

AVD vs. W365

	Azure Virtual Desktop	Microsoft Office 365
Control panel	Azure Virtual Desktop	Azure Virtual Desktop
Compute	Customer-managed, usage-based cost, flexible	Microsoft-managed, fixed cost, no direct admin access to VMs
Customer pitch	A flexible cloud virtual desktop infrastructure (VDI) platform that securely delivers virtual desktops and remote apps with maximum control	A complete software-as-a-service (SaaS) solution that securely streams your personalized Windows experience—including all your apps, content, and settings—to any device
Customer size target	Customers of any size—suited for customers requiring full control over virtual infrastructure and app-streaming capabilities	Primarily small and medium SMBs (up to 300 seats); however, also suitable for enterprise customers requiring a simple solution
Customer use case	Windows 10/Windows Server multi-session desktops, remote app streaming, Citrix, VMWare & WM infrastructure management, flexible consumption-based pricing	Windows personalized desktop, complete end-to-end Microsoft service, one-stop admin in Microsoft Endpoint Manager, direct self-service model, predictable per-user pricing
Pricing	Flexible consumption-based pricing	Predictable per-user pricing
Optimization	Optimized for flexibility	Optimized for simplicity
Windows OS	Windows 10, Windows 11, and Windows Server personalized and multi-session desktops and remote app streaming	Windows 10 and Windows 11 personalized desktops
Management	Full control over management and deployment, plus options for Citrix and VMware integration	Management and deployment with familiar desktop tools and skills
Management portal	Azure portal	Microsoft 365 Admin Center
App streaming	Remote application streaming to deliver applications “as-a-service” to customers and business partners	Roadmap
Azure Subscription Required	Yes	Yes (for Azure Virtual Network)
Primary MS solution area alignment	Azure	Modern Work & Security
Revenue billing	Azure Consumer Revenue (ACR), Microsoft 365 licensing	Remote application streaming to deliver applications “as-a-service” to customers and business partners
License requirements	Microsoft 365 E3, E5, A3, A5, Student Use Benefits, F1 Business Premium, Windows 10 Enterprise E3/E5, Windows 10 Education A3/A5, Windows VDA per user, access to Server workloads with AVD with RDS CAL with active SA	Windows 365 offers two editions, Windows 365 Enterprise and Windows 365 Business. They each include a complete cloud-based offering with multiple Cloud PC configurations based on performance needs. Customers can purchase Windows 365 as a separate license per user for a fixed monthly fee to access and use the Cloud PC(s). Additional costs may apply based on network usage
Managed service attach	Assessment, Architecture Design, Architecture Deployment & Maintenance, Support contracts per user/per customer, end-user adoption training and ongoing skilling	Environment Readiness Engagement, Endpoint Management Service (Microsoft Endpoint Manager Policies/Custom Image Service), Support Services—attach to M365-related service

Contact [Phillip Kidd](#) to learn more