

# Awingu.com

One Workspace. Any Device. Anywhere.

Enable fast, low-cost and secure homeworking  
on any device!

# Agenda

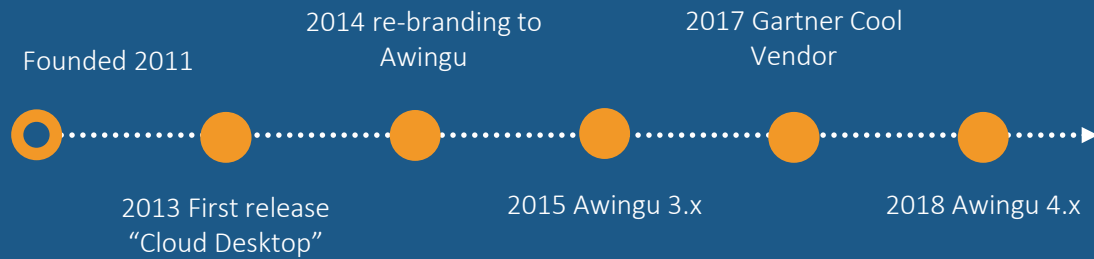
- Short introduction to Awingu
- Scenario's for homeworking
- How to get up-and-running
- Q&A?

# Awingu® Company introduction

## Offices



## Timeline



## Customers around the world

<b>Manufacturing</b> 	<b>Telco, Media &amp; Tech</b> 	<b>Finance &amp; services</b> 	<b>Public sector</b> 
<b>Retail &amp; FMCG</b> 	<b>Transport &amp; logistics</b> 	<b>Healthcare</b> 	<b>ISV's</b> 

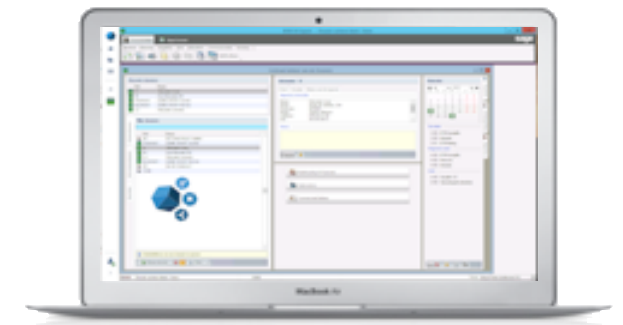
## Recognitions

Logos for Gartner Cool Vendor 2017, Ovum, and Channel Awards 2016 and 2017. The Channel Awards logos show 'BEST NEW TECHNOLOGY AWINGU' for 2016 and 'BEST STARTSCALE UP THANKS TO THE CHANNEL AWINGU' for 2017.

Logo for Beloftevolle Onderneming van het Jaar® 2017 Finalist.

Awingu is a **Unified Workspace** that offers secure access to your company software and files in a browser based workspace

- ✓ Access legacy, Web & SaaS apps
- ✓ Access company files
- ✓ Highly secure & audited
- ✓ Any Device (incl. B/CYOD)
- ✓ Any Cloud

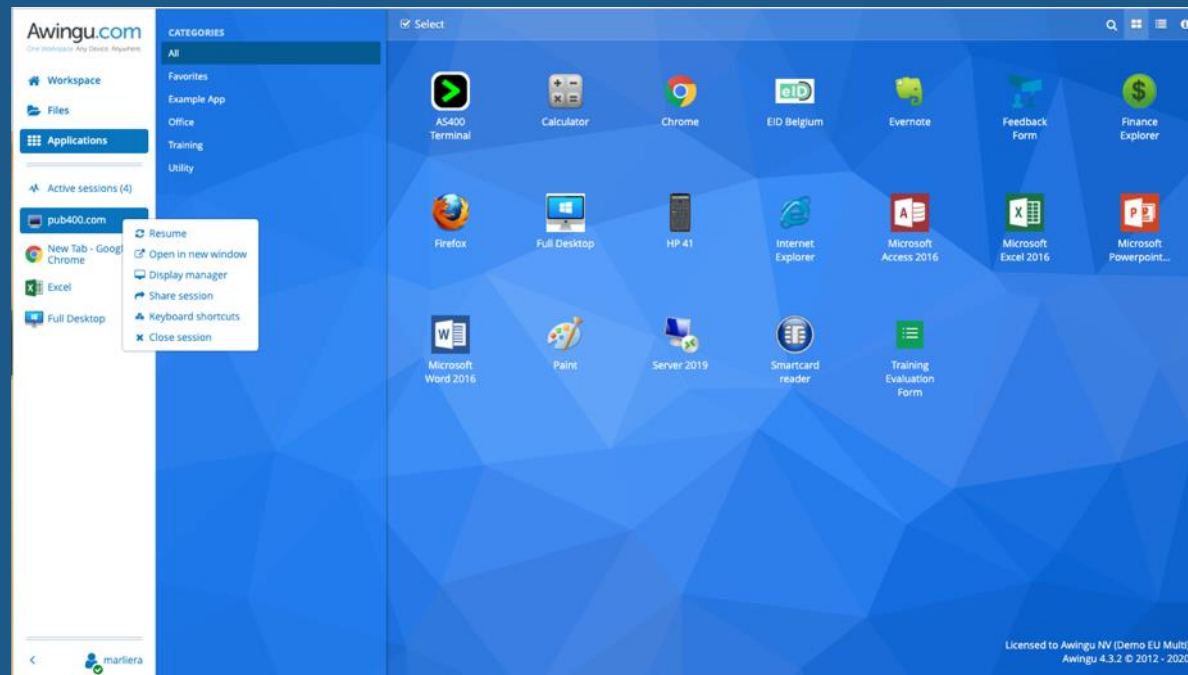


# Architecture **Simple, non-intrusive, any cloud**



Note: setup on top of existing Citrix XenApp, XenDesktop environments is possible by leveraging the common RDS layer

# demo



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# Typical challenges in homeworking?

- 1 Not all users are equipped with a company laptop
- 2 There is no Server Based Computing (SBC), only office desktops
- 3 No secure access to outside world for SBC
- 4 Bandwidth and/or capacity constraints for VPN access



# Awingu is perfect for BYOD

1 Not all users are equipped with a company laptop

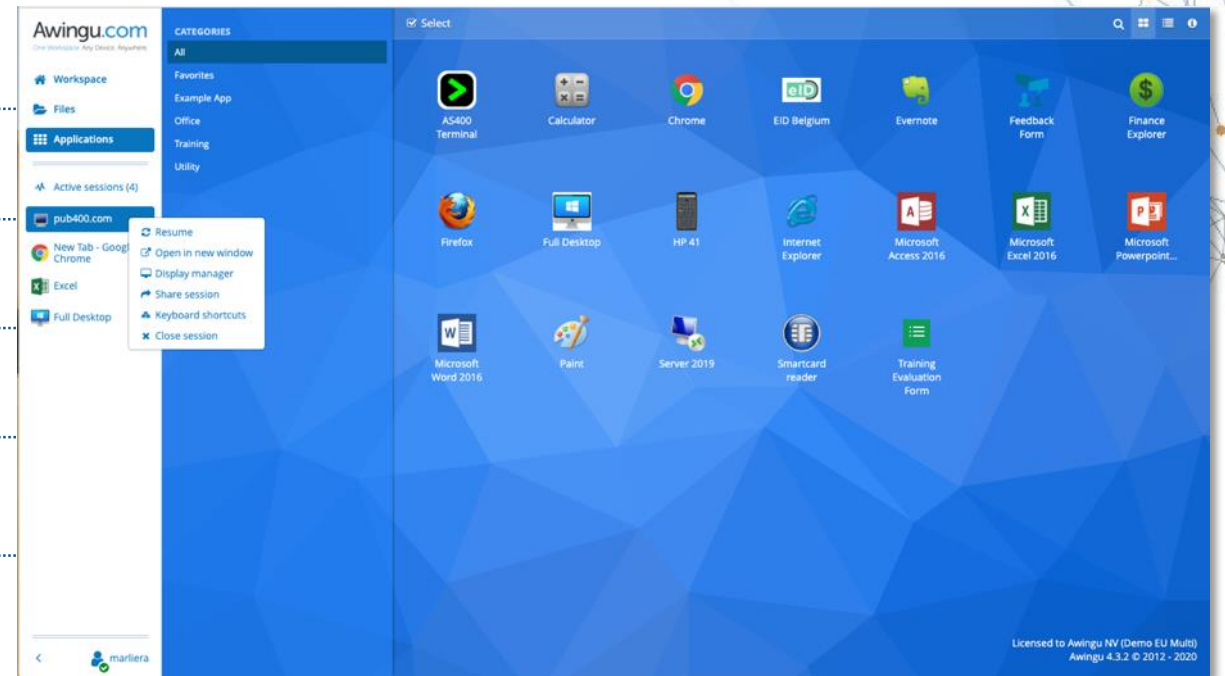
100% Browser based

MFA Built-in

Multi-Monitor in a browser

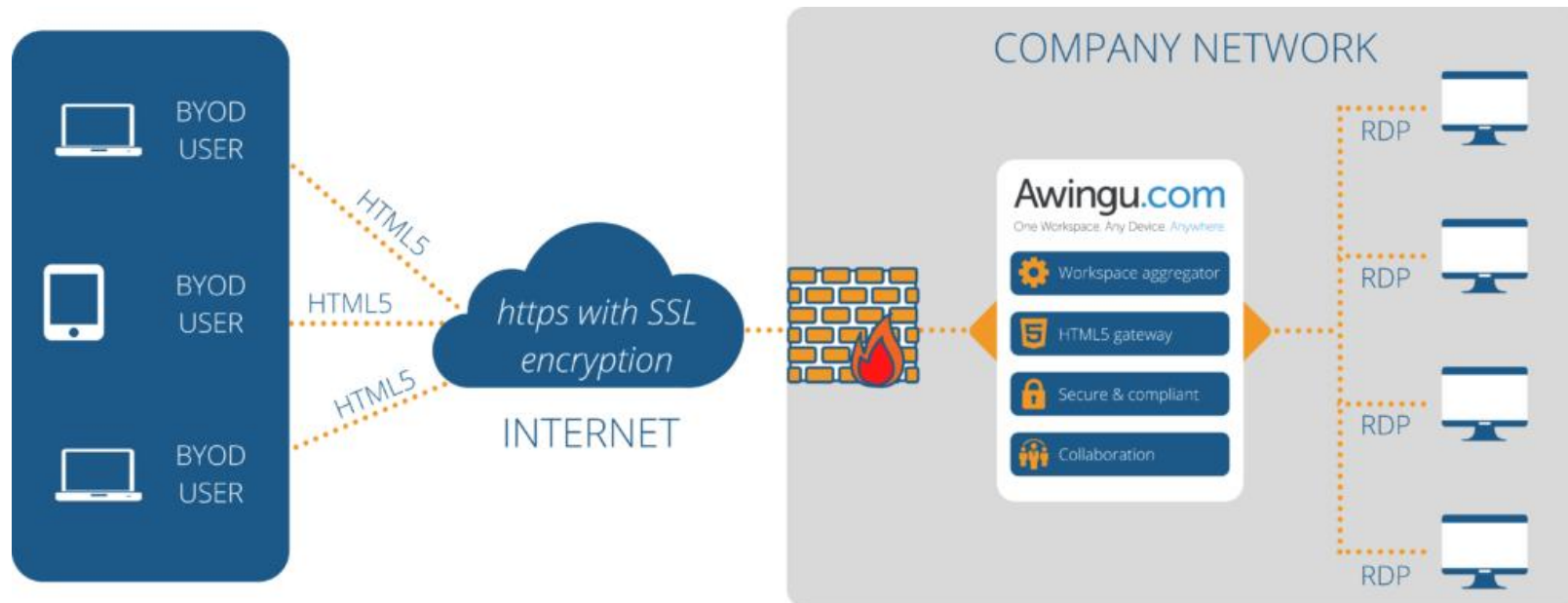
Virtual printer for BYOD

Full usage audit



# 2 Awingu connects remotely to office desktops

There is no Server Based Computing (SBC), only office desktops



- ✓ Secure remote connection (encrypted, MFA)
- ✓ Quick setup (deployment scripts available)
- ✓ No user roll-out, browser based
- ✓ Low TOC: No RDS CALs needed, small infra footprint
- ✓ Low bandwidth requirement: ca 80-100Kb per user
- ✓ Can be combined with server access (RDS)

# 3 Awingu enables **secure** connection

## No secure access to outside world for SBC



# 4 Awingu is lightweight

Bandwidth and/or capacity constraints for VPN access



- ✓ Bandwidth: Estimated 80-100Kbps (up&down) per concurrent app session
- ✓ Latency: ideal below 350ms. below 60ms is optimal.

# Other use-cases



## Enable Digital transformation

smoothly add legacy systems in transformation projects



## VDI 1.0 cost reduction

cost efficient and hassle-free alternative to Citrix and other



## Remote & homeworking

platform agnostic access for remote and home workers without support worries



## Contractor access

secure, audited and cost-effective IT access for external contractors



## Secure Data Room

Restricted and audited access to highly sensitive data (e.g. M&A, R&D, ..) and apps

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# How to get started?

1

Deploy Awingu virtual appliance & connect to desktops/SBC

[www.awingu.com/try](http://www.awingu.com/try)

Instant access to:

- Download appliance
- Documentation guides and videos
- 2 users built-in for temp. testing
- [Support@awingu.com](mailto:Support@awingu.com)



a.o. 120 minutes

2

Upload acquired user license key in System Settings

Acquire keys via [Awingu.com/contact](http://Awingu.com/contact) or Awingu channel partner



1 minute

3

Roll-out to users...

Inform users on login URL and process for MFA



a.o. 5 minutes

# Agenda

- Short introduction to Awingu
- Scenario's for homeworking & demo
- How to get up-and-running
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# Why businesses choose Awingu?



Simplicity



Platform Agnostic



Secure



Competitive TCO

# Appendix

# Awingu offers businesses with a **fast, secure & cost effective** solution to enable home working

## Typical challenges to enable homeworking?

- Not all users are equipped with a company laptop
- There is no Server Based Computing (SBC), only office desktops
- No secure access to outside world for SBC
- Bandwidth and/or capacity constraints for VPN access



Awingu can be setup in a matter of hours and builds on the existing IT platform of the customer.

Users access their company desktop, applications, files from a browser. This can be from a personal device also.

Awingu has all required security capability built-in. This is not the time to make compromises on security.



More info:  
[awingu.com/homeworking](https://awingu.com/homeworking)

# Straight-forward & competitive pricing

European Recommended  
End-user Pricing



	Subscription	Perpetual
	<p>Subscription</p> <p>€7</p> <p>per month/ concurrent user</p>	<p>Perpetual</p> <p>€168</p> <p>per concurrent user (incl. Y1 Maintenance &amp; support)</p>
Minimum users	20	20
Additional users	5	5
Maintenance & Support	Included	Y1 = Included a.o. Y2: €25.5 per user/year
Payment	12 months upfront	Upfront payment

# The **Architecture** Makes the Difference

## Simple Gateway Architecture

Awingu virtual appliance uses **standard protocols** (e.g. RDP, CIFS) to communicate to the back-end: easy to setup and manage | aggregates legacy RDP Apps & desktops, file servers, websites & SaaS

## Multi-Tenant & Easy to scale

Service provider ready with built-in multi-tenancy, even from one single VM deployment | 'stackable' architecture: just add VM's when more users are needed

## Secure & Compliant

**Built-in features** such as MFA, SSL certificates, usage auditing, granular controls etc. | adds security on top of naked RDS access



## Open Architecture

Easy to connect and leverage external services out of the box (e.g. MFA, printing, auto provisioning, ...) | use Awingu **Open API** for automation

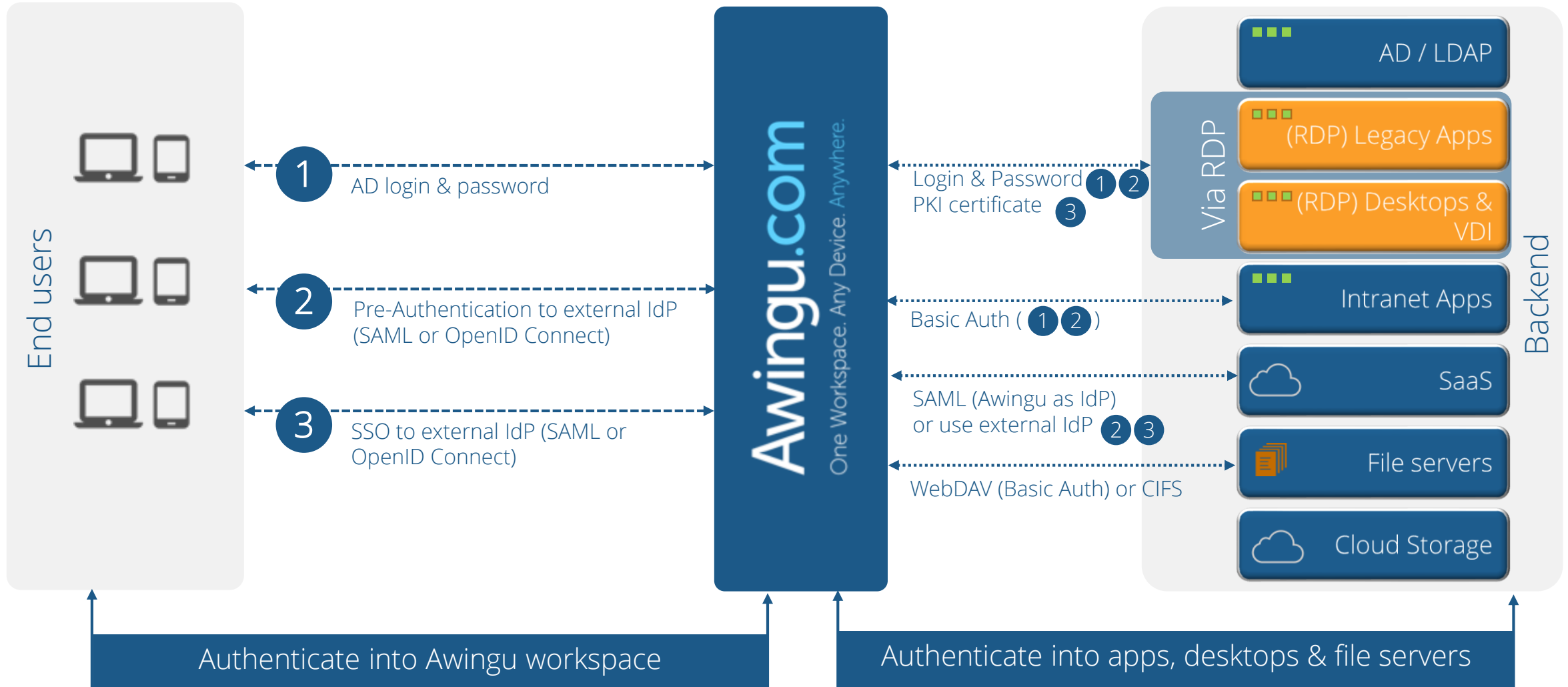
## Light weight & Any Cloud

Virtual Appliance can run on as little as **1 Linux VM** for up to 500 concurrent app sessions | Available for all main hypervisors and public clouds | all features run from **the same product**

## Single Sign-On

Leverage AD / Windows credentials or external IdP | SSO with RDP, reverse proxy, SaaS or file servers

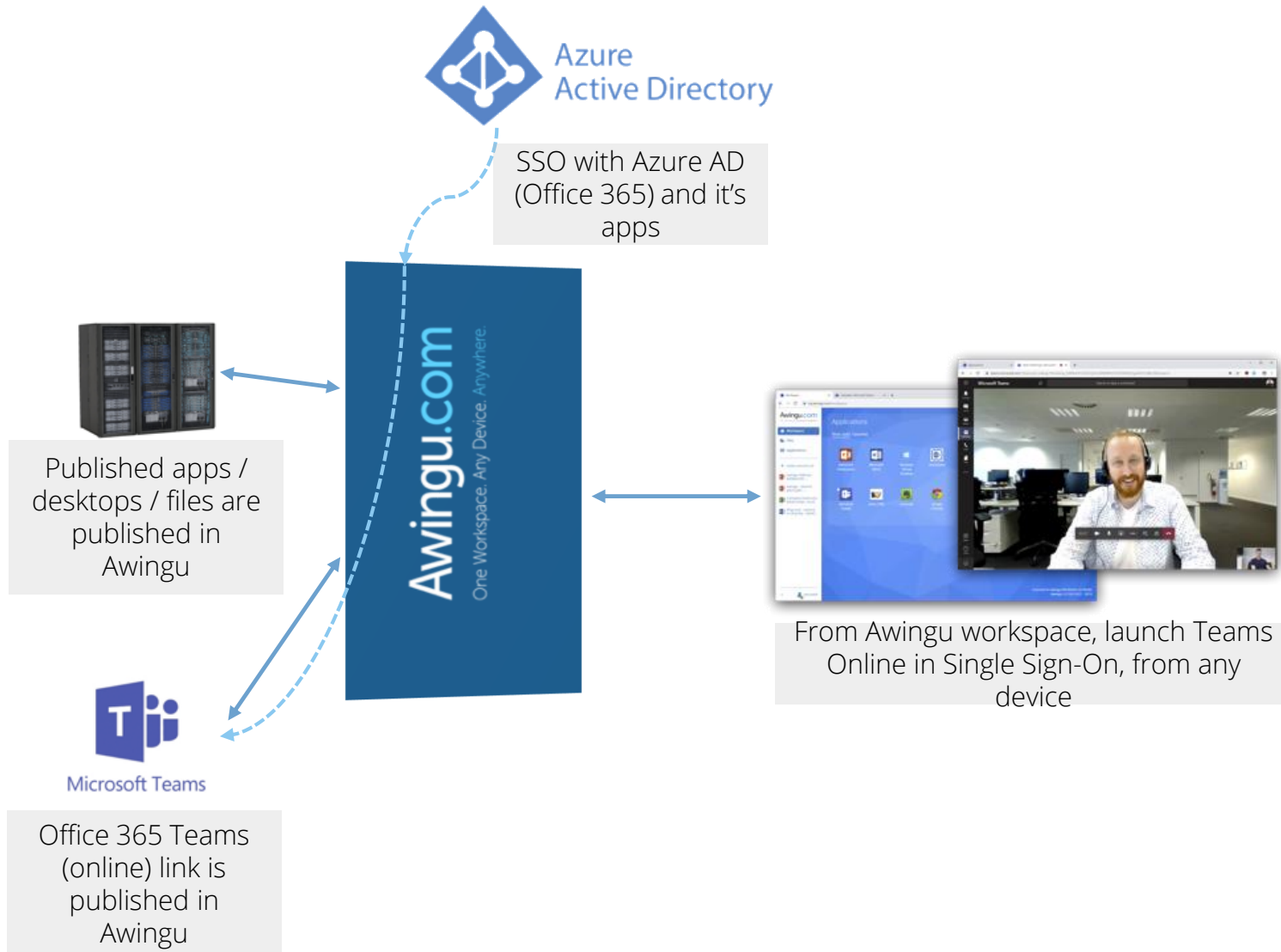
# Awingu SSO options



# Real-Time communication in the browser with Microsoft Teams:



Microsoft Teams



Microsoft Teams Online has grown into a rich Real Time Communication platform. It runs smoothly and in (almost) full feature parity in a the browser;

There is no more need to run S4B / Teams as a streamed application;

Leverage Awingu 4.3 SSO capabilities to optimize UX. Users access all their apps/desktops/files in an easy and consistent way;

Read more:

<https://www.awingu.com/microsoft-teams-in-the-browser/>

# Minimum requirements for Awingu

Run the Awingu software	<ul style="list-style-type: none"> <li>Virtual Machine (Hyper-V, Vmware ESX, KVM) running in private cloud, or public cloud (e.g. Azure, EC2, GC, Alibaba, ...)</li> <li>The minimum setup is 2vCPU and 4Gb Ram, which is equivalent to 75 concurrent app sessions. Advised min specs for 100 concurrent users: 8 vCPU, 8Gb Ram (We use 3 app sessions per user as a guideline, 100 cc users = 300 cc app sessions);</li> </ul>	
Back-end infrastructure	Application Servers (legacy server desktop)	<ul style="list-style-type: none"> <li>(Legacy or desktop) Applications need to be virtualized and running centrally on a server             <ul style="list-style-type: none"> <li>Windows Server (s) with Microsoft TS or RDS role enabled</li> <li>There should be valid Microsoft RDS CAL's in place</li> </ul> </li> </ul>
	AD or LDAP	<ul style="list-style-type: none"> <li>Microsoft Domain Controller(s) based on Windows 2008 (R2), or higher</li> <li>Azure AD is only supported if in combination with Azure AD Domain Services</li> <li>Or: Linux based server(s) with openldap installed</li> </ul>
	Fileserver	<ul style="list-style-type: none"> <li>Shares based on CIFS or WebDAV protocol</li> </ul>
	Web / SaaS apps	<ul style="list-style-type: none"> <li>For SaaS: Have a valid SaaS subscription. Configure the SaaS to point to Awingu for the authentication. (see list of SaaS services with SSO support)</li> <li>For intranet/Web Apps: Awingu supports basic authentication, but not NTLM (for SSO)</li> </ul>
Connectivity	<ul style="list-style-type: none"> <li>Current fix &amp; mobile broadband connections are sufficient             <ul style="list-style-type: none"> <li>Bandwidth: 'heavy user' will consume ca. 250Kb up &amp; download</li> <li>Latency: should be below 200ms for decent user experience</li> </ul> </li> </ul>	



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