



CASE STUDY

Scalable and flexible  
Azure Virtual Desktop  
solution **with zero  
out-of-pocket costs**

Get more to go on<sup>TM</sup>

# OVERVIEW

**Imagine this:** For over a decade, you have established yourself as a prominent figure in the field of hardware and software systems integration. However, you now aspire to expand your services and venture into the realm of next-generation cloud, hybrid cloud, and network and cloud security. Your relentless pursuit of surpassing business capabilities and your ambitious growth plan have filled you with excitement. Nevertheless, recently, you have begun to experience the challenges that come with a lack of resources in cloud and next-generation delivery. You yearn to establish a thriving practice, but unfortunately, the necessary investment is not currently supported by the business. In light of this predicament, you turn to Quattrro, a reliable partner that can provide skilled resources whenever you require them – on demand.

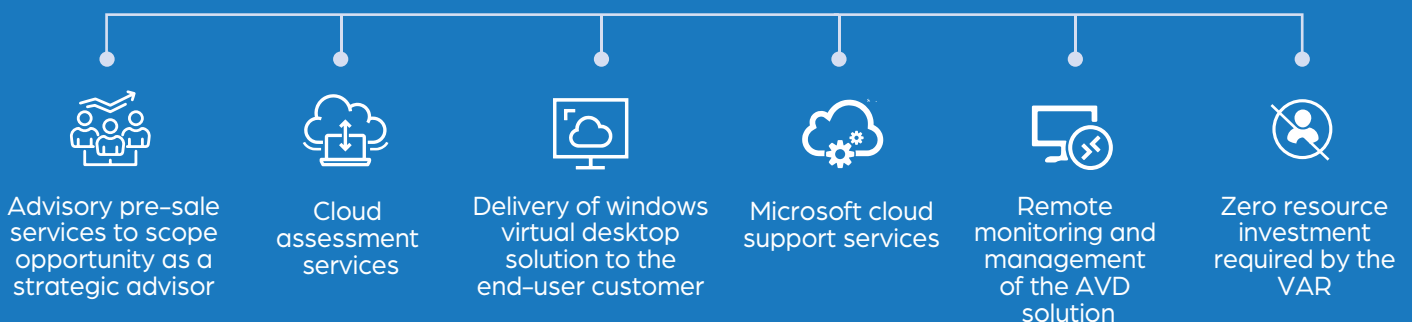
# THE CHALLENGES

- Our reseller client recently experienced a decline in market share due to larger organizations that had already expanded their offerings to include cloud, hybrid cloud, and next-generation solutions.
- The reseller was unable to allocate resources for presales and delivery until these revenue streams could sustain such an investment. Unfortunately, this process would not happen quickly enough to meet customer demand, resulting in continued loss of business to competitors.
- In the long run, as the reseller expands their practice, they anticipate ongoing challenges in onboarding new resources quickly enough to support a transition to selling cloud and hybrid cloud solutions and generating new revenues.

# OUR SOLUTION

In the absence of the reseller's internal skill capabilities, they utilized Quattrro's extensive domain and technology expertise. Quattrro was engaged to conduct a thorough gap analysis, aiding the reseller in accessing pre-sale resources and determining the specific requirements of the end-user customers' Azure virtual desktops. This allowed the reseller to fulfill the customer's needs without the need for long-term resource hiring. Furthermore, Quattrro assisted in aligning the VAR for future solution offerings, including migration, deployment, and Day 1 support, thereby facilitating their business growth until internal resource investment became viable.

## Primary aspects of the solution included



# BENEFITS

The client now has More to Go On:

- Improved quality delivery at a significantly reduced implementation cost.
- No upfront expenses or investment required for the reseller VAR.
- Empowered the VAR with the ability to scale on-demand, resulting in a 50% reduction in their sales cycle.
- Expanded the VAR's service offerings, allowing for recurring revenue and increased growth.
- Implemented a scalable, flexible, and cost-effective model to support long-term strategic growth.

# ABOUT US

A technology enabled value partner that's changing the way companies think about Technology services business outcomes. **The right Agile Business Enablement partner transforms your organizations ecosystem & business strategy trajectory up and to the right. #GetMoretoGoOn**

Our service spectrum includes:



Finance & Accounting



Human Resource Services

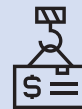


Technology Services

How we can give your organization more to go on:



Our People:  
Smart Sourcing & Trusted Advisor Approach



Our Process:  
We follow a 3-fold Approach of Lift & Shift, Standardization & Optimization, and Transformation



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@quatrobss.com](mailto:connect@quatrobss.com) | Call: 866-622-7011

[www.quatrobss.com](http://www.quatrobss.com)



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