

CASE STUDY

VALTO AND MICROSOFT OFFICE 365

October 2018



PARTNER NAME:

VALTO

PARTNER SECTOR:

**CLOUD TECHNOLOGY
SPECIALISTS**

PRODUCT FOCUS:

MICROSOFT OFFICE 365

Partner profile

Valto is a leading Microsoft technology specialist. Their business practice is based on the tenet that, "Technology is forever changing, as is the way that we do business," and it's, therefore, essential to keep up-to-date with the advancements in technology to be able to offer the best solutions to their customers.

Based in Cheshire, the five-strong company, builds on extensive experience providing Microsoft consultancy, with particular expertise in Office 365, Teams, and SharePoint.

The company was established 20 months ago, and has been a Vuzion partner for 18 months.



Microsoft Office 365

Office 365 is Microsoft's cloud-based suite that combines the familiar Office tools on which businesses have come to rely, with next-generation communication, collaboration and productivity applications.

Scalable to meet individual need, and flexible to be able to meet a customer's ongoing business development, Office 365 is available in a variety of plans, to enable the individual customer to invest in the tools and applications that will bring the greatest boost to productivity, efficiency, and security within the workplace, in the most cost-effective way.



The benefits for the customer

Hugh Valentine, Managing Director Valto, says, "We sell Office 365 because there is just no other competing product on the market."

"The benefits to the customer include:

- Flexibility
- The elimination of having to renew servers and other hardware every four years
- Always having the latest updates
- Enabling the ability to co-work
- Being safe and protected
- Working on a simple-to-use platform

"At Valto, we work remotely. We meet up in the office once a week, but otherwise we're based in our individual homes. We can do that because of the tools in Office 365."



The benefits for the partner

For the partner, Office 365 provides the opportunity to:

- Own the customer relationship and the billing subscription
- Wrap around additional services – support, managed services, etc
- Access rebates and up-front margins
- And realise ongoing value by continuing to develop user engagement and driving adoption of further capabilities and services – the customer becomes stickier!

Valto's Office 365 customer story



Valto's customer: a group of companies providing construction and agricultural equipment for hire and related construction management focused activities, with 500 users based across the UK.



The project: after investigating the product, the Group was convinced that SharePoint was the right solution for their organisation.

In particular, they identified a number of key areas where SharePoint would improve work practices, and which include:

- The ability to easily locate documents and Information
- Automating various manual processes, such as for ISO (International Organisation for Standardisation) management and leave request review
- A data structure reorganisation to better meet the Group's needs
- Improved accessibility to data



Valto's solution:

The process began with Valto giving an Office365 and SharePoint overview and hosting a workshop to identify the Group's requirements.

Deployment was on a phased basis, and included implementation of:

- A branded communication and intranet homepage
- Leave request management
- ISO management
- Project management



Results, Return on Investment and Future Plans

Hugh Valentine: "The benefits for the Group were immediate. From the initial deployment and with the new structure created in SharePoint the organisation could easily find information.

"The ISO process meant that the next audit was much easier, and the leave request process saved huge amounts of administration time, with users no longer having to manually populate and approve forms."

Valto and Vuzion

Valto has been a Vuzion partner since their inception 20 months ago, and is a Microsoft CSP (Cloud Solution Provider) partner.



Hugh Valentine: “The CSP programme is perfect for us. It enables us to maintain and develop the relationship with the customer, along with providing billing and managed services.

“We chose to partner with Vuzion for a variety of reasons. When we have a new opportunity, their support is incredible. For example, when we were moving the customer in the case study onto SharePoint Online, the advice and support from Vuzion included pre-sales advice and technical assistance.

“We also appreciate the product advice and information that Vuzion sends. The most recent event we attended, one of their partner education ‘Love Cloud’ series, focused on Microsoft Office 365, and the latest updates and news. It’s great to have these pieces of information, that allow us to create an informed sales strategy.”

“And their marketplace platform, Vuzion CORE, is fantastic – simple and easy to use, That’s a real draw for us.”

If you’d like information about partnering with Vuzion, or more details about Microsoft Office 365, the Vuzion team will be happy to help – call us on 0333 009 5939 or email partners@vuzion.cloud.

Contact us:

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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.

- #1 UK hosted provider
- UK top three Office 365 reseller
- 24*7 support
- UK datacentre



- Gold Cloud Platform
- Gold Cloud Productivity
- Gold Small & Midmarket Cloud Solutions
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- Gold Datacentre



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