

# AZURE PRE-SALES/ SOLUTIONS

Our approach to Azure delivery is different. Access training, resources, and expertise, with a team of specialists assisting you through.

The Azure Solutions team at intY provide partners with expertise and consultative advice around Azure services.

## What is Azure?

Microsoft Azure is a collection of integrated cloud services with huge capabilities for organisations of all sizes. Its products and services are used in combination to solve a multitude of business problems.

a collection of  
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## Azure Includes:



**Infrastructure  
as a Service (IaaS)**



**Platform  
as a Service (PaaS)**



**Software  
as a Service (SaaS)**



## Why Azure is the most popular platform

As the fastest growing cloud platform on the market, it's secure, flexible, multi-functional, scalable and provides performance-efficient storage services.

## Guiding you through the complexities of Azure

We're focused solely on one mission - to simplify Azure and help MSPs grow their own cloud practices. Whether you've just started exploring your Azure offering or if you already have a cloud practice, our established team of accredited experts are here to be your Microsoft Azure Partner - enabling you to deliver your own repeatable, scalable Azure solution.

Whether you had a customer who is looking to migrate to Azure, modernise their current Azure estate or plan a Cloud journey, the Azure Solutions team are here to assist.

The team operate in specialisms, all with infrastructure-as-a-service (IaaS) expertise, but with each individual specialising in a sub-section of Azure including:

- Virtualisation
- Security
- Data and more

## Why customers love Azure:

- Familiarity with Windows
- No need to worry about hardware, as Azure uses Virtual Machines (VMs)
- Cost-effective as you only pay for what you use
- Rapidly scale up or down - increase or decrease users in an instant
- Adaptable for hybrid models - integrates the cloud with on-premises infrastructure

## What's in it for you?

As an Azure technical consultant, you can deliver long-term value to customers, with recurring revenue streams. It's a fantastic business opportunity like no other.

Through Azure you can:

1. Make migration happen - help customers move and optimize their workloads in Azure.
2. Provide long-term managed services for customers across infrastructure, platform and app life cycle, privacy, security, compliance, DevOps, and governance.
3. Help customers plan, design, and develop digital transformation - for web, client, and mobile applications.
4. Build a microservices-based, cloud-native architecture that makes it easier to develop and scale your applications.
5. Harness the latest innovations from Microsoft in advanced analytics, machine learning, AI, IoT, blockchain, mixed reality, and e-commerce platforms.
6. Develop repeatable vertical and line-of-business solutions and package them to create a new recurring revenue stream.

**If you'd like to find out more about how we can best support you with your Azure solutions, please get in touch today.**

**Contact the  
Azure Practice Team >>**

