

Azure Practice

**With us you get so
much more than Azure**

GIACOM. +  Microsoft

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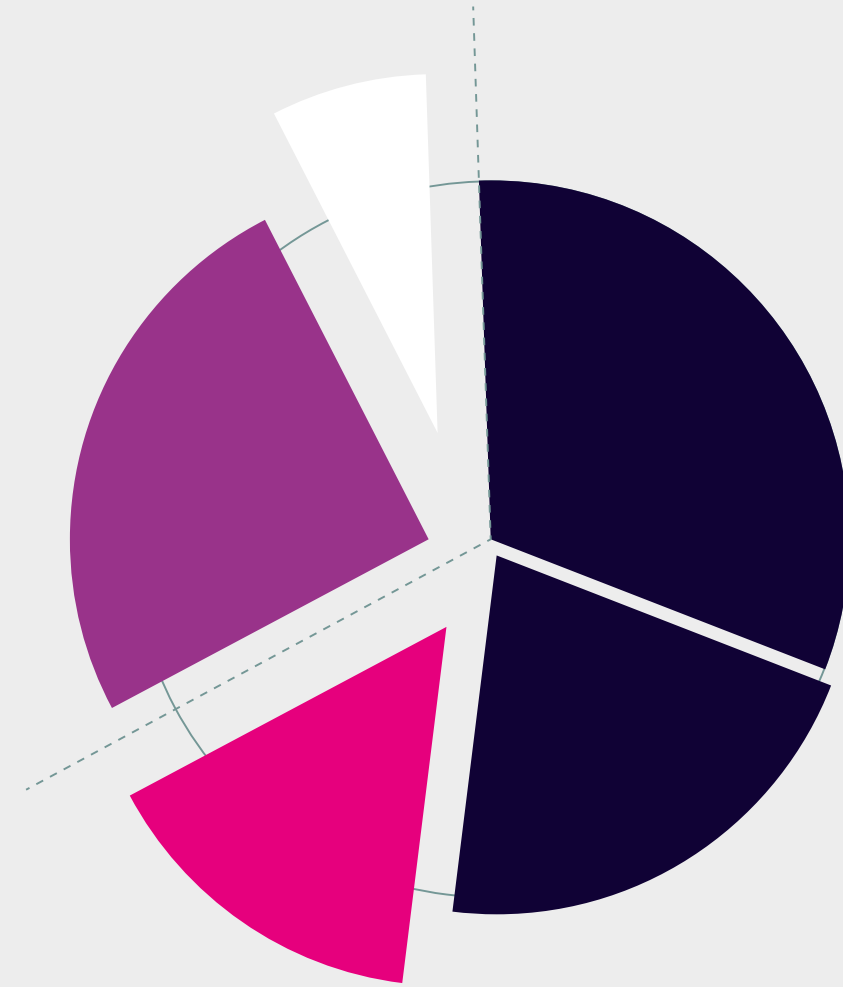
Scale your Azure revenue without scaling the size of your business.

Our Azure Practice team can act as an extension of your business, giving you an Azure experience like no other while empowering you to build your own Azure proposition.

Unlike other CSPs our whole Azure offer is built around 4 key success pillars:

1. Our Azure Practice Team
2. Training and Enablement
3. Go-To-Market Support
4. Simplified Azure Management, Reporting and Security

No matter if you have a comprehensive Azure proposition or you're at the start of your Azure journey, our Azure Practice provides the perfect partnership for your business.



We're with you every step of the way.

We know Azure can be complex, time consuming and expensive. That's why we're determined to make your Azure journey as simple as it can be with our unrivalled value-added services. We're investing in our specialist team and services so you don't have to.

What will our 4 key success pillars provide?

A dedicated team of Azure experts: From pre-sales engineers right through to solution architects, we're here to support you with your Azure proposition, go-to-market plans, commercial proposals and more.

Training and Enablement: Let our team support your team, by providing bespoke 121 training to upskill them in the areas you need it most. You'll also get access to our exclusive programme of technical and sales training and we'll keep you up to date with all the latest Azure developments as soon as we hear them from Microsoft.

Go-To-Market Support: We'll help you with everything from sales, marketing and commercial advice to creating a scalable and repeatable Azure proposition to enable an easier pathway to success.

Simplified Azure Management, Reporting and Security: We've partnered exclusively with CloudBolt to give our partners access to their leading Azure management platform. This enables increased insight and usage visibility, easier management of your Azure instances, superior on-demand reporting, as well as better security and compliance management.

You'll also get access to

Professional services: Keeping you ahead of your competitors by making sure you can go-to-market quickly.

Dedicated marketing resources: Access to a wealth of Azure collateral and resources at your fingertips (you can even brand these with your own company logo and contact details).

Transform the way you manage Azure... Introducing CloudBolt.

Simple, quick and scalable Azure Management sounds like something MSPs can only dream of, right? Wrong...

Introducing CloudBolt Cloud Management Platform - the easy way for you to manage your Azure Cloud subscriptions and monitor cloud financials, continuously optimise your cloud resources and proactively secure your environment to stay compliant with real-time insights.

And as their first UK distributor, we're thrilled CloudBolt is available exclusively free of charge to our Azure partners to use as part of their managed service.

Exclusive to Giacom.



With CloudBolt you'll be able to

Visualise Azure Storage

- Easy-to-use customisable dashboards
- Highly accurate, extremely granular cost reports

Customise Commercials

- Set margin rates for each of your clients
- Allow your customers to see their actual costs in real-time

Have Enhanced Security

- Automatic threat identification o300+ Security Checks, CIS, PCI-DSS oNIST Compliance
- Visualise threats in simple dashboards
- Recommend and automate required actions to relevant users

Benefit Ffrom Flexible Set-Up

- White label the platform for each of your clients
- Tailor access for each organisation and individual users

Optimise Spending

- Save 30-40% on Azure usage
- Real-time performance and usage recommendations
- Make automated actions to drive on-going optimisation

Meet our team of Azure experts.



Solution Architect Peter McLeavery

With years of Cloud experience under his belt, Peter is here to support you with all things Azure, from pre-sales engagements and architecture design through to implementation, costing & optimisation and governance.

Specialises in: Azure Virtual Desktop; Networking; Azure Policy; W/S & SQL Migrations

Certifications: AZ-305 (Azure Solutions Architect); AZ-140 (Azure Virtual Desktop Speciality); AZ-500 (Azure Security Engineer); AZ-700 (Azure Network Engineer)

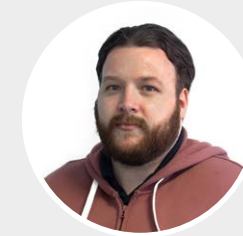


Cloud Pre-Sales Engineer Luke Palmer

Luke has led many digital transformation projects resulting in unrivalled expertise when it comes to all things Azure, with a particular focus on Azure Virtual Desktop and Networking.

Specialises in: IaaS; Azure Virtual Desktop; W/S & SQL Migrations; Storage

Certifications: AZ-104 (Azure Administrator Associate)



Cloud Pre-Sales Engineer Danny Morfitt

With a wealth of Cloud knowledge and a specific focus in Security, Danny is one of your go-to Azure experts.

Specialises in: Networking; Security

Certifications: AZ-305 (Azure Solutions Architect); AZ-700 (Azure Network Engineer)



Azure Product Manager Desirre Kaluza

Desirre has a wide range of experience, from operational to process improvement. Her goal is to enhance our Azure product offering, enabling you to do more with less.

Specialises in: Azure

Certifications: AZ-900 (Azure Fundamentals)

Want to know more? Get in touch.

Our Azure Team are ready and waiting to support you.
Reach out to us direct on azurepractice@giacom.com
or call **0330 8221 302**