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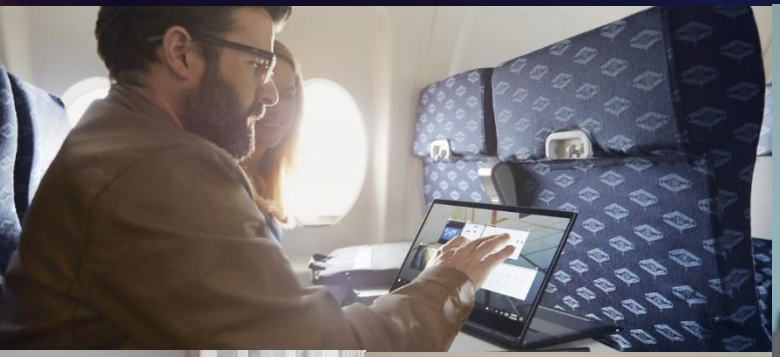
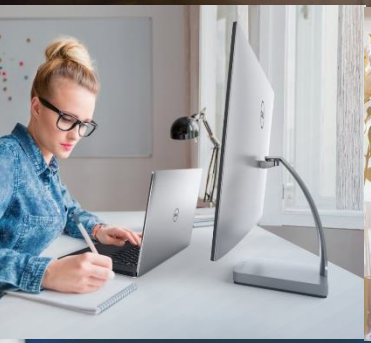
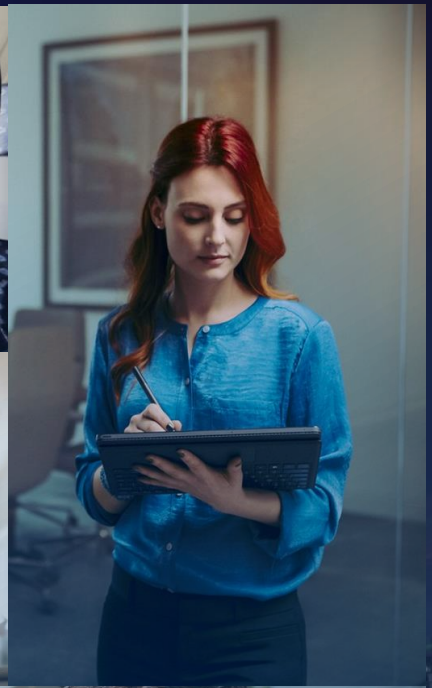
Modern Management on Your Terms

VMware Workspace ONE powering Dell Technologies Unified Workspace

Andrew Fox
Director, Specialist Sales
VMware

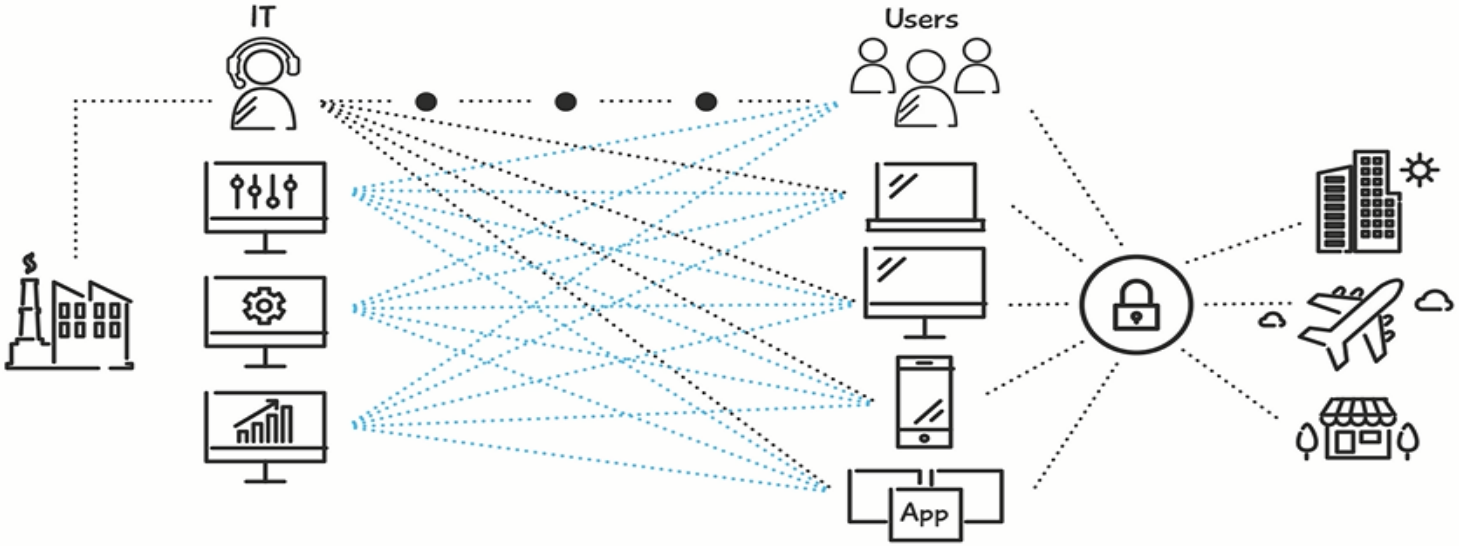






Technology and end users are transforming the way **work gets done.**

How do you balance transformation complexities?



Nearly 7 full workdays to deploy 1000 devices

53% of IT leaders are struggling to keep up with the increasing diversity of devices

ITDMs spend **up to 25%** of their time **monitoring and troubleshooting**

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Dell Technologies Unified Workspace

Powered by VMware Workspace ONE

DEPLOY

Award-winning Devices

Secureworks

SECURE

Trusted Security

vmware Workspace™ ONE™

MANAGE

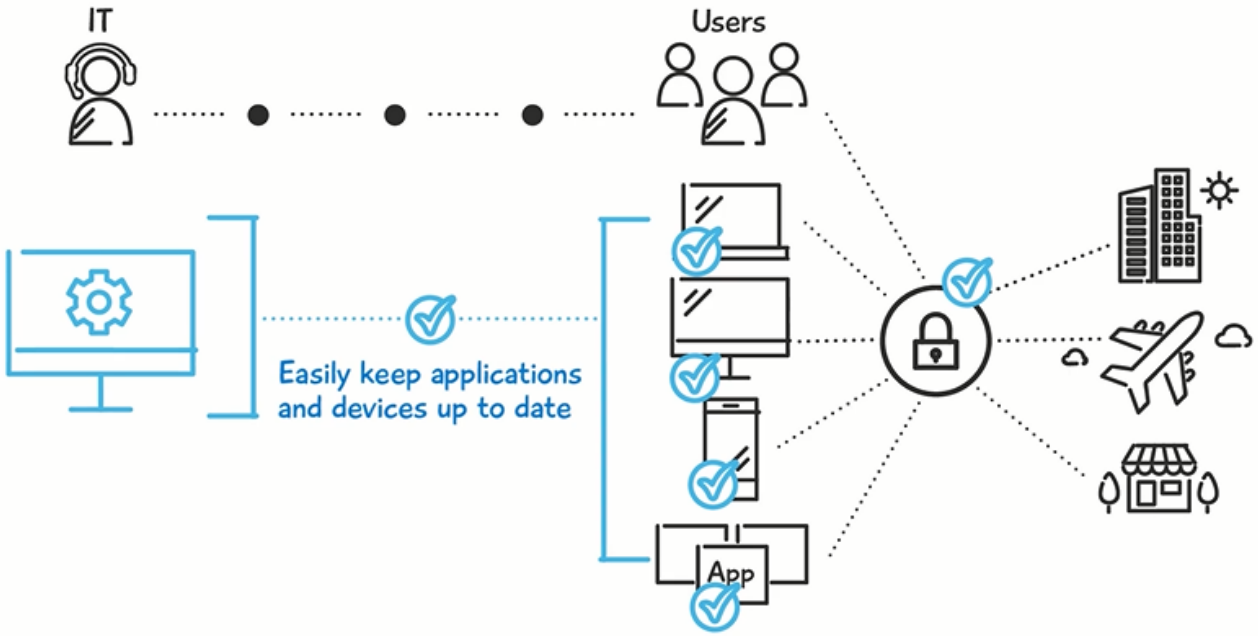
Modern Management

SUPPORT

Services & Support

Industry's most comprehensive solution to **deploy, secure, manage, support** virtually all devices from the cloud

Modernised Business



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Ravi Krishnan
Workplace Technology Manager
RICOH

Redefine modern deployment and management

Simplification through intelligent automation

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Day Zero Productivity

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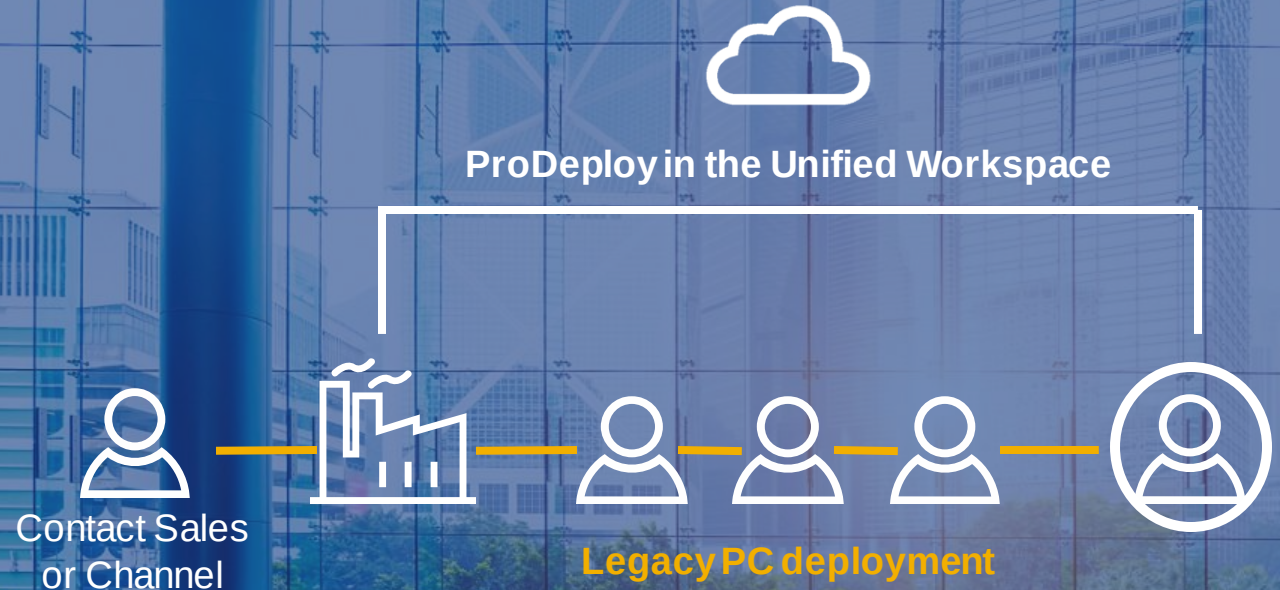
Modern device deployment approaches

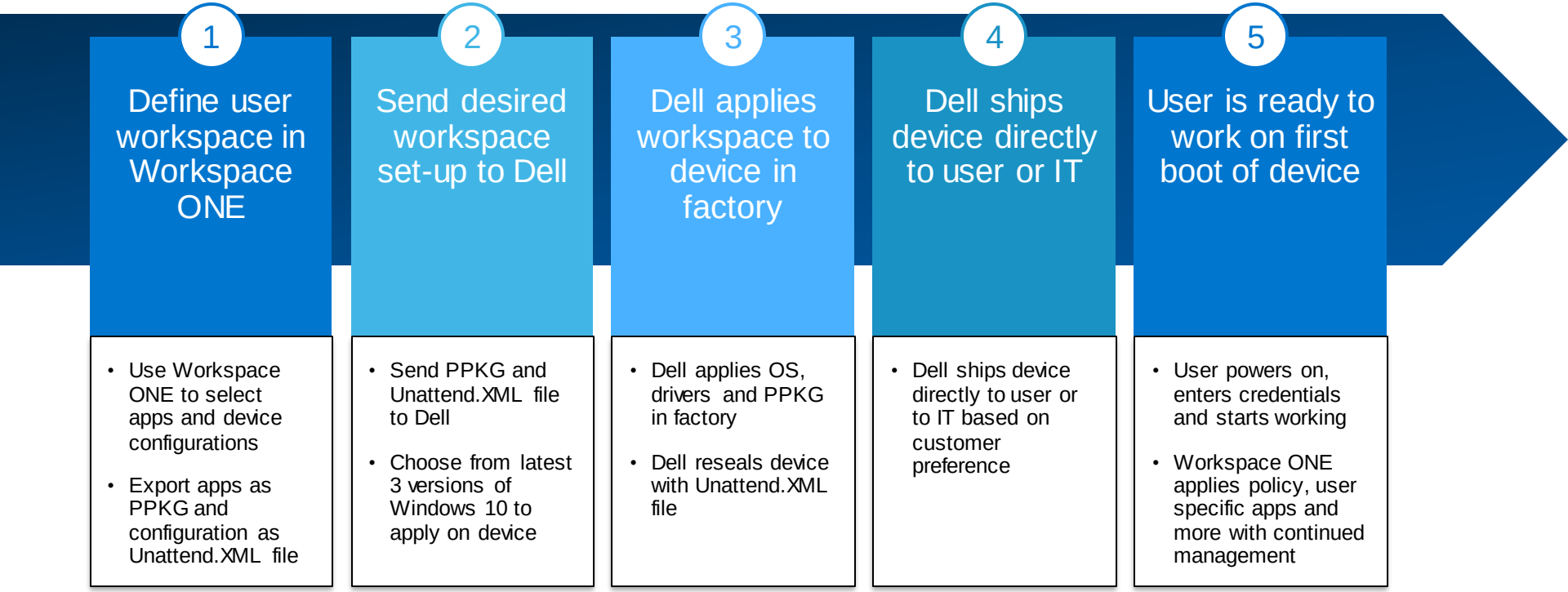
Mobile	iOS	Apple Device Enrollment Program as part of Apple Business/School Manager
	Android	Google: Android zero-touch enrollment Samsung: Knox Enrollment
Desktop	macOS	Apple Device Enrollment Program as part of Apple Business/School Manager + VMware Bootstrap Package
	Windows 10	Microsoft: OOBE and Windows Autopilot Dell: Cloud and factory based provisioning
Things	Non-Traditional Endpoints	Rugged: Sideload Staging, Barcode Enrollment, QR Code, NFC Bump and Android ZTE IoT: QR code for Google Glass Enterprise Edition

ProDeploy in the Unified Workspace



Provisioning systems with Dell **saves up to nearly a week of IT time per 1,000 devices deployed**

Five steps to day-one productivity on new Dell PC's



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Self Service Empowerment

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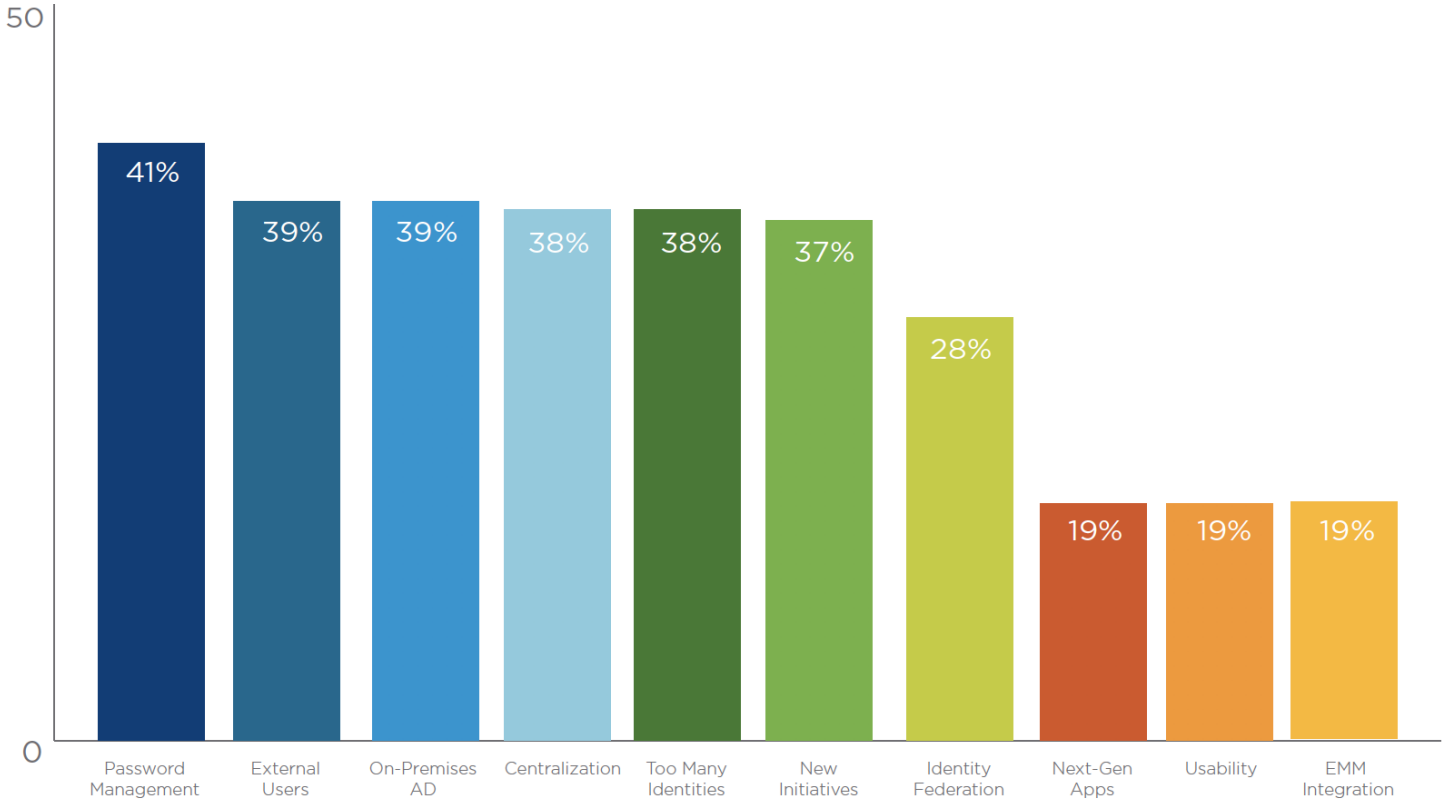
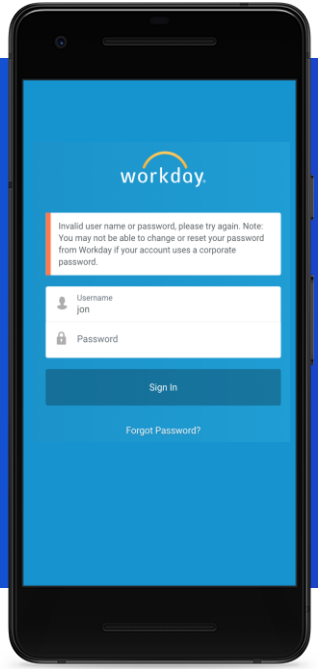
Employee Experience Challenges with App Access

What are the main challenges your company faces related to identity management today?



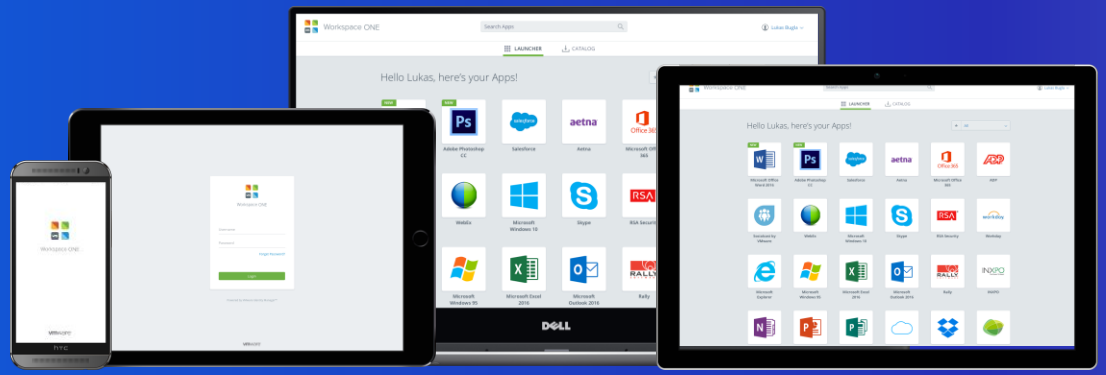
The Disjointed App Access Experience



Issues employees face with no unified app catalog:

- Disparate locations to access various types of apps
- Wait hours/days to install new apps (IT often must login as admin)
- Submit tickets for AD lockouts/password resets
- Poor security practices with no SSO (e.g. sticky notes with passwords)
- Poor adoption of enterprise apps that make employees more productive

Empower Employees with Self Service



- Unified Catalog to for easy access to any app on any device
- No more remembering passwords for various apps or logging into VPN
- Seamlessly install additional apps with no IT intervention
- Self service password reset and BitLocker recovery

Always Up to Date and Actionable Insights

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Enterprises take **a year or more to deploy Windows patches** affecting most or all of their endpoints

"…average **time to identify incidents over 200 days** and the average **time to contain incidents over 60 days**

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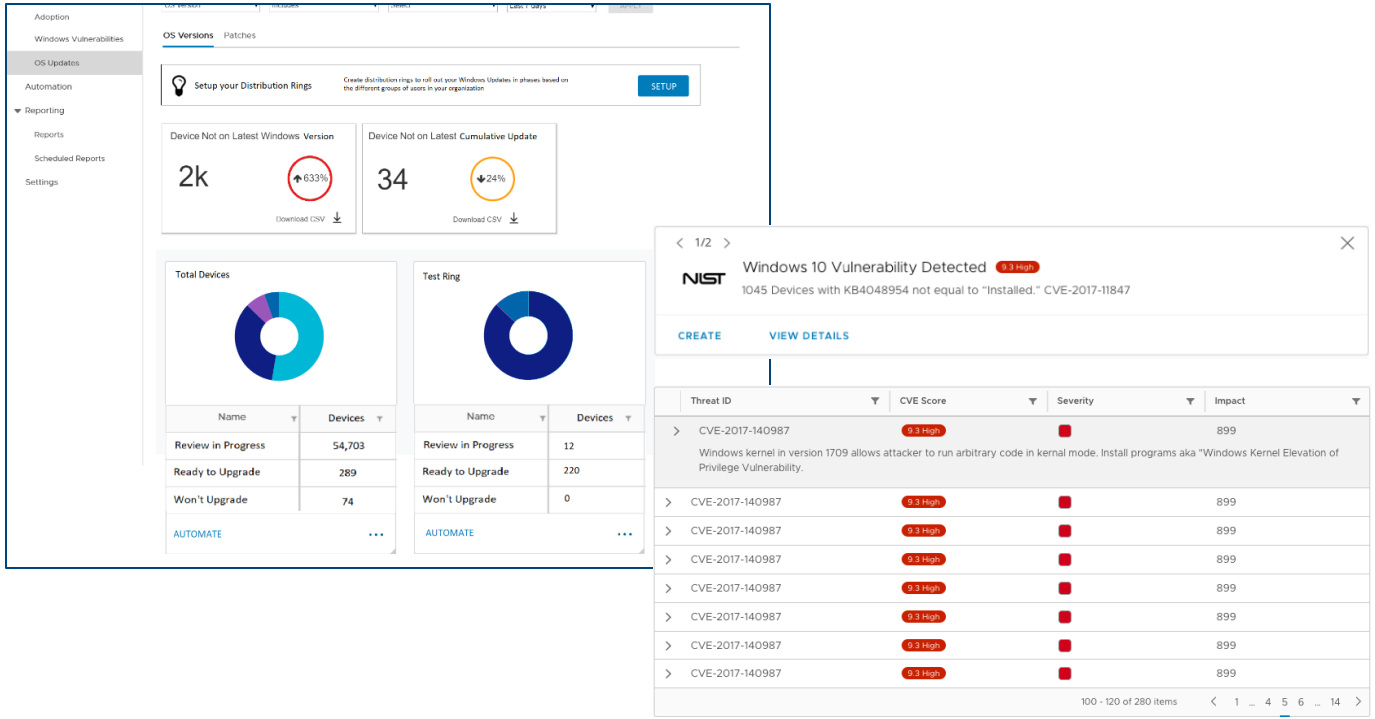
Keep PCs protected with intelligence and automation

Always-up-to-date patching features risk scoring, analytics & automation



Predictive patching based on device risk (CVE score), reduces time to secure OS

Business steady machines lower downtime and keep users productive

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Zero Trust Security

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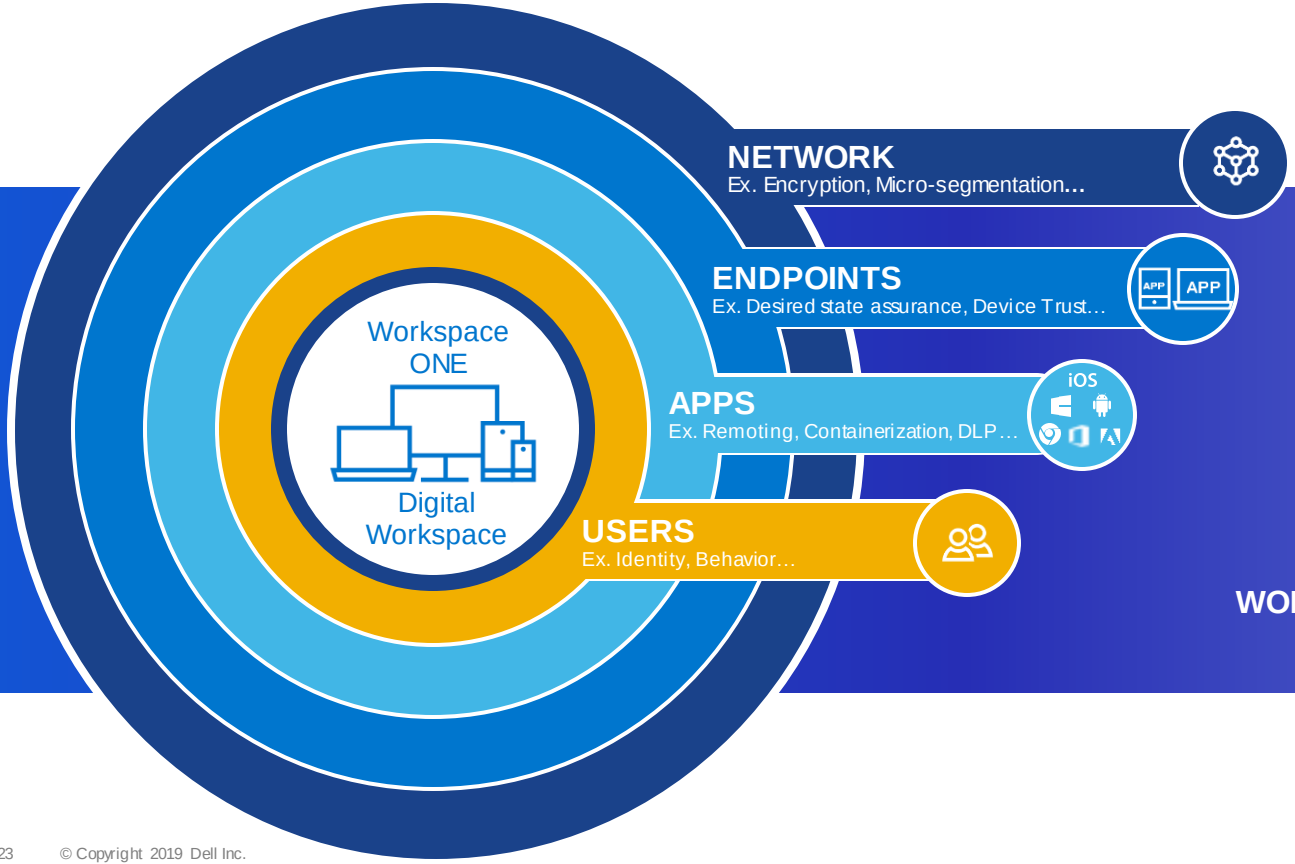
Securing the digital workspace with Workspace ONE

Proactively secure all attack vectors



WORKSPACE ONE TRUST NETWORK

INSIGHTS and AUTOMATION

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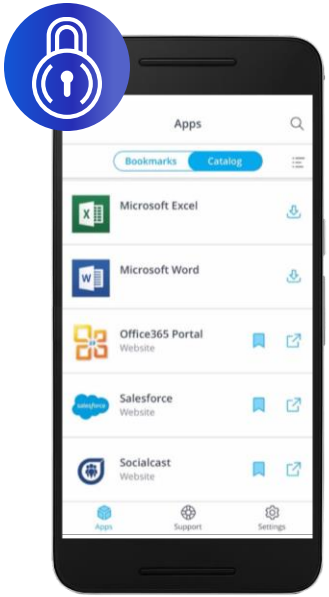
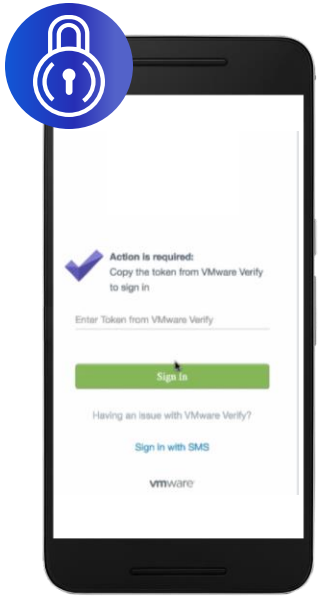
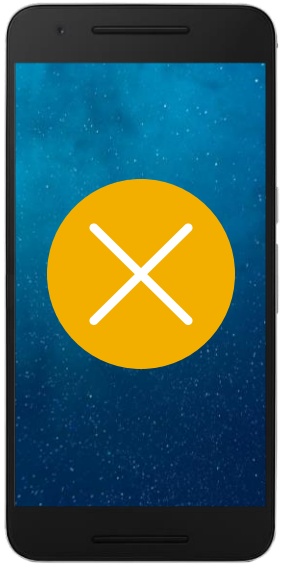
Zero Trust Conditional Access to Secure Corporate Data



Managed Device
& In Network Scope



Managed Device
& Out of Network Scope



Jail Broken Device
& Out of Network Scope

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Zero Trust for Dell devices running Windows 10

Device: BIOS configuration and updates, and now BIOS verification

Operating System: Windows 10 Health Attestation

Users: Identity

Applications: Certificates and Application Guard

Network: Trust Network, per app VPN + NSX and Secureworks

All backed by automated compliance and conditional access

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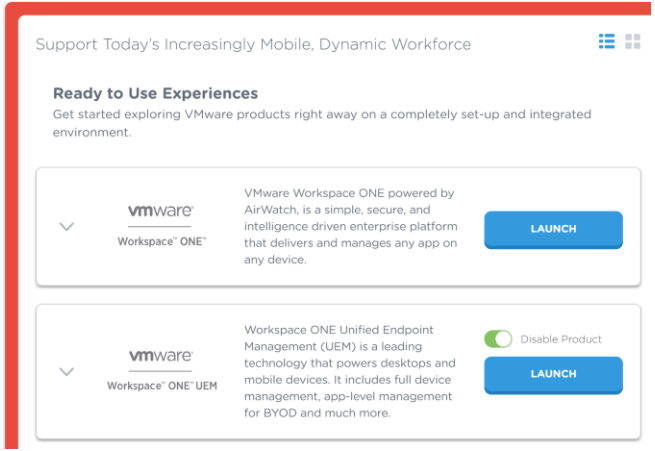

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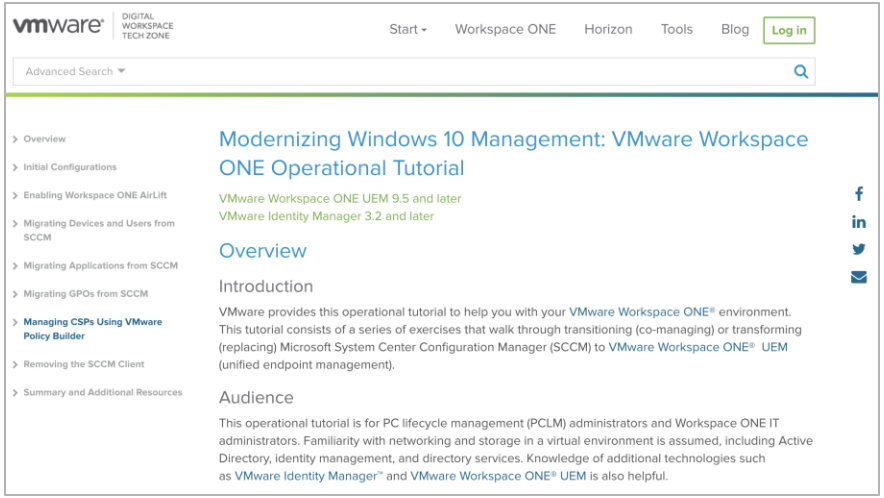

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