



CASE STUDY

Scalable and flexible
windows virtual
desktop solution
**with zero
out-of-pocket costs**

Get more to go onTM

OVERVIEW

Picture this: For more than ten years, you have been one of the leading hardware and software systems integrators. But want to evolve to provide next-generation cloud, hybrid cloud, and network security services. You are constantly striving to deploy beyond the capabilities of the business and poised to execute on an aggressive growth plan, which is exciting. However, lately, you have been feeling the growing pains of a lack of cloud and next-generation delivery resources. You want to build a thriving practice, but the business does not support the needed investment yet. So, you turn to Quattro to leverage skilled resources when you need them – on demand.

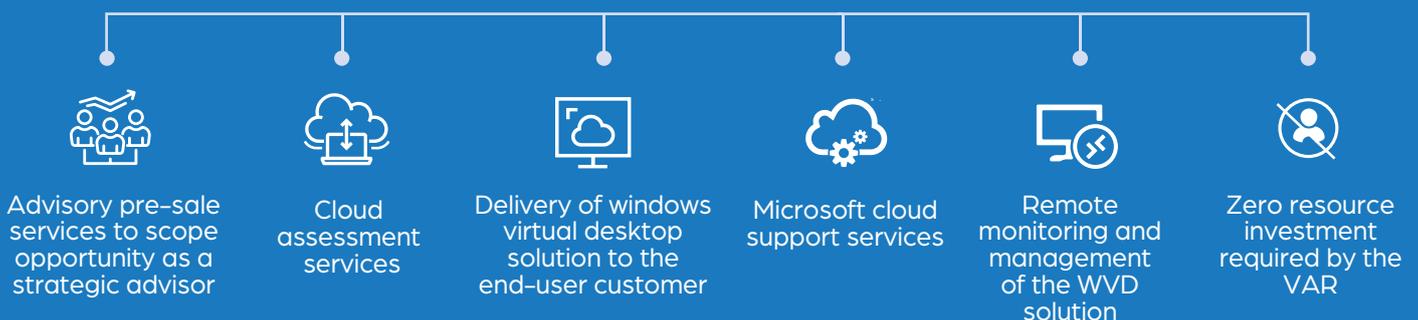
THE CHALLENGES

- Our reseller client had recently lost some market share to larger organizations that had already fully extended their offering to include cloud, hybrid cloud, and next-generation solutions.
- The reseller could not invest in presales and delivery resources until these revenue streams could begin supporting that investment, which he knew wouldn't happen quickly enough to meet customer demand. Thus, it would mean he would continue to lose business to competitors.
- Long term, as the reseller grows their practice, they knew that they would continue to struggle with onboarding new resources fast enough to support a transition to new revenues for selling cloud/hybrid cloud solutions.

OUR SOLUTION

In the absence of the reseller's internal skill capabilities, they leveraged Quattro's extensive domain and technology expertise skillset. Quattro was engaged to perform a detailed gap analysis to help the reseller's pre-sale resource access and scope the end-user customers' windows virtual desktop needs. We allowed the reseller to meet the customer's needs without having to invest in long-term resource hiring. Additionally, Quattro helped align the VAR for future solution offerings from migration and deployment to Day 1 support to help them grow their business until internal resource investment made sense.

Primary aspects of the solution included



BENEFITS

So now the client has more to go on:

- Enhanced quality delivery at a fraction of the cost to implement
- Zero out-of-pocket cost and investment to reseller VAR
- Enabled the VAR with on-demand scalability and shortened his sales cycle by 50%
- Opened up the VARs service offering for recurring revenue and growth potential
- Scalable, flexible, and cost-effective model for long-term strategic growth

ABOUT US

Quattro is a tech-enabled outsourcing firm, with over 25+ years of specialized experience, that's changing the way companies think about finance, accounting, and technology services. You get world-class teams combined with highly personalized services, and a portal that lets you see and manage everything online – all of which is rooted in our Get More To Go On strategy. It's how our clients around the world are able to see further, scale smarter, and stand stronger.

Our Service Spectrum includes:



Finance & Accounting



Technology Services

How we can give your organization More To Go On:



Our People:

We are a channel-friendly partner that owns the resolution, and ultimately, customer satisfaction.



Our Process:

We provide solutions within, and throughout, Assessment, Scope, Migration, Deployment, and Support.



Our Technology:

We are platform agnostic – we can work on your platform or bring you onto ours.

We'd love to help you **gear up for your tomorrow.**

Reach out to us: connect@quattrobs.com | Call: 866-622-7011

www.quattrobs.com



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