Challenge
Micro Technology Solutions, Inc. (MTSi), an experienced traditional managed services and IT solution provider of 21+ years, had rich experience in cloud technology with vendors such as VMware and AWS, but looked to quickly expand their breadth of expertise with a multi-cloud strategy including Microsoft Azure and Modern Workplace solutions. MTSi came across a large public sector opportunity requiring this level of expertise, as well as a complex migration from on premise to the cloud and needed to act quickly.

Insight
While Tech Data was their primary distributor, other distributors did not have the adequate support to help them grow and accelerate their cloud practice, specifically with attaining key competencies needed to demonstrate expertise and make worthwhile the margins they could capture from Microsoft services and resale. Eager to adopt the skills needed, MTSi took advantage of Tech Data’s digital Cloud Practice Builder program, in search of the differentiated enablement support they needed to allow them to seize the opportunity they had at hand.

Cloud Acceleration Training & Enablement
MTSi was on-boarded to the program beginning with the propriety Cloud Practice Builder Assessment, which indicated where exactly they were in their cloud growth journey, introduced them to a comprehensive roadmap to digital transformation. With an understanding of their cloud capability level and a customized route to growth, MTSi were also connected with Tech Data’s cloud concierges, professional listeners and problem detectives offering one-to-one support throughout their journey, and cloud coaches, subject matter experts in critical areas of cloud business.

“I found that going through the Cloud Practice Assessment confirmed my gut feeling for our company’s cloud capabilities which are strong, but also forced me to question where different cloud offers play in our immediate sales funnel, and also mid-term strategic goals. Our Cloud Path clearly pointed out what bases need to be addressed immediately, specifically how we need to build up our knowledge base essential for effective positioning and selling as well as technical competencies in Azure and how Tech Data can assist filling gaps until we get where we need to be.”

-Tom Tavares, VP, Business Development, Micro Technology Solutions, Inc.
Managed Services Provider Makes the Journey to a Multi-Cloud Strategy

Micro Technology Solutions, Inc. was looking to expand their breadth of expertise with a multi-cloud strategy, specifically in Microsoft competencies, and turned to Tech Data’s digital Cloud Practice Builder for guidance.

**Founded:** 1998

**Headquarters:** Fairhaven, MA

**Size:** < 50 Employees

**Website:** https://www.mtsolutions.net

**Industry:** Public Sector, Non-profit

**Services Used:** StreamOne, Cloud Practice Builder, Cloud Coaches, Cloud & Automation Services, LevelUp

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**Services Used**

Through the program, they were introduced to key resources including our StreamOne billing and management platform, cloud migration services through the Cloud and Automation Services Team, expert-level public-sector and healthcare Cloud Coaches, and educational resources on our LevelUp platform and ExitCertified. In addition, MTSi found themselves enabled with a training plan to be on a fast track to achieve Microsoft Silver Competency with Azure.

“Through Tech Data, we have learned a bunch, progressed down the Cloud Path, absorbed diverse tools and resources including videos, guides, smart guides, affiliated resources and have taken advantage of the unrivaled customer support to get where we need to be. Without Tech Data, we would never have been able to meet the aggressive time line. Today, we feel confident in our abilities and can compete with much bigger national players in our geography and win.”

- Tom Tavares, VP, Business Development, Micro Technology Solutions, Inc.

**Result**

In their early partnership with Tech Data, MTSi has increased the breadth of their portfolio, successfully achieved their Microsoft Silver Small and Midmarket competency, and have won several Managed Services, O365 migrations and PC upgrades in partnership with Tech Data over a period of 6 months. Most recently, MTSi is working on a multi-site nonprofit opportunity requiring complex migration from to O365 and Azure. Thus far, 160+ users have successfully completed their migrations. In this effort, MTSi outsourced professional services to Tech Data and Quattro, and were pleased with the seamless services completed on behalf of their company. MTSi enjoyed learning how to capture the cloud opportunity with Tech Data and looks forward to partnering again to capture more cloud opportunities in the future.

Are you ready to accelerate your Cloud growth trajectory? Found out how [here](#)!