



ITPS

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## Empowering clients' businesses with Microsoft Azure cloud services

Many organizations are looking to move their IT systems to the cloud. With a turnkey hybrid cloud platform from Lenovo and Microsoft, ITPS will be able to offer popular Microsoft Azure services from the control and security of its own data center – giving clients the best of both worlds.



Lenovo™





Cloud services – what’s all the hype? It’s a question that ITPS gets a lot. The UK-based IT services provider has been delivering public, private and hybrid cloud solutions to clients around the globe for more than a decade, and knows all about the benefits that the cloud can bring.

Paul Anderson, Operations Director at ITPS, begins: “Moving IT to the cloud offers greater flexibility, improved resiliency and availability, and tighter cost control. Small wonder, then, that cloud is an attractive prospect for so many companies.”

With more and more businesses looking to cloud computing, it’s no surprise that the popularity of Microsoft Azure services has skyrocketed in recent years. For ITPS, with their focus on customer service, this presented an opportunity to expand on their portfolio of services.

“Our goal is to always deliver the best service to our clients,” says Paul Anderson. “That’s why we decided to join the Microsoft Azure Stack Early Adopters Program. With Microsoft Azure Stack running in our own state-of-the-art, Tier 3, ISO27001-certified data center, we are able to offer clients the Azure services they want with the personal support they’ve come to expect from ITPS.”



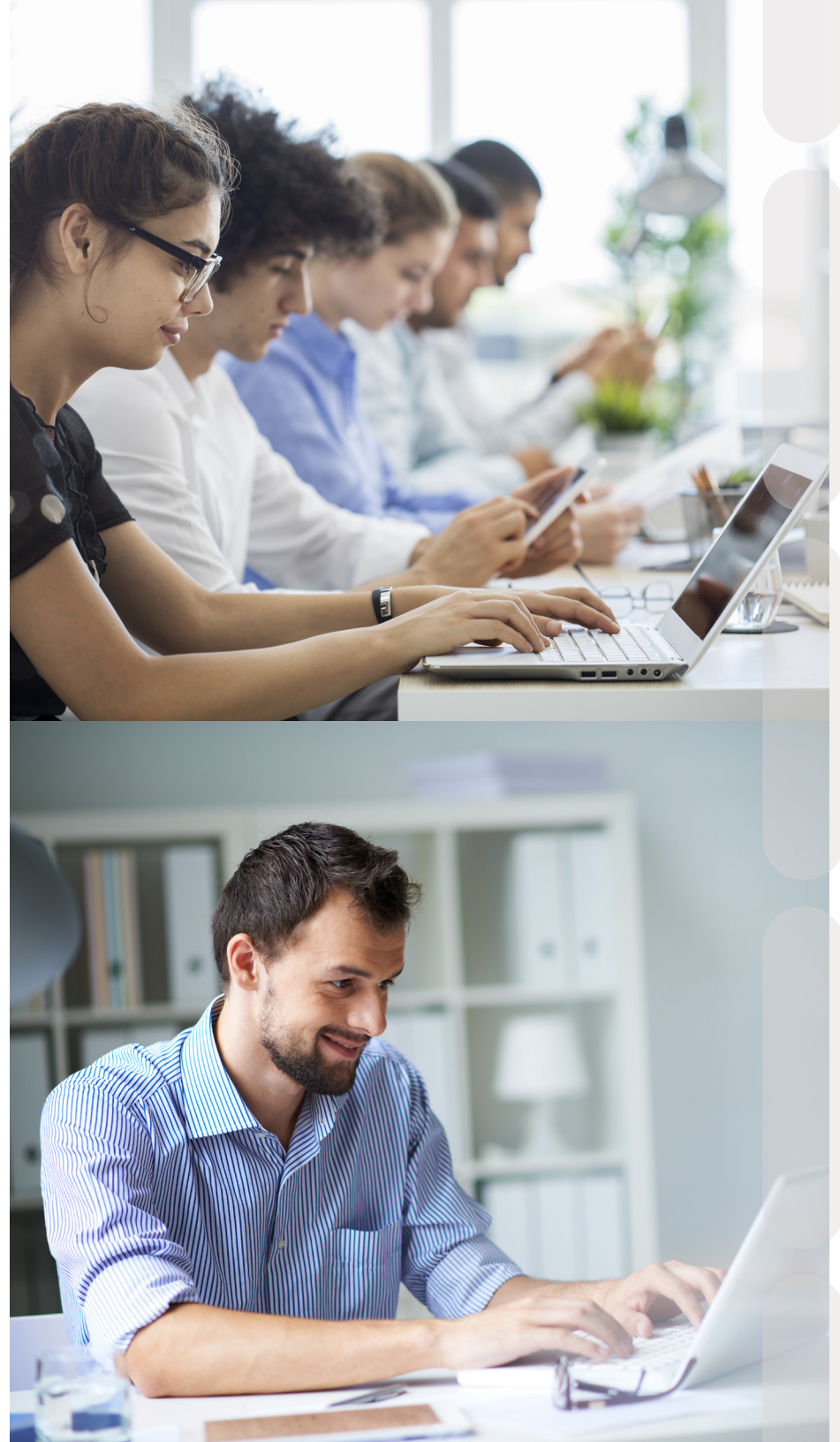
One of only a select few UK companies to join the Early Adopters Program, ITPS is also one of the first companies in Europe to adopt the Lenovo ThinkAgile SX for Microsoft Azure Stack solution – a pre-integrated, software-defined, hybrid cloud solution fully certified by Microsoft and equipped with high-performance Intel® Xeon® E5 processors.

“Now that we have the Lenovo ThinkAgile solution up and running, we can deliver Azure IaaS, PaaS and SaaS services identical to the Azure public cloud, but from the security of our own data center,” notes Paul Anderson. “It’s a best-of-both-worlds situation for our clients: they get all the tools, flexibility and convenience of Azure services, backed up by ITPS service level agreements and support. We’ve already had a ton of interest from clients.”

One such client is Altrad Group, a major global supplier of construction equipment based in Montpellier, France.

Andrew Laird, Group ICT Architect at Altrad Group, says: “Having worked closely with ITPS for many years, we greatly value the work they’ve done to help us realize our technology ambitions. As a group, we have been slowly transitioning away from internally hosted systems and infrastructure to IaaS, PaaS and SaaS technologies, allowing us to focus on our service offerings and business-led IT.

“Part of this transition has seen us migrate a large part of the business to the Microsoft Office 365 platform, and migrate to a hosted Hyper-V infrastructure and Azure where possible. ITPS stepping up with its Azure Stack offering certainly complements our long-term vision, and will provide us with even greater flexibility and choice going forward.”



Interest in Azure Stack services from ITPS is sky-high, with another client – shipping, logistics and marine services provider, GAC – also looking to migrate business systems over.

Robbie Naden from GAC notes: “I have personally worked with ITPS for over 12 years, and during that time they have become a trusted partner for our IT needs – both locally and internationally. ITPS hosts all GAC UK servers in their data centers and also provide a fully managed service for networks and WAN. In Europe, several GAC companies work with ITPS for hosting and firewall management, and receive excellent 24/7 support that mirrors our own 24/7 services.

“GAC are looking to move more services into the cloud and Azure Stack aligns perfectly with our digital strategy. It will enable us to harness the advantages of Azure, while maintaining the trusted relationship with ITPS, who we know we can rely on for our business-critical services.”

Paul Fitton, Head of IT Architecture at Home Group, one of the UK’s largest housing associations, adds: “We have a longstanding relationship with ITPS, who are our strategic partner for all things infrastructure. We were delighted to learn they were going to be one of the first providers of Azure Stack in the UK, as this is an area of interest to us and something we were already collaborating on in relation to our strategic roadmap.

“As an organization that manages specific and often sensitive information sets, it remains important for us to have a good grasp on where our data is processed and is stored, so having a partner who can bring Azure services closer to us and make it more realistic gives us greater confidence to expedite our journey to the cloud.”

With Lenovo ThinkAgile SX for Microsoft Azure Stack, ITPS can quickly and easily spin up the resources to deliver in-demand Azure services.

“Right now, we serve around 500 clients – a number we are looking to grow in the coming years,” concludes Paul Anderson. “We’re already hosting cloud environments for clients as far afield as Nigeria and Dubai. Supported by Lenovo and Microsoft, we know we’ve got what it takes to make our global expansion ambitions a reality.”

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– Paul Anderson, Operations Director, ITPS



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