



# Desktop as a Service

## How to: Find, Identify, and Qualify a DaaS Opportunity

### What is Desktop as a Service (DaaS)?

Remote management of a desktop and its functions tied to a specific user. These functions include:

- VPN management
- End-user permission management
- Scrubbing shadow IT off of machines
- Installing and maintaining hardware and software
- Spam filtering
- Error logs and reporting

### What devices can be managed?

Any device with a sign in can be managed. Ex: Microsoft surface, laptop, desktop.

### What to look for in the field:

- An overburdened IT department
- End-user organizations with high turnover rates
- IT administrators with many protocols and connections managed from different portals
- Organizations looking into thin clients (chromebooks), not investing in hardware/have a cloud mindset.
- Remote or national workforce with centralized IT

### Discovery Questions:

- Where does your IT staff spend most of its time?
- How do you stand up a new user in your organization?
  - > How long does it take?
  - > With what frequency does it occur?
- What has the business tasked you with solving this year?
  - > What are the plans you've made to make this happen?

**Start selling DaaS today.**



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