

ManageEngine OS Deployer

Sales Guide

(Exclusive for partner/sales team)

This document is to assist the sales force in positioning and selling OS Deployer to potential prospects. Using this document, we can profile our customers and advise them with the most effective way, they could use OS Deployer to address their problems.

Customer profiling questions

1. How many computers do you have in your network?
2. How often do you onboard users?
3. How much time and effort do you currently invest in deploying OS images to all your computers?
4. Do you have a single golden image for all your computers or dedicated golden images for different departments/purposes?
5. Do you have people working from remote offices across the globe?
6. Do you have a single vendor for all the machines in your network?
7. If not, how do you manage to deploy images to machines from different vendors?
8. Do you have employees working from home in your organization?
9. Have you suspected any malicious activity in your machines or ever been under a ransomware attack?
10. Are you using the latest Windows 11 OS on your machines?
11. Do you have virtual machines in your organization?

1-4 questions (Zero-touch/Multicast deployment)

Using zero-touch deployment, onboarding can be automated, allowing companies to deploy OSs without any physical contact with the device itself. If done manually, this can consume valuable time and employees may remain idle, waiting for their devices. This will eventually result in heavy costs for the organization. Follow this [link](#) for more information.

Let us assume, you have 100 machines in your network and you have to deploy a golden image to all these machines simultaneously. Using OS Deployer's multicast deployment, you can achieve this saving time and effort. You can optimally utilize your available bandwidth resulting in seamless deployment to multiple machines.

5th question (Remote office deployment)

Use cases

1. Do you have a single sysadmin for your machines under remote offices/?
2. Do you have dedicated system administrators for different locations/ different departments?
3. Do you need different keyboard layouts and languages specific to each location in your machines?

Resolution

By creating a single golden image, you can customize that particular image tailoring it with specific keyboard layouts, and languages for each location. You can add the keyboard layout as an application which will be deployed after all the post-deployment activities are completed. You can also [backup user profiles](#) and deploy them to relevant computers.

6-7 questions (Hardware independent deployment)

If you are an administrator managing multiple computers with different hardware, it will be difficult to maintain many different images supporting different hardware configurations. With the Hardware Independent Deployment feature, you can deploy a single base image to multiple computers irrespective of their hardware and automatically add the required drivers for each hardware. Follow this [link](#) for more information.

8th question (WFH deployment)

System admins can now simply create a standalone task with the golden image and let the end user access the standalone tool. The end-user can deploy the Windows image unassisted, irrespective of their locations and the network their devices are connected to. To be precise this serves as a self-service portal that empowers end-users to deploy OSs themselves. Follow this [link](#) for more information.

9th question (Machine recovery after a security attack/suspicious activity)

Use cases

1. Let's say some of the machines in your network are under a Ransomware attack and you need to immediately resolve the issue to ensure security
2. You suspect malicious activity in some of your machines.

Resolution

Using OS Deployer, you can instantly clean your computer and restore them to normal working condition. Thus, you can accelerate problem resolution thereby maintaining your security and productivity.

10th question (Windows 11 migration)

Use cases

1. Did you know that Windows 11 can [reduce malware by up to 60%](#) compared to Windows 10?
2. Do you have Windows 11 which can be vital for security, user experience, and efficiency on all your machines?
3. Would you like to migrate your machines to the latest Windows 11?

Resolution

OS Deployer offers a variety of options in [migration](#) like migrating data to newly purchased computers, replacing existing computer OS, migrating existing computers with outdated OS, upgrading existing computer OS, and deploying OS without data migration.

11th question (Virtual machine imaging/ deployment)

This can be done using OS Deployer.

Uniqueness of ManageEngine OS Deployer

- Simplified and centralized live imaging techniques.
- Zero-touch deployment
- Deploy OS images to WFH users
- Image customization according to user and department deployment needs.
- OS deployment on Hyper-V machines.
- Hassle-free driver management, including automatic collection of drivers from image-captured machines.
- Driver and application installation on client computers post-deployment.
- Rapid OS deployment across multiple vendor platforms.
- Bandwidth optimization using multicast deployment.
- One image can be deployed to all network computers irrespective of hardware configurations.
- Complete backup of user profile before migration and automatic restoration in the end-user machines.