






Why Softchoice for your Microsoft Cloud?

The technology industry has put significant focus on moving key applications and workloads to the cloud – and Microsoft has quickly become a market leader in cloud transformation. Much of this momentum can be attributed to the success Microsoft has experienced in leveraging their leadership position in software to drive cloud adoption. Our goal is to align our capabilities and develop offerings unique in the industry to become the #1 Microsoft Cloud partner in North America.

Softchoice: Making Office 365 a Reality for Business

From home to business, from desktop to web and the devices in between, Microsoft Office 365 delivers the tools to get work done. At every step – from initial consultation, through conception, deployment and ongoing management - Softchoice is helping clients make the move to Office 365 the last Office deployment they will ever do!

 Consult	 Implement	 Manage
<ul style="list-style-type: none"> • Licensing assessment and right sizing • Advisory Service Consultants • Microsoft Solution Sales Specialists 	<ul style="list-style-type: none"> • Proven methodology for Rapid deployment that minimizes risk • Proof of Concept/Pilots • Project Management 	<ul style="list-style-type: none"> • Keystone Essential Service for Office 365 & Enterprise Licensing • Softchoice Cloud with Single Sign On (SSO) experience for all SaaS apps • Community of hybrid Microsoft-certified technical personnel

Accelerating the Journey to Azure

Most Microsoft clients see the value of making the transition to Azure, yet many are unclear on where to begin. One of the quickest ways Softchoice can assist with the move to Azure is our Azure Accelerator is designed to help clients evaluate and plan for the move to Azure. This includes streamlining the transition process by applying a proven integration approach based on a set number of servers, applications, and workloads. The result is a more clearly-defined roadmap based on a long-term view of the costs associated with Azure’s subscription model and real-world situations to guide clients to an understanding of what’s right and what’s wrong for the public cloud based on Azure. Whether you are looking to just test the waters or leverage Azure as much as possible, Softchoice will help.



Microsoft Competencies:

- Gold Cloud Productivity
- Gold Collaboration & Content
- Gold Communications
- Gold Datacenter
- Gold Software Asset Management
- Gold Volume Licensing

Related Credentials:

- PMI & Project Management Professionals
- CompTIA Managed Services Trustmark
- Top 6% globally recognized award-winning MSP (MSP Mentor 501)

Microsoft Specialist Team:

- 35 Licensing Specialists & 10 SAM Specialists
- Marketing Programs Manager
- Services Programs Specialist
- Surface & SPLA Sales Specialists

Solutions & Services Team:

- 25 Solution Architects (Consult & Design)
- 40 Delivery Engineers (Bus Prod. & Datacenter)
- 50 Keystone Managed Services Team

Over 400 Cloud Services (O365, Azure, EMS) Engagements delivered

“91% of Softchoice clients noted an increase in team knowledge vs. alternative approaches after engaging with Softchoice.”

TechValidate Study
(24 Softchoice Clients)



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Putting it All Together

Unlocking the Power of Microsoft’s Enterprise Mobility Suite (EMS) sits at the center of Cloud and Mobility. This includes resources and capabilities to unlock the core pillars within EMS, including Identity Management and Authentication, Device Management and Rights Management. Through the Softchoice EMS Explorer and Accelerator offerings, Softchoice is making it simple for clients to unleash the potential of their cloud investments. The Enterprise Mobility Suite provides a comprehensive cloud solution for your consumerization of IT and Bring Your Own Device (BYOD) challenges no matter the devices (iOS, Android or Windows). As part of a select few partners in the Microsoft Worldwide EMS Red Carpet program, Softchoice is a leader with deploying and utilization of EMS.

Strategy for Delivering Microsoft Cloud Services

