

EtherInsights & 10ZiG:

**A better Windows 365
business case starts
at both ends.**

EtherInsights makes Cloud PC sizing, cost and evidence easier to review. 10ZiG simplifies the endpoint estate.

The Windows 365 investment still spans two estates. Hardware, servicing, licence, sizing and support costs need the same term and the same user-group assumptions before the case will stand.

EtherInsights brings the evidence - plan, size and compare cost, then retain it through the lifecycle. 10ZiG closes the endpoint side with purpose-built Thin Clients, RepurPOS for suitable x86 devices and the free 10ZiG Manager.

A better Windows 365 business case starts at both ends: evidence for the Cloud PC decision, and a managed endpoint to deliver it.

EtherInsights and 10ZiG Technology close both gaps in one defensible case.”

- Ryan Mangan CEO, EfficientEther

The Challenge: Why the Windows 365 Business Case Stalls

The Cloud PC model is compelling, but IT leaders and MSPs face three hurdles when the case reaches approval:

Endpoint cost remains: A general-purpose Windows PC in front of a Cloud PC can leave refresh, servicing and support effort unchanged - the endpoint estate never joins the business case.

Sizing starts as an assumption: Without usage evidence, teams can overbuy, undersize or choose the wrong desktop model - and the economic benefit erodes before rollout completes.

Renewal evidence is rebuilt: Licence, endpoint and support figures are reassembled at every renewal instead of reviewed against a retained baseline.

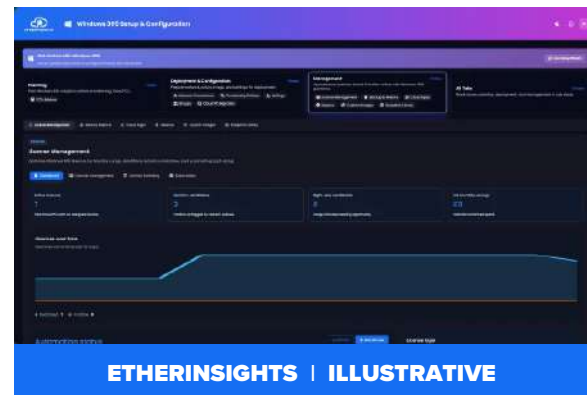
>> SO WHAT IS THE SOLUTION? >>

The Solution: The Complementary Operating Model

A defensible decision shows the current cost, the proposed route, the transition work and the evidence reviewed after rollout. EtherInsights, Windows 365 and 10ZiG each own one part of that case.

EtherInsights - The Evidence Layer

Plan, size and compare cost by user group, review provisioning, and retain configuration evidence through the lifecycle. Show the assumptions, not just the total: cost by user group across current and proposed routes, an AVD or VDI baseline kept visible, and right-sizing evidence that challenges overbuying and undersizing.



Validate with your own estate data.

Windows 365 - The Service and Control Plane

Microsoft remains the service and control plane. Match Windows 365 Enterprise or Flex to each user group, with Azure Virtual Desktop kept as a visible baseline so the alternative is never argued from memory.

10ZiG - The Managed Endpoint

Choose purpose-built, long lifespan, energy efficient 10ZiG Thin Clients, Zero Clients, or 10ZiG RepurpOS™ to convert suitable x86 PCs and laptops into secure, lightweight endpoints. Manage the whole estate through the intuitive and feature-rich 10ZiG Manager™ - 100% free with no user or device limit. (Windows Server or Linux Virtual Appliance).



10ZiG Thin Clients, Zero Clients, 10ZiG RepurpOS™ and FREE 10ZiG Manager™.

A Four-Step Decision Process

01

Profile the Work

Record applications, peripherals, performance, concurrency, persistence and the current endpoint.

02

Choose the Endpoint

Compare 10ZiG hardware with RepurpOS™ for suitable devices, including security and transition effort.

03

Choose the Desktop

Compare Windows 365 Enterprise, Flex and Azure Virtual Desktop by user group.

04

Validate & Operate

Test the experience, confirm sizing and cost, name the owner and retain the evidence.

What the Approval Group Needs

Choose the route by user group, then validate it in your own estate.

Current cost, proposed route, transition work and the evidence reviewed after rollout - on one comparable term.

EVIDENCE EACH STAKEHOLDER CAN USE

FINANCE

Cost per user group, refresh assumption, transition cost and the review term.

IT OPERATIONS

Endpoint route, Cloud PC sizing, provisioning and the management owner.

SECURITY

Endpoint controls, configuration baseline, drift and accepted exceptions.

SERVICE OWNER OR MSP

A forwardable approval record, named actions and a repeatable review.

DECISION CRITERIA

COMMERCIAL CASE

Current and target cost on the same term, with transition work shown separately.

OPERATIONAL FIT

Applications, peripherals, Teams experience, performance and manageability.

ROLLOUT AND RENEWAL

Usage-supported sizing, named owners, review dates and clear terms.

FORWARDABLE DECISION RECORD

User group, route, cost, endpoint, test result, owner, conditions and decision date.

FOR THE BUDGET OWNER

Four questions, one comparable term.

What does each group cost today? What will the route cost? What one-off work remains? How will the result be verified?

Finance needs the assumptions behind the total, and a review date the programme can be held to.

DESIGNED FOR

MSPs and IT teams with about 50 to 600 users per tenant, persistent Cloud PCs and ageing endpoints.

EVALUATE SEPARATELY

Windows 365 Flex for non-concurrent use, and Azure Virtual Desktop for multi-session or RemoteApp.

BUILD THE COST CASE BEFORE YOU BUY

Start with a directional estimate from the free TCO calculator, then validate endpoint, user group and trial assumptions in your own estate.

PRIMARY ACTION: GET MY FREE WINDOWS 365 ASSESSMENT

Try EtherInsights for 14 days. £0.79 / \$1 / €1 per active user each month. Card required.
efficientether.co.uk