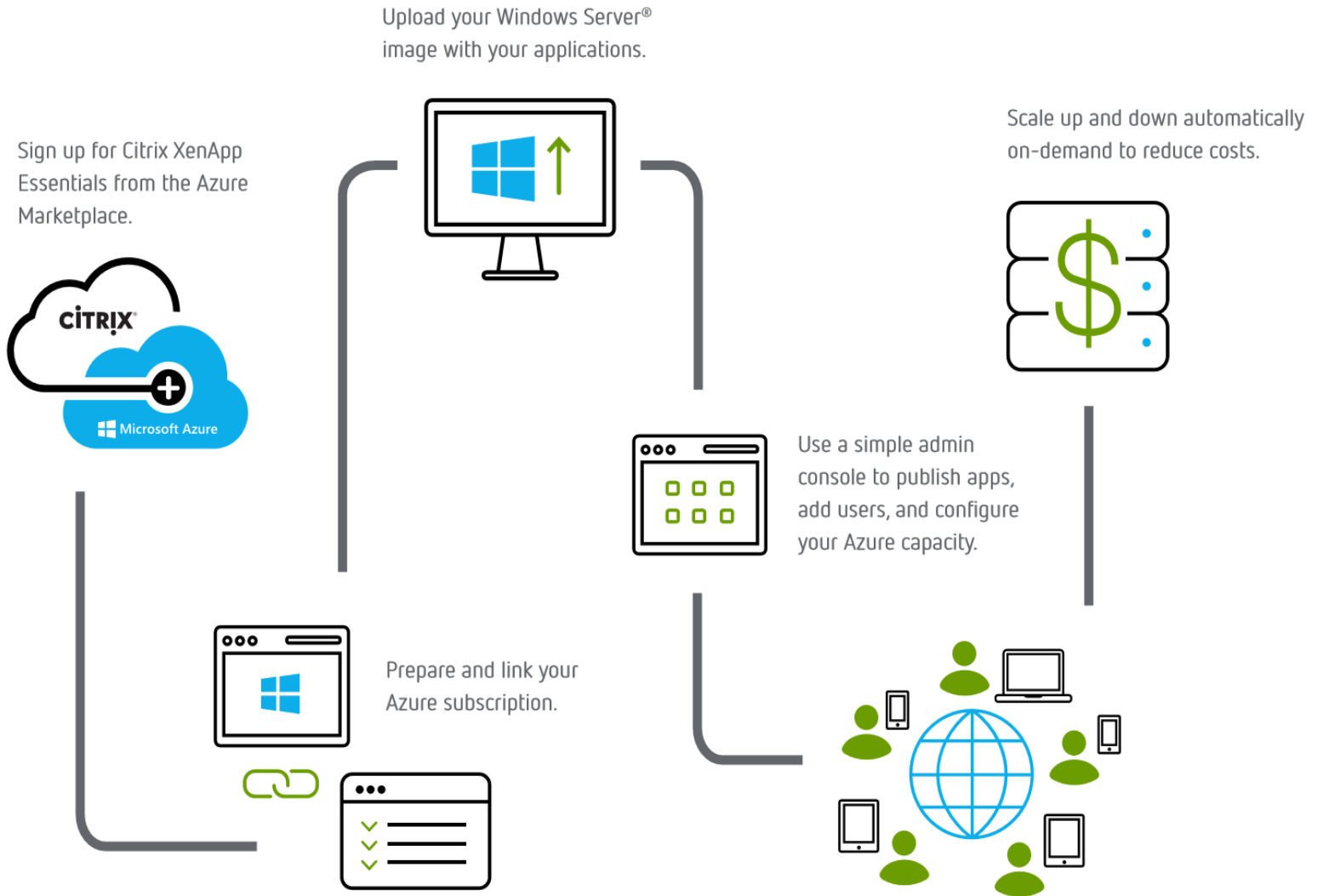


Microsoft Azure

**Varies**  
based on workload type and  
consumption

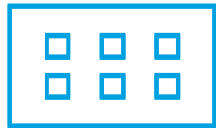
**ATEA**

# XenApp Essentials



# XenApp Essentials

**CITRIX®**



**CITRIX® Cloud**  
XenApp Essentials

**\$12 pupm<sup>1</sup>**

 **Microsoft**



Microsoft  
Remote Access Fee

**\$6.25 pupm<sup>2</sup>**  
**or BYOL RDS CAL**



Microsoft Azure

**Varies**  
based on workload type and  
consumption



# Cost Calculator

<https://costcalculator.azurewebsites.net/costCalculator>

### Citrix XenApp on Azure Cost Calculator

Home Cost Calculator Rate Sheet Export to PDF

#### Organization and Deployment Topology (Input)

Organization Profiles | Deployment Profiles

**Workloads**  
Define workload profiles reflective of your use cases. Add as many as you need.

**Task**

Workload Type	Task Worker
Expected IOPS	3.5
Outgoing Bandwidth in kbps	190
Storage Needs in GB	20
Storage Redundancy	Geographic
Windows 10 VDI	False

#### Cost Model (Output)

Estimate ready!

##### Monthly Estimate Summary

User total	4,000
Cost estimate	\$26,448.90
Cost per user	\$6.61
Citrix VDAs required	287
Users per VDA	13.937

##### Monthly Breakdown by Consumption Categories

Compute	~18,000
Storage	~4,000
Network	~4,448.90

##### Charge Comparisons

Worker | Infrastructure





0

Library Offerings

[View Library](#)



1

Resource Location

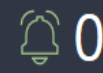
[Edit or Add New](#)



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Domains

[Add New](#)



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Notifications

[View All](#)



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Open Tickets

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My Services (1)

**Smart Tools**  
Improve Citrix-stack efficiency on-premises and in the cloud.

[Manage](#)

[Learn more](#)

Available Services (5)

**App Layering**  
App and Image Management on-premises and in the cloud.

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**Secure Browser Service**  
Secure remote access to web and SaaS applications.

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Secure data access on any device.

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**XenApp and XenDesktop Service**  
Deliver virtual apps and desktops on any device.

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# Citrix XenApp Essentials

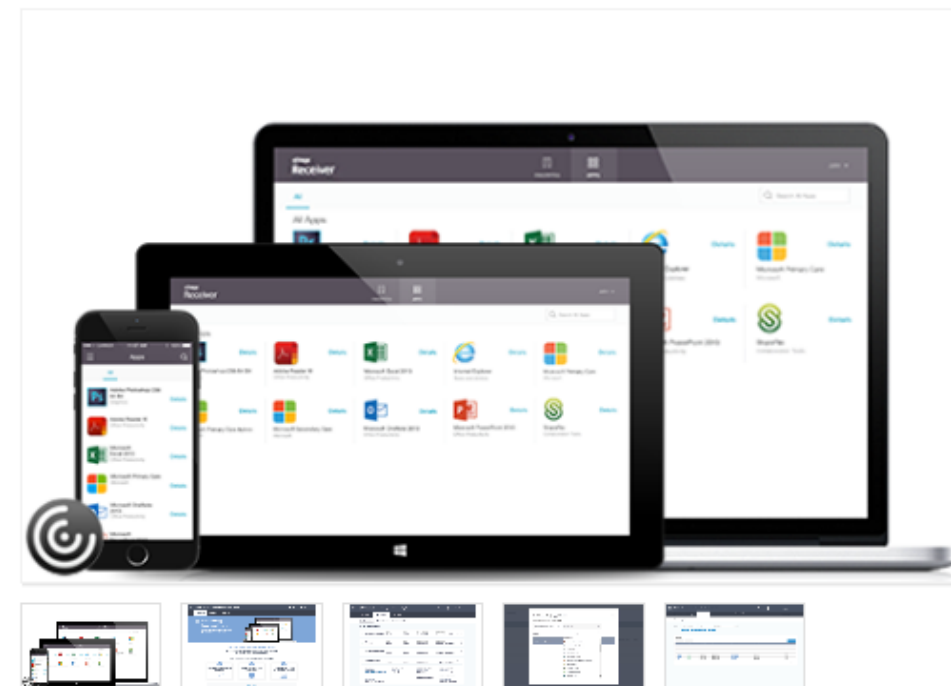
Citrix

The easiest and fastest way to securely deliver Windows apps from Microsoft Azure to any device.

Citrix XenApp Essentials is the fastest and easiest way to securely deliver Windows apps from Microsoft Azure to any device. This unique application virtualization service combines industry-leading XenApp technology with the power and flexibility of Microsoft Azure to provide a simple, prescriptive, and easy-to-consume app delivery solution. Citrix and Microsoft deliver an integrated experience that simplifies onboarding for XenApp Essentials and Azure IaaS, providing a single interface to design, deploy and deliver virtualized Windows apps from Azure.

## Centralize Control and Increase Mobility with Citrix XenApp Essentials

- Scale app workloads easily in Azure for temporary or contract workers without acquiring expensive hardware.
- Mobilize your workforce by providing access to legacy Windows apps from anywhere, at any time and on any device.
- Easily expand to branch offices around the world by centrally managing your app workloads and leveraging the Azure data center.
- Simplify provisioning, on-going management and monitoring of Windows apps hosted on Azure.


[Learn more](#)**ATEA**

- Marketplace
- Everything
- Compute
- Networking
- Storage
- Web + Mobile
- Databases
- Data + Analytics
- AI + Cognitive Services
- Internet of Things
- Enterprise Integration
- Security + Identity
- Developer tools
- Monitoring + Management
- Add-ons
- Containers
- Blockchain

Filter

Citrix XenApp Essentials

Results

NAME	PUBLISHER	CATEGORY
 Citrix XenApp Essentials	Citrix	Compute

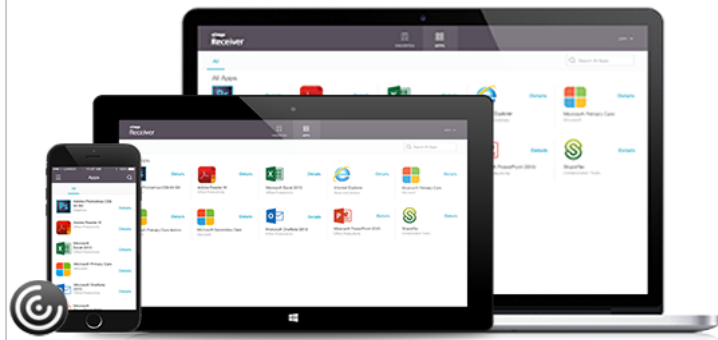
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PUBLISHER: Citrix

USEFUL LINKS:

- [About XenApp Essentials](#)
- [About Citrix and Microsoft](#)
- [XenApp Essentials FAQ](#)
- [More Citrix Cloud Services](#)
- [XenApp Essentials Support](#)

[Create](#)



## Citrix XenApp Essentials

Citrix XenApp Essentials



\* Resursnamn

CitrixXenApp ✓

\* Prenumeration

Kostnadsfri utvärderingsversion ▾

\* Resursgrupp

 Skapa ny  Använd befintlig

RG\_CitrixXenApp ✓

\* Plats

Nordeuropa ▾

## Citrix Cloud-konto



Klicka på "Anslut" för att autentisera ditt Citrix Cloud-konto. Prissättningsavsnittet och knappen "Skapa" inaktiveras tills autentiseringen är slutförd. Gå till [Citrix Cloud](#) om du vill skapa ett nytt konto.

Anslut

\* Välj en kund

Atea ▾

## Prissättning

\$12.00 per användare och månad för XenApp Essentials-tjänsten, inklusive Citrix NetScaler Gateway Service för säkert tillträde och 1 GB dataöverföring per användare och månad. ●

\$6.25 per användare och månad för Microsoft Remote Access och användning av XenApp Essentials-tjänsten utan att behöva köpa en separat klientlicens för fjärrtjänster för arbetet. Kontakta din Microsoft-representant för att använda din egen klientlicens. ●

\* Antal användare

25 ✕ ✓

Du kan köpa ytterligare 25 GB dataöverföringstillägg. Kostnaden är \$12.00 per tillägg och månad. ●

\* 25 GB dataöverföringstillägg (tillval)

0 ✓

Proportionellt beräknad summa för betalning vid köp : \$191.33

ATEA



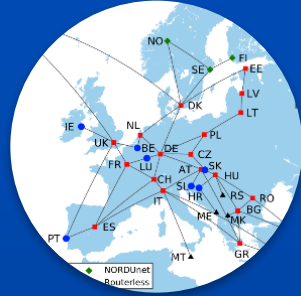
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+46 90 71 28 47

**ATEA**

# Géant Bakgrund



Géant  
(Gigabit European  
Advanced Network  
Technology)



38 nationella  
forsknings- och  
utbildningsnätverk  
(NREN) över hela  
Europa



50 miljoner  
användare på  
10 000 institutioner  
över hela Europa



Varje dag  
transporterar  
stamnätet mer än  
1000 terabyte.

# Erbjudandet

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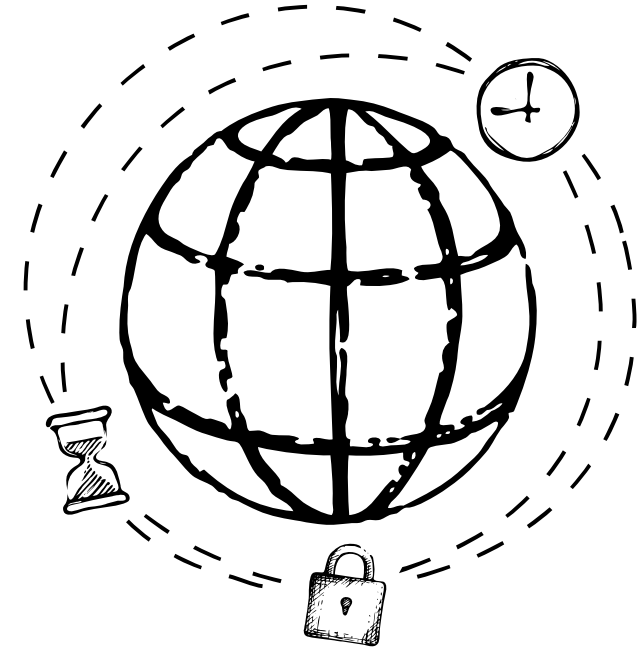
- 15% på "Metered SKU'S"
  - Meter SKU's är s.k. mätare (meters) som kan visa konsumtion per minut, per antal transaktioner eller per gigabyte för ex. lagring. Microsoft ger med Géantavtalet 15% rabatt på dessa produkter.
- 15% rabatt på avgiften för utgående data (Data Egress fee).
  - Inom Azure så tar Microsoft betalt för data som lämnar Azures Datacenter. Denna kostnad debiteras per Gigabyte. Via Géantavtalet så erbjuder Microsoft istället ett avdrag på 15% på kostnaden för Data Egress.
- 69,2% rabatt på Express Route Unlimited SKUs
- Azure Compute Pre Purchase
  - Microsoft erbjuder sina absolut bästa priser på Virtuella maskiner om kunden på förhand kan göra ett åtagande på konsumtion för minst ett år och c:a 65% användning.
- Annual Consumption Credit Award
  - Kunden har möjlighet att få en kredit utbetalad om vissa konsumtionsnivåer uppnås över tid.



# Processen

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- Kunden tecknar avtal
  - EES eller SCE
- Köper Monetary Commit genom Rethink portal
- Får tillgång till Microsoft Azure Enterprise portal
  - Aktiverar tjänster och workloads
  - Konsumerar \$ 1200 och aktiverar rabatterna



# Frågor!