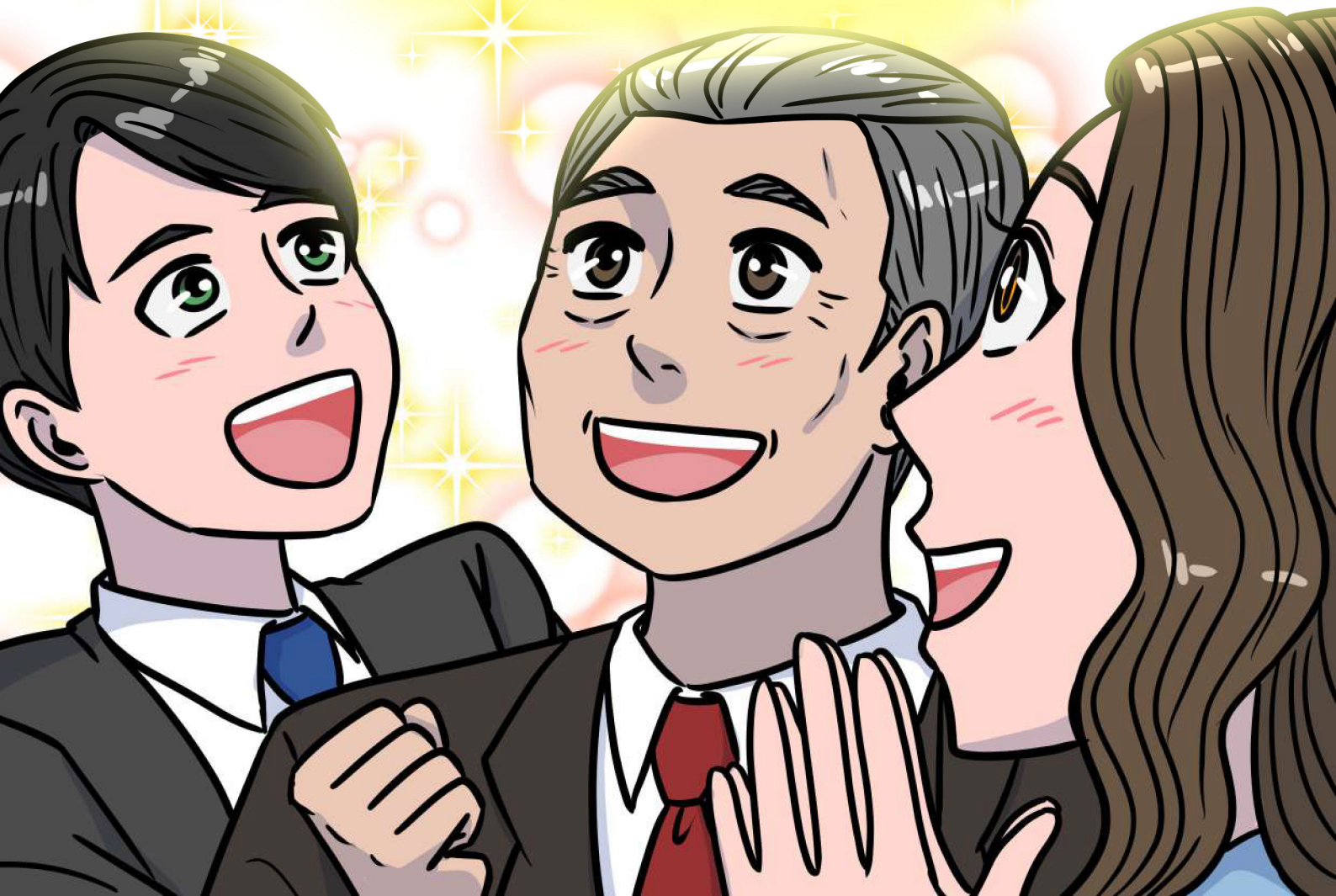
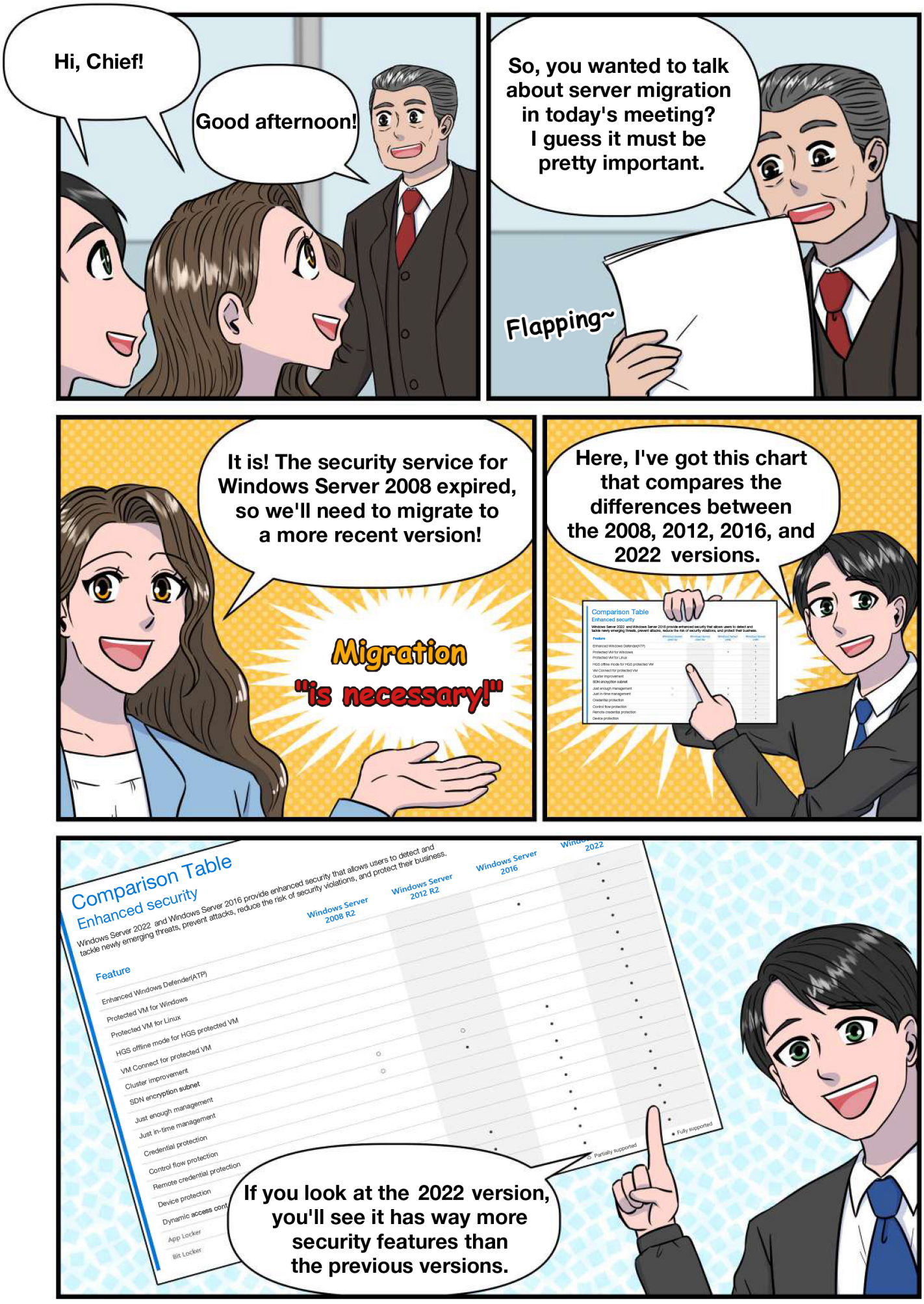
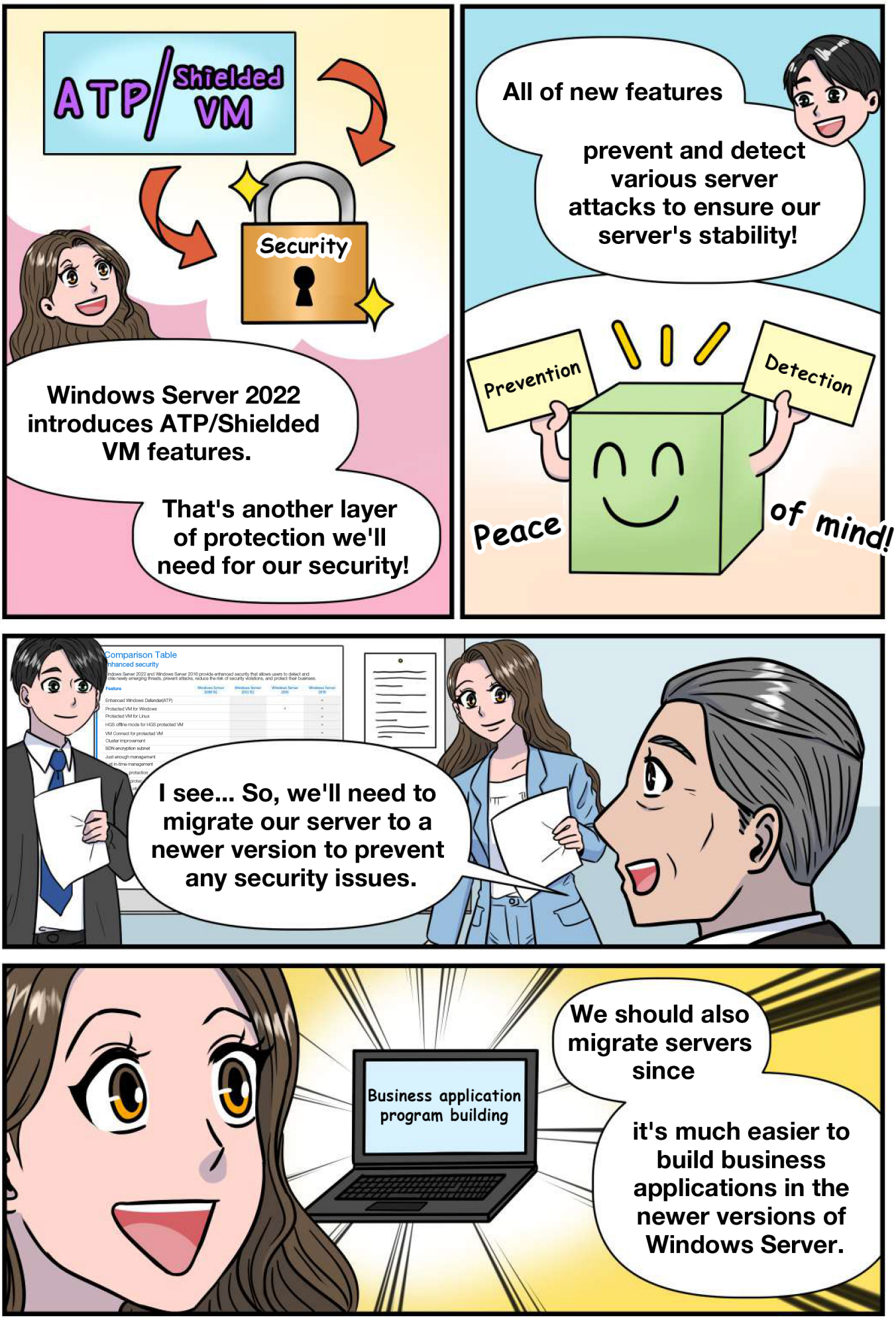
The ideal solution for the rapidly changing business market!

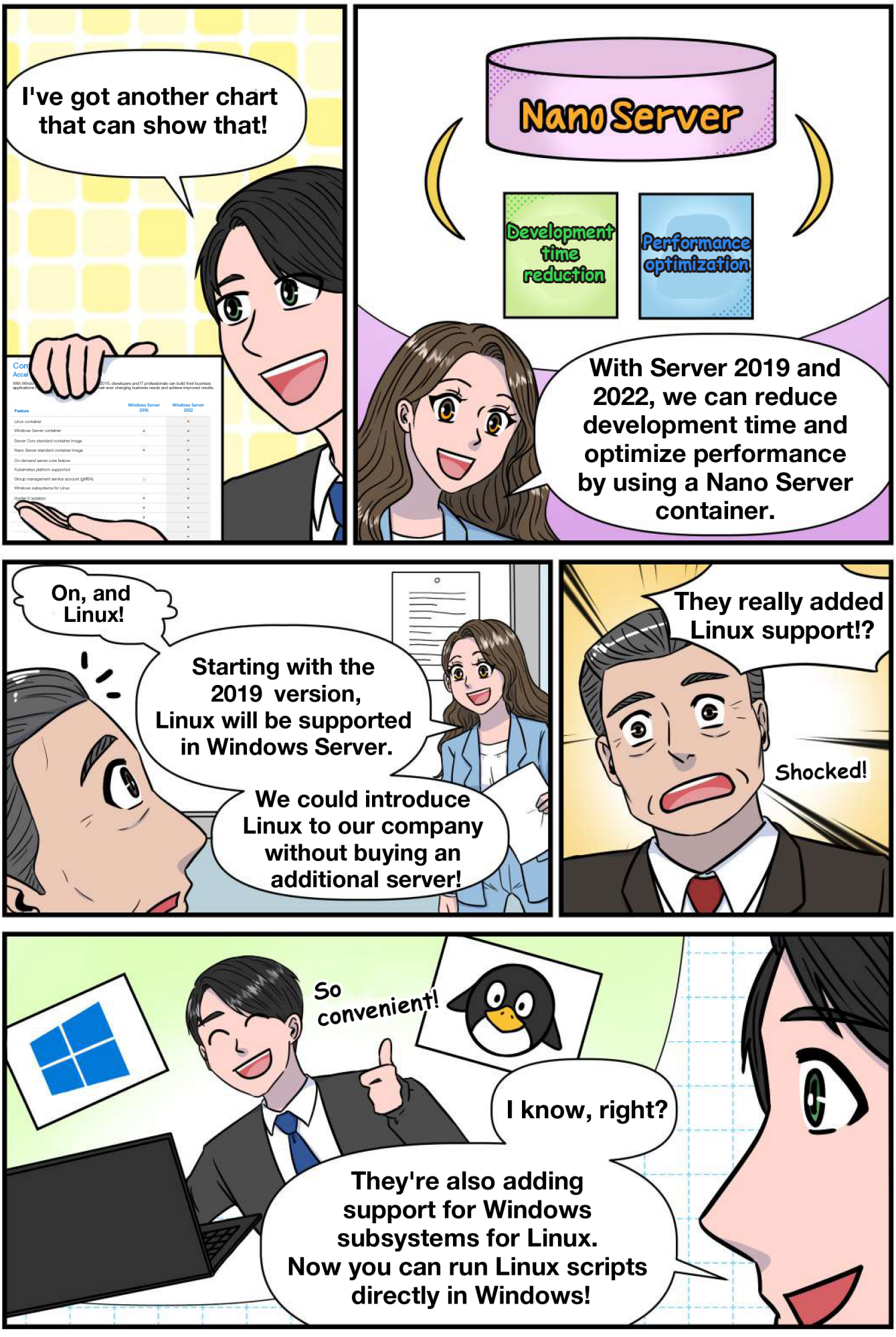
See what's new in Server 2022!

Windows Sever
2022




Hi, Chief!
Good afternoon!
So, you wanted to talk about server migration in today's meeting? I guess it must be pretty important.
Flapping~
It is! The security service for Windows Server 2008 expired, so we'll need to migrate to a more recent version!
Migration "is necessary!"
Here, I've got this chart that compares the differences between the 2008, 2012, 2016, and 2022 versions.
Comparison Table
Enhanced security
Windows Server 2022 and Windows Server 2016 provide enhanced security that allows users to detect and tackle newly emerging threats, prevent attacks, reduce the risk of security violations, and protect their business.
Feature
Enhanced Windows Defender(ATP)
Protected VM for Windows
Protected VM for Linux
HGS offline mode for HGS protected VM
VM Connect for protected VM
Cluster improvement
SDN encryption subnet
Just enough management
Just in-time management
Credential protection
Control flow protection
Remote credential protection
Device protection
Dynamic access cont
App Locker
Bit Locker
Windows Server 2008 R2
Windows Server 2012 R2
Windows Server 2016
2022
Partially supported
Fully supported
If you look at the 2022 version, you'll see it has way more security features than the previous versions.

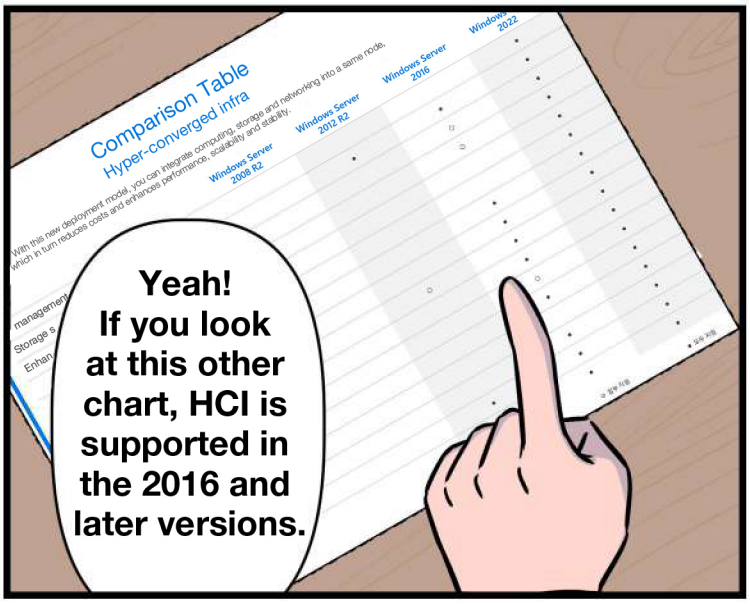

ATP/Shielded VM
Security
Windows Server 2022 introduces ATP/Shielded VM features.
That's another layer of protection we'll need for our security!
All of new features
prevent and detect various server attacks to ensure our server's stability!
Prevention
Detection
Peace of mind!
Comparison Table
Enhanced security
I see... So, we'll need to migrate our server to a newer version to prevent any security issues.
Business application program building
We should also migrate servers since
it's much easier to build business applications in the newer versions of Windows Server.


I've got another chart that can show that!
Nano Server
Development time reduction
Performance optimization
With Server 2019 and 2022, we can reduce development time and optimize performance by using a Nano Server container.
On, and Linux!
Starting with the 2019 version, Linux will be supported in Windows Server.
We could introduce Linux to our company without buying an additional server!
They really added Linux support!?
Shocked!
So convenient!
I know, right?
They're also adding support for Windows subsystems for Linux. Now you can run Linux scripts directly in Windows!

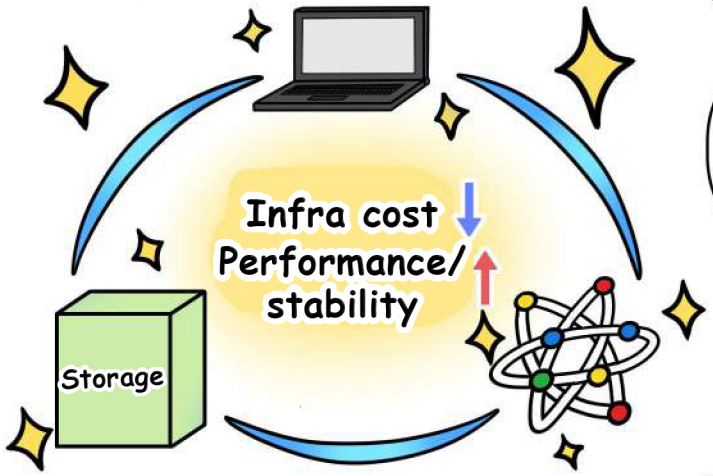
What about HCI? I remember it being pretty hard to build HCI in Windows Server 2008...

Is it easier in the 2022 version?

We actually need HCI...



Yeah! If you look at this other chart, HCI is supported in the 2016 and later versions.



Now, the 2022 version supports the integration of computing, storage, and networking with a single node.

For us, that would reduce infra costs and enhance performance and stability!

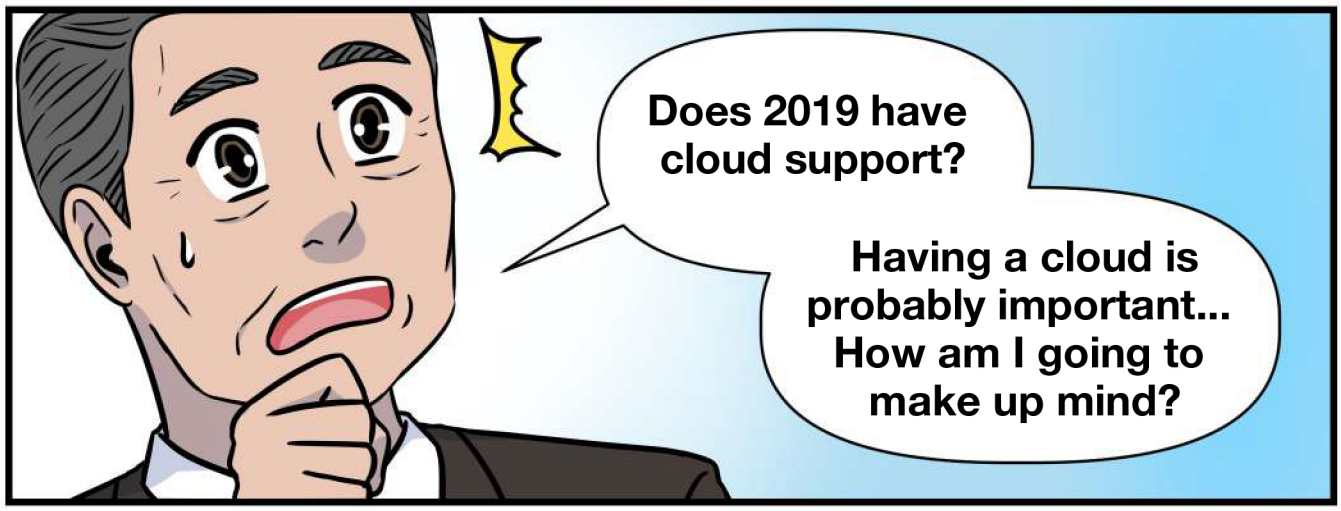
The latest versions sure offer quite a lot of features.

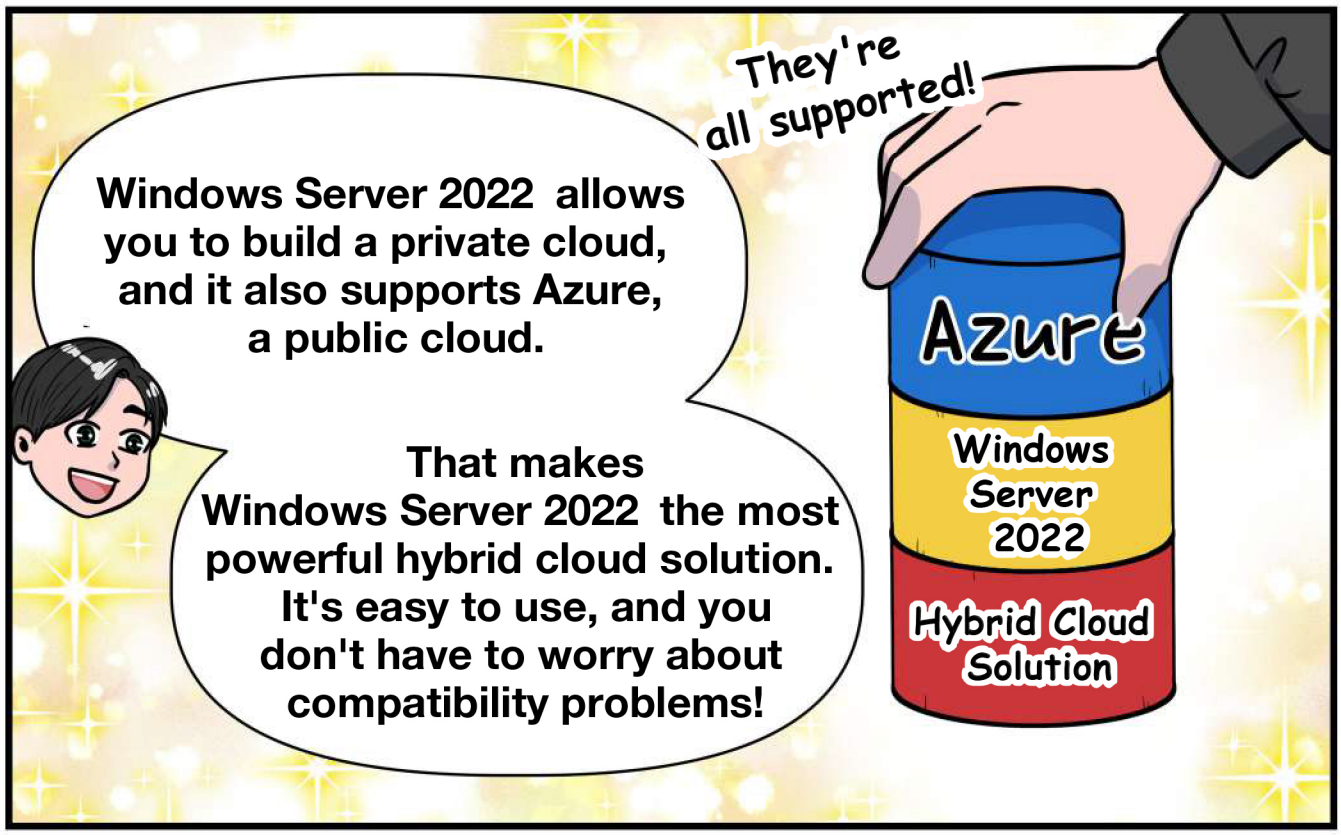
But it looks like Server 2019 has everything we might need.

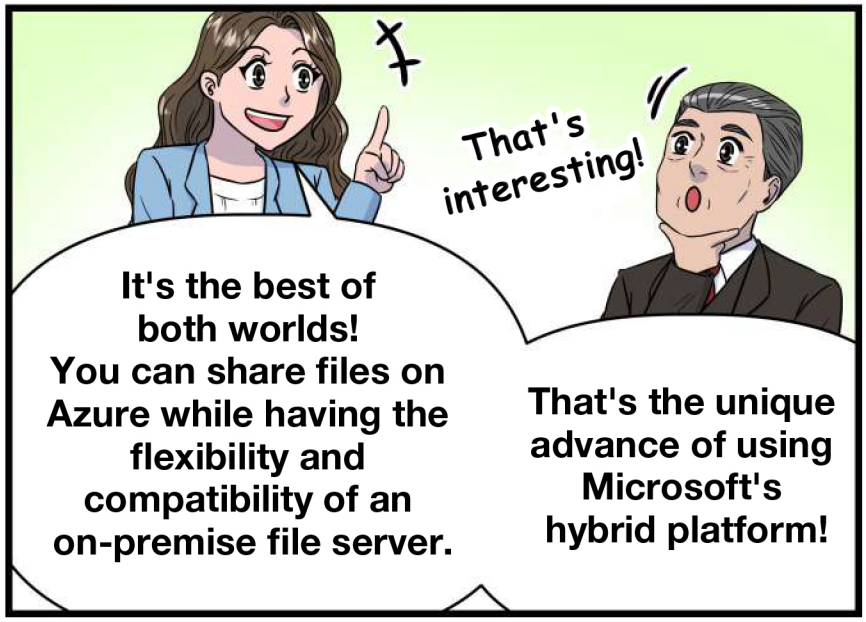
What do you think about migrating to the 2019 version? We'd save some costs that way.

Windows 2019 is a great server, but 2022 has improvements that make work easier for us.

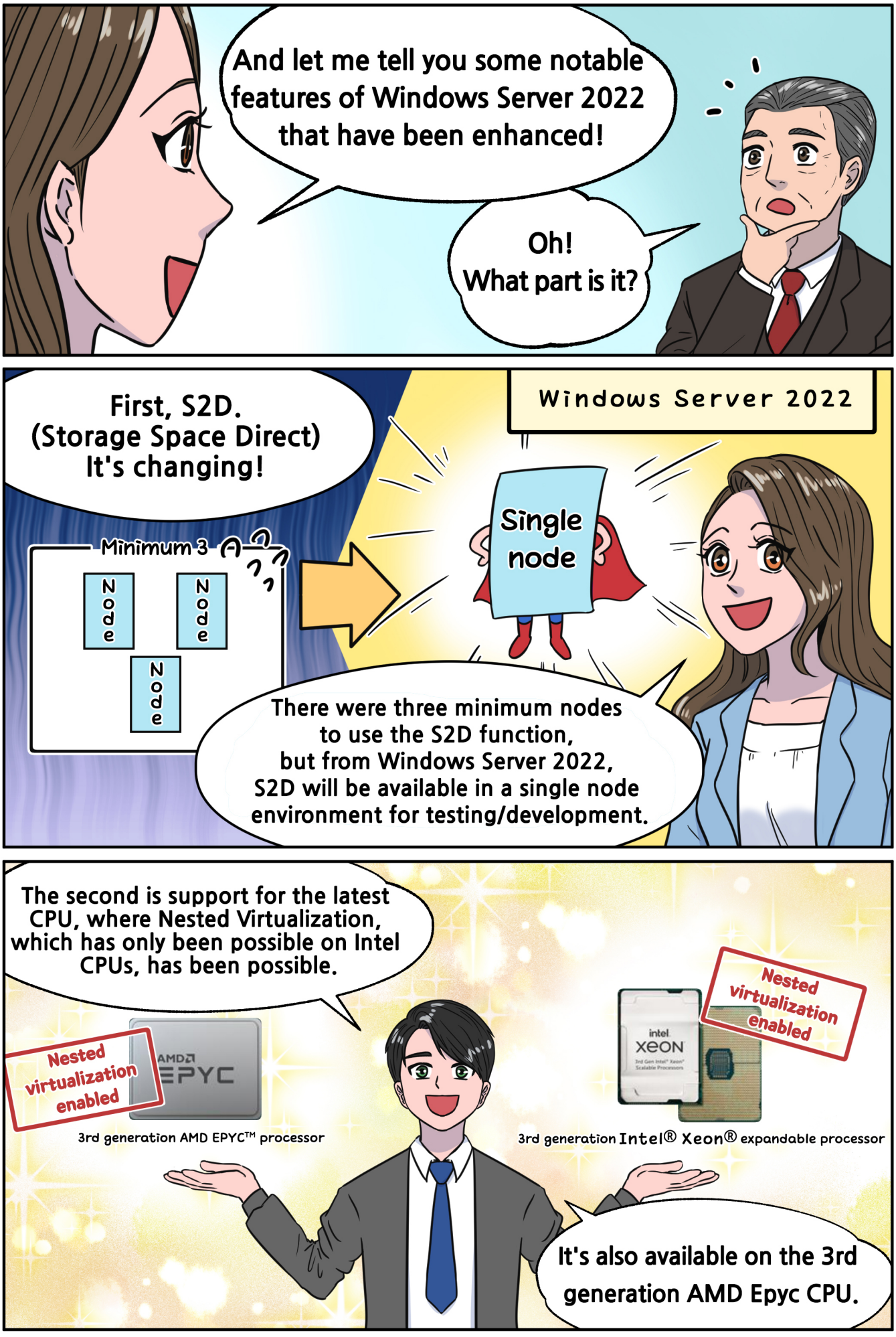
I strongly recommend 2022!


Does 2019 have cloud support?
Having a cloud is probably important... How am I going to make up mind?

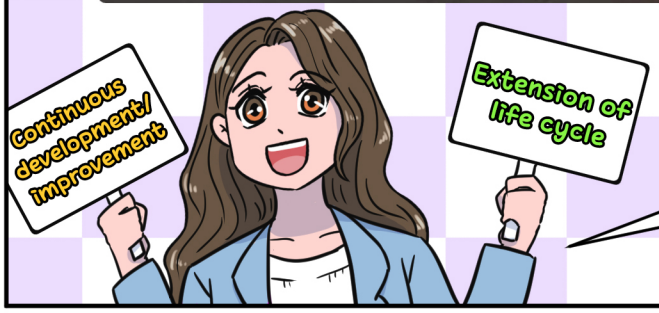

Windows Server 2022 allows you to build a private cloud, and it also supports Azure, a public cloud.
That makes Windows Server 2022 the most powerful hybrid cloud solution. It's easy to use, and you don't have to worry about compatibility problems!
They're all supported!
Azure
Windows Server 2022
Hybrid Cloud Solution


That's interesting!
It's the best of both worlds! You can share files on Azure while having the flexibility and compatibility of an on-premise file server.
That's the unique advance of using Microsoft's hybrid platform!

Hmm...


And let me tell you some notable features of Windows Server 2022 that have been enhanced!
Oh! What part is it?
First, S2D. (Storage Space Direct) It's changing!
Minimum 3
Node
Node
Node
Windows Server 2022
Single node
There were three minimum nodes to use the S2D function, but from Windows Server 2022, S2D will be available in a single node environment for testing/development.
The second is support for the latest CPU, where Nested Virtualization, which has only been possible on Intel CPUs, has been possible.
Nested virtualization enabled
AMD EPYC
3rd generation AMD EPYC™ processor
Nested virtualization enabled
intel XEON
3rd generation Intel® Xeon® expandable processor
It's also available on the 3rd generation AMD Epyc CPU.

Third, support for containers continues to expand!

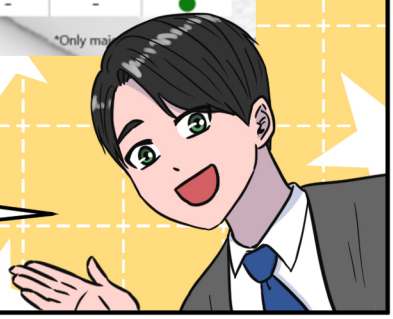


Continuous development and function improvement are being made so that there is no inconvenience in the development environment and actual use environment, and the container life cycle has also increased from 18 months to "5 years."

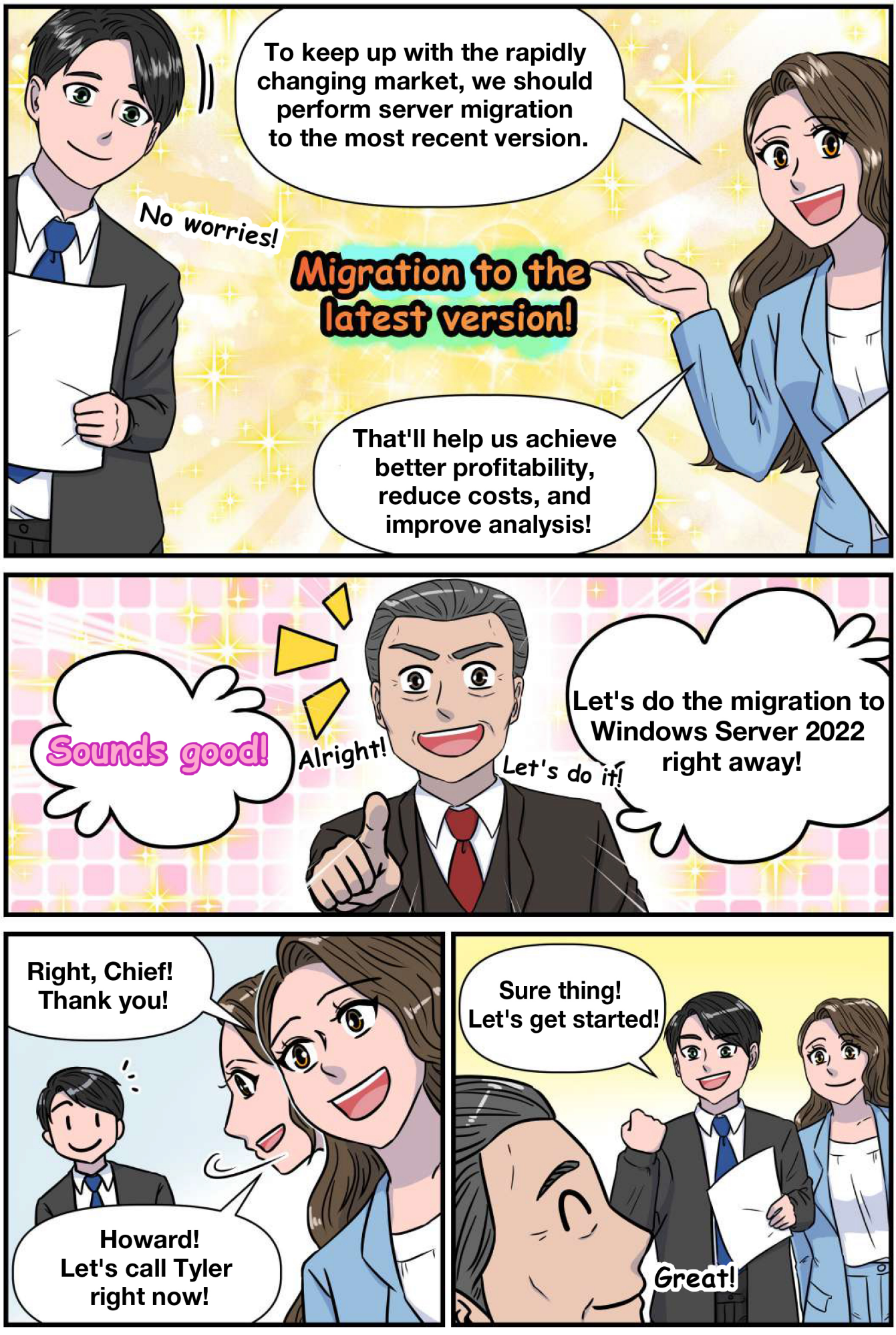
Windows Server 2022 Feature Summary

Use Cases	Key Features	WS 2019 Std	WS2019 DC		WS2022 Std	WS2022 DC	AzStack HCI
Security All-up	Secured Core	-	-		●	●	●
	System Guard for data corruption attacks	-	-		◑	◑	◑
	Secure DNS client over HTTPS (DoH)	-	-		●	●	●
	Secured data at rest and in transit (AES-256 Encryption)	-	-		●	●	●
	Support for TLS 1.3	-	-		◑	◑	◑
Physical Machine	Increased Memory Support (5-level paging support to support larger memory servers)	-	-		◑	◑	◑
Virtualization Server	Virtualization Rights	2 VMs	unlimited		2 VMs	Unlimited	-
	Software Defined Network/Storage	-	○		-	◔	●
	Storage Spaces Direct	-	○		-	◔	●
	Storage Replica	-	○		-	◔	●
	In-place upgrades from WS2012 to WS2021	-	-		●	●	●
Containers	Containers Rights	Unlimited	Unlimited		Unlimited	Unlimited	-
	Hyper-V containers	Limited	○		Limited	◔	◔
	Faster and small images	○	○			◑	◑
Hybrid	Hotpatch	-	-		-	-	●
	Extended Network	-	-		-	-	●
	SMB over QUIC	-	-		-	-	●

● 2021 new feature ◑ Enhancement ◔ Quality improvement ○ 2019 feature as is - Not present *Only ma



Finally, the license part is the same as before, but there is a change in the Essential Edition so that only 1CPU-10Core can be used.


To keep up with the rapidly changing market, we should perform server migration to the most recent version.
No worries!
Migration to the latest version!
That'll help us achieve better profitability, reduce costs, and improve analysis!
Sounds good!
Alright!
Let's do it!
Let's do the migration to Windows Server 2022 right away!
Right, Chief! Thank you!
Howard! Let's call Tyler right now!
Sure thing! Let's get started!
Great!

Sales Guide : Windows Server 2022 and Windows Server 2019

How to win

- Understand your customer's challenges and goals with their current hardware and software. Build the conversation around how modern hardware with a newer version of Windows Server will enable enhanced security, better data analysis, and the flexibility to migrate to the cloud.
- Identify and select features and benefits that resonate because they pertain to identified customer pains.
- Highlight how Windows Server 2022 and Windows Server 2019 offers a complete on-premises to cloud solution.
- Lead with Windows Server 2022. Windows Server 2022 builds on the foundation of Windows Server 2016, offering new and more advanced capabilities

What to avoid?

- Don't openly critique the capabilities of Windows Server 2019. Focus on the value and benefits of upgrading to modern hardware with Windows Server 2022.
- Direct the conversation to Microsoft providing direct business benefits, including enhanced security, better data analysis, and the flexibility of cloud on their terms.
- Make sure the customer understands the direct business impacts by maximizing their technology and infrastructure investments with Windows Server 2022, including higher sales and profitability, lower costs, and better analysis.

Questions to ask your customer

- Do you need more security features beyond just-in-time administration and app locker, such as ATD (advanced threat defender) and shielded VMs for Linux?
- Do your hybrid capabilities extend beyond file synchronizations to Azure and VM projection?
- Are you planning on running both Windows Server and Linux containers?
- How old is your server hardware and what operating system are you using? Have you had to spend money to maintain them recently?
- Are you aware of the security risks associated with outdated hardware and software?

If your customer is deciding between Windows Server 2022 and Windows Server 2019 then...

They can experience improvements in hybrid capabilities, enhanced security, faster innovations of applications, and unprecedented hyper-converged infrastructures when they upgrade to Windows Server 2022.	Frame the story around how Windows Server 2022 is built on the strong foundation of Windows Server 2019, but provides improvements and new features. Highlight how Windows Server 2022 will help their business do more, faster with better insights and performance across their organization.
They can better protect their business data by upgrading to Windows Server 2022 and taking advantage of new security features.	Start by discussing how Windows Server 2022 introduces new security features with an emphasis on three particular areas: protect, detect, and respond. Windows Server 2022 brings in new Shielded VM functionality with VMConnect and Windows Defender Advanced Threat Protections (ATP), which provides preventative protection and detection against attacks.
They understand the importance of transitioning to the cloud, but may not be aware of the new hybrid capabilities that Windows Server 2022 has to offer	Highlight how Windows Server 2022 is the operating system that bridges on-premises and the cloud that provides a hybrid approach not available with Windows Server 2019. The Windows Server 2022 hybrid approach allows them to use Azure to their benefit by helping with the storage migration service, providing system insights, protecting VMs, synchronizing file servers, and providing enhanced AD authentication.
Their developers and IT pros can benefit from Windows Server 2022, which will enable them to build business applications more quickly	Showcase how Windows Server 2022 lets them run both Windows Server and Linux containers. Offering smaller container image sizes which significantly improves the experience of developers and IT Pros who are modernizing their existing applications using containers. In addition, with Windows Server 2022, they can see improvements to WSL, which help Linux users bring their scripts to Windows while using industry standards like OpenSSH, Curl & Tar
They may be able to benefit from a hyper-converged infrastructure (HCI), and Windows Server 2022 will allow them to take advantage of this latest trend in the server industry.	Discuss how Windows Server 2022 will evolve their servers with HCI. This new deployment model allows them to consolidate compute, storage, and networking into the same nodes, resulting in reduced infrastructure costs while getting better performance, scalability, and reliability.

Microsoft