



Modernised virtualisation for the NHS.

Reduce spend. Improve access. Retire legacy.

“We are now requesting that all NHS providers reduce their corporate cost growth by 50% during Quarter 3 2025/26. These savings should be reinvested locally to enhance frontline services.”

[Sir James Mackey, Chief Executive, NHS England](#)



The challenge faced

Many NHS Trusts still rely on traditional virtualisation platforms like Citrix or VMware to deliver secure desktop access across clinical and non-clinical teams. But rising licensing costs, ageing infrastructure, and increasing support overheads are driving up operational spend at a time when every pound needs to go further.

Meanwhile, most NHS organisations already have access to Microsoft virtualisation tools—such as Azure Virtual Desktop (AVD) and Windows 365—through existing Enterprise Agreements. Yet these powerful, cost-effective alternatives remain underutilised.



The Trustmarque solution

Trustmarque helps NHS Trusts move from legacy virtualisation platforms to modern Microsoft-native solutions—maximising existing investments while eliminating unnecessary cost and complexity. We deliver a full end-to-end modernisation programme, including:

- ✓ Estate assessment and user profiling
- ✓ Cost modelling and Microsoft licensing optimisation
- ✓ Migration to Azure Virtual Desktop or Windows 365
- ✓ Support for hybrid or phased transitions
- ✓ Decommissioning and exit planning for legacy platforms

Whether you're looking to replace Citrix, reduce your VMware dependency, or create a cloud-first desktop strategy, Trustmarque can help you achieve it quickly, securely, and with minimal disruption.

Expected outcomes

- ✓ **Six figure** annual savings by retiring expensive legacy platforms
- ✓ No additional licensing cost for many NHS users already on Windows E3/E5 or M365
- ✓ Reduced IT overhead through simplified estate management and automation
- ✓ Improved access and flexibility for hybrid and mobile workers
- ✓ Enhanced security with Microsoft identity, conditional access, and compliance tooling

Real world savings

One NHS Trust migrating from Citrix to Azure Virtual Desktop saved over £100,000 per year in licensing and infrastructure costs.

The Trust also improved end-user experience, simplified management, and reduced their cyber risk profile, all while **using entitlements already included in their Microsoft agreement.**



NHS Smart Spend Initiative

Trustmarque is a UK-based, proven and trusted IT partner to the NHS, supporting over 60% of healthcare organisations across all four UK nations.

As one of the top seven IT suppliers to the NHS, we've launched our Smart Spend Initiative to help the NHS release rapid savings, increase capacity to care, enabling Trusts to transform at speed.

Let's make your virtualisation work harder.

If your Trust is still paying premium prices for outdated platforms, now is the time to review. Trustmarque can help you map a smarter, more cost-effective virtualisation strategy using the tools you already own.

Contact Trustmarque's NHS Team today.

nhssmartspend@trustmarque.com

<https://trustmarque.com/industries/healthcare>