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Provide Managed Services B.V. is a Microsoft partner based in the Netherlands who has been delivering business critical IT outsourcing, private and public cloud solutions, and technical application support for over 20 years. As a Managed Service

Provider (MSP) they started in 2014 with their cloud portfolio 'Infrastructure as a Service' and by 2018 they extended their portfolio with Microsoft 365 and Azure. Even before the cloud was becoming mainstream. As an early mover, they decided to invest heavily in this direction. Facing an increasingly competitive market with customer requirements constantly changing, they identified the need for a deeper and more interactive relationship with Microsoft to enable them to better take advantage of the available resources and advantages that Microsoft is offering to its partners. Provide decided to acquire the Advanced Support for Partners contract in 2019, providing both proactive advisory, cloud enablement and improved technical support as well as one single point of contact for all Microsoft matters. Since joining the ASfP program, Provide has experienced a year over year cloud growth of more than 100% - and the growth is accelerating.

"Since we started offering Microsoft 365 and Azure services, we have experienced outstanding support services and have developed a solid partnership based on trust, principle of equality and sound business attitudes. These shared values have proven to be the connecting link or cement in business-critical projects where our project managers and engineers work professionally together daily to offer our clients world-class services." **Fons Janssen – Sales Manager Provide Managed Services B.V.**

A key driver of their growth was a successful win and delivery of a large contract for a European organization. This included both Microsoft 365 licenses, migration and adoption of Microsoft 365, Teams, and SharePoint implementation for the entire company. This was a huge project that quadrupled Provide's Azure Cloud Revenue (ACR) in 2020, and could not have been realized had it not been for their ASfP Benefits:

- Close collaboration with the Partner Success Account Manager in Microsoft
- Consistent knowledge transfer and cloud enablement sessions with Microsoft's specialized Cloud Consults
- Efficient use of enhanced technical cloud support

"The collaboration that Microsoft's ASfP program has with Provide is a premier example and a showcase of successful business development and partnership. Provide has a very clear vision about the future of cloud technology and service, and our close collaboration with Microsoft has enabled us to develop a proper future-proof cloud relationship which is essential to the development of our business, and this will undoubtedly be the foundation of our mutual objectives." **Mike Dawud – Chief Executive Officer Provide Managed Services B.V.**