

CASE STUDY

VUZION AND NUVEM LOGIC



PARTNER NAME:
NUVEM LOGIC

PARTNER SECTOR:
IT SERVICES PROVIDER

PRODUCT FOCUS:
MICROSOFT 365

Partner profile

Based in Newbury, Berkshire, Nuvem Logic is a cloud-first solutions provider, specialising in Microsoft technologies, and focusing on supporting businesses in moving from on-premises to the cloud. Delivering a full lifecycle service, Nuvem Logic utilises a mixture of public, private and hybrid cloud technologies, supporting businesses from project inception, through to design and deployment, ongoing support and managed services.

Established in 2017, the company utilises 20+ years' experience in delivering IT and technical infrastructure solutions. Working with blue-chip companies, the company has also seen demonstrable market potential within the SMB sector.

Moving focus from Office 365 to Microsoft 365

Charlie Airey, Director at Nuvem Logic: "We have a cloud first approach, and put priority on ensuring that we keep abreast of the trends in cloud development.

"We're seeing an increasing demand for cloud products and managed services, across industry and business sector.

"With our core offering for the past two and a half years Microsoft Office 365, we are now positioning Microsoft 365 as the primary go to service, due in great part to the growing focus on security and managed access requirements."



Microsoft 365

Microsoft 365 brings together Office 365, Windows 10, and the best of EM+S (Enterprise Mobility + Security) to deliver a complete, intelligent, secure solution, created to enhance employee productivity and company security.

Available in Enterprise (E3 and E5) and Business edition, the latter has been created for businesses with up to 300 users, incorporating Office 365 Business Premium, and tailored Windows 10 Business and EM+S capabilities.

Features include:

- Latest versions of Office 365 applications – Word, Excel, PowerPoint, Access, etc.
- Email and calendar-use, via Outlook and Exchange
- 1TB file storage, access from anywhere
- Automatic upgrade to Windows 10 (from 7 and 8.1 Pro)
- Simplified administration and deployment
- Data protection controls
- Cyberthreat protection



Nuvm Logic's Microsoft 365 customer story

Nuvm Logic had been working with a large, blue chip, wealth management company, providing a number of Office 365 subscriptions through CSP (Cloud Solution Provider programme) and carrying out infrastructure-based requirements.

The organisation – with multiple sites and entities, locations across Europe, and 300-400 users, plus entity users – was using a separate solution outside Microsoft for security and mobile device management.

Airey explains: “A primary focus for the company was around security, particularly as they hold extremely sensitive information. A key driver for the move to Microsoft 365 was the requirement to enhance security.

“They were already looking at EM+S – and, to be honest, I hardly had to sell the idea of the move, as they were also using Windows 10 purchased via separate licensing programs. The more we spoke, the more the business could see the benefits.”

The customer's upgrade to Microsoft 365 has resulted in:

- The improved security provision the company was looking for
- The ability to transfer mobile devices to Intune
- Integrated systems and licences
- The elimination of separate app management
- Vastly improved reporting and analytics
- And cost-savings

Licences were purchased within a month, and the security service has now been implemented.

Feedback has been overwhelmingly positive, with the addition of advanced threat protection (ATP), enhanced managed access to applications and data and the additional reporting features provided through PowerBI dashboards, giving them a top-level, single pane of glass view of the data across all aspects of the business.

Airey: “The company now has the ability to apply security and access policies across everything, and not just email, as they'd only been able to do before.

“The company is also using Teams and Skype for Business, and currently transitioning mobile devices from Citrix XenMobile to Microsoft Intune.

“The company's next-step focus is around data governance and retention services.”

Nuvm Logic and Vuzion

Nuvm Logic has been a partner with Vuzion for just under a year.

Airey: “We evaluated the list of direct providers sent to us by Microsoft, using a robust and diligent process, and embarking on a series of calls and requesting numerous pieces of information and demos.

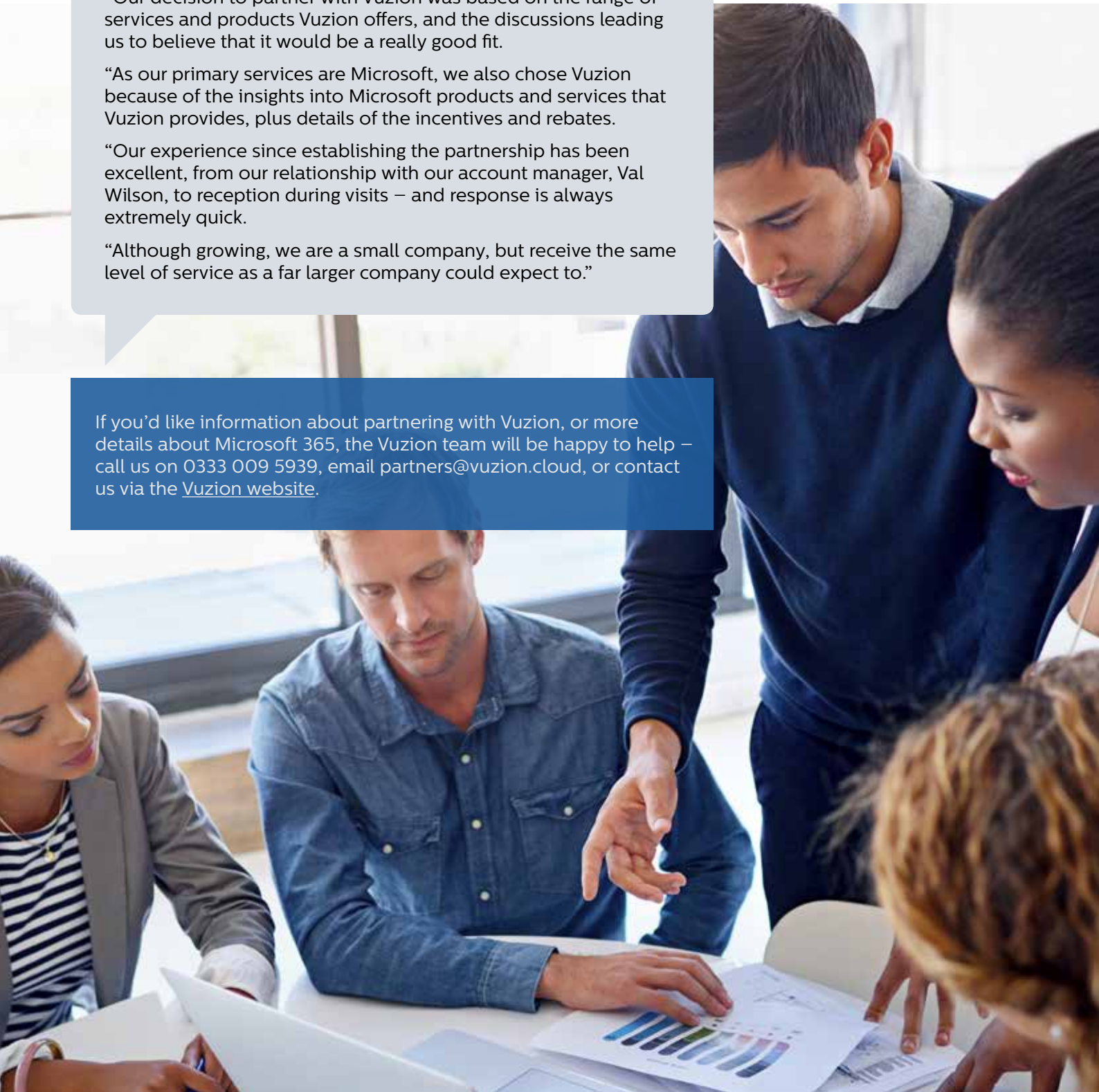
“Our decision to partner with Vuzion was based on the range of services and products Vuzion offers, and the discussions leading us to believe that it would be a really good fit.

“As our primary services are Microsoft, we also chose Vuzion because of the insights into Microsoft products and services that Vuzion provides, plus details of the incentives and rebates.

“Our experience since establishing the partnership has been excellent, from our relationship with our account manager, Val Wilson, to reception during visits – and response is always extremely quick.

“Although growing, we are a small company, but receive the same level of service as a far larger company could expect to.”

If you'd like information about partnering with Vuzion, or more details about Microsoft 365, the Vuzion team will be happy to help – call us on 0333 009 5939, email partners@vuzion.cloud, or contact us via the [Vuzion website](#).



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About Vuzion

A modern, value-add cloud aggregator, Vuzion's aim is to enable partners to grow a long-term, future-proof, and profitable cloud-based business. We offer a complete cloud service delivery platform and smart ecosystem of cloud, managed and professional services, plus a range of business success services, provisioning and billing services.

Leveraging over 20 years' experience in the cloud, Vuzion is a Microsoft Gold Partner and CSP indirect provider (CSP distributor), while also partnering with other cloud service providers, including Acronis, BitTitan, DocuSign, Mimecast, and Symantec.

For more information about Vuzion, contact the Vuzion team on +44 333 009 5939, email partners@vuzion.cloud, or visit the website, www.vuzion.cloud. We're here to help.

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- UK top three Office 365 reseller
- 24*7 support
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