

# APAC CIO Outlook

MICROSOFT SPECIAL

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## Top 25 Microsoft Solution Providers 2017

The 'Post-Pc' era Microsoft provides an extensive array of products and services, facilitating ubiquitous connectivity and mass computing. Having bolstered its way to becoming the 2nd largest public cloud company, the tech giant's dominance in business productivity, collaboration, and content remains unrivaled, owing to Dynamics 365 and Office 365 comprehensive suite. Now with a bird's eye view of the future, at the 2017 Microsoft Build, the company introduced the latest manifestation of its 'Cloud-first, Mobile-first' theme—Intelligent Cloud, Intelligent edge—aiming to amplify enterprises' capabilities and creativity. Through the combination of multi-device, Artificial Intelligence, and serverless computing, the company is ushering in the new era of intelligent cloud and intelligent edge. The IT pioneer has been relentlessly

working on stretching the cloud to create a mesh that delivers the cloud's power and computational ability to mobile and IoT devices.

Microsoft has always been a partner-led company, and it continues to empower its partner network, that has willfully embraced the innovative changes it is bringing to the IT landscape. On this note, the current edition of our magazine brings to you "Top 25 Microsoft Solution Providers" for the year 2017. These partners in the Asia-Pacific region are the epitome of companies burgeoning in the Microsoft Partner Network paradigm. They have demonstrated exceptional technical expertise in delivering end-to-end customized solutions. Thus, the proposed list aims to help organizations choose the most befitting partner that suit their business requirements and help foster growth.



### Company:

Microland

### Key Person:

Bobby MD  
 Senior Vice President-India

### Description:

Leveraging the power of Microsoft Azure to manage Hybrid IT Infrastructure

### Website:

microland.com

## Microland: Transforming IT Infrastructure Environments Using a "Cloud-first" Strategy

### SETTING THE CONTEXT

With increasing adoption and deployment of cloud-based technologies, the cloud services industry is projected to be valued at USD 95.7 billion globally by 2020. While the U.S. continues to be the largest market, the Asia-Pacific region will be the fastest growing one with a projected CAGR of 23.8 percent.

### INTRODUCING MICROLAND

Incorporated in 1989 in Bangalore, Microland is a leader in Hybrid IT Services and has been rated as the preferred infrastructure partner of Microsoft for eight consecutive years. With over 3,600 certified professionals globally, Microland has enabled global enterprises in their transition from a traditional to a cloud-based IT infrastructure environment.

"The success of cloud-based technology has changed the dynamics of IT infrastructure services. We are spending around 8 percent of our revenues in R&D for hybrid services, consisting of both devices and data-centric platforms," says Bobby MD, Senior Vice President-India, and Global Microsoft business. As a Microsoft Gold Partner, Microland has proven expertise in the Microsoft Azure IaaS service platform that can integrate seamlessly with the client's existing infrastructure.

Our 25+ years of association with Microsoft has brought about a transformation from being just a solution provider to that of a strategic partner today

Using the Azure Lifecycle Services, Microland delivers seamless transition through their proprietary IP's, namely Now2Cloud consulting and SmartCloud365 management platform. Both these proprietary assets assess the client's readiness for the cloud and deliver a customized transformation roadmap for seamless migration.

Bobby MD adds, "Our 25+ years of association with Microsoft has brought about a transformation from being just a solution provider to that of a strategic partner today. We provide managed services in business-critical

environments along with aligning any IT architecture according to Microsoft's recommended practices. As a technology provider, we offer the right solutions for our customers helping them optimize their IT infrastructure thereby reducing cost."

Besides providing complete lifecycle services and solutions, Microland's advisory services for clients include point-of-contact cloud adoption services and 24/7 management services to enable companies to select the right cloud environment on the basis of workloads and costs. "For cloud migration services, we have invested in setting up rapid deployment factories and zero-defect migrations to help customers migrate in the shortest time period under the Microsoft-approved framework." He adds, "Our core focus is in our ability to manage these deployed technologies onsite and remotely, which makes us the preferred Microsoft partner for many global enterprises."



Bobby MD,  
 Senior Vice President-India

### RECOGNITIONS

With over 200 cloud transformations delivered, Microland is poised to be the global provider of next-generation IT infrastructure services. The company has been recognized as the 'Gartner Cool Vendor 2015' in IT Operations Management and rates among the 20 most promising cloud computing companies.

### THE FUTURE

Speaking of the road ahead, Bobby stresses on the potential of Robotic processes and workflow automation, along with the emergence of the Internet of Things (IoT) and hyper-converged infrastructure. The company is focussed on creating IoT-ready data centers for the future. He concludes, "The strong growth of IT cloud-based startups, which are leveraging the SaaS model, bodes well for the future, along with the emergence of new technologies such as IoT and CX-based solutions." ACO