

INTRODUCING



Cloud Direct[®]

Your journey to fearless growth starts here





“Cloud Direct has been great at helping us transform our business and lead the way in our market by supporting us to adopt the latest technology.”

Sebastian Ailioaie, Group Digital Manager, ACE

A message from our CEO



Since 2003, Cloud Direct saw the opportunities cloud technologies could unlock for ambitious organisations, which have only increased with the rapid technological advancements in recent years.

Achieving fearless growth is our aim and our customer promise. But what does it mean?

Growth means different things to different people but ultimately, it's the fulfilment of your goals. Growth is change and adaptability. Fearless is where we come in. We engineer growth without limitations, using the best technology available to safely and affordably enable you to achieve your goals.

Why do we love cloud technology? Because it levels the playing field. It's one of the big enablers. It gives every business access to enterprise level tools and security at any scale.

Because we operate your environment, we build it right.

As one of the fastest growing, experienced and trusted technology partners in the UK we're with you for the long-haul. Supporting your fearless growth.

Brett Raynes, CEO

A handwritten signature in blue ink, appearing to be 'Brett Raynes'. The signature is stylized and fluid, with a large initial 'B'.

A little bit about us...

Way back in 2003, before the word 'cloud' got thrown around like it was everybody's business, CEO Brett Raynes founded Cloud Direct. His vision? Replacing old-world, on-premises IT with a simple, scalable and secure cloud service that organisations could subscribe to like they did gas or electricity. The idea? To help ambitious businesses compete and thrive by freeing them from the pain and cost of traditional IT.

We help businesses harness the power of the cloud to boost productivity, slash costs and supercharge efficiency. With over 4,000

cloud migrations under our belt, it's safe to say that we know a thing or two about the cloud. Equal parts passion and good old-fashioned elbow grease has allowed us to enjoy continuous, organic profits - year on year - since 2003.

At Cloud Direct we like to think big. We now have a team of 300+ staff with annual revenue of over £20 million. All profits are ploughed directly back into the business. Our intention? To double in size every year for the next five years. A little bit ambitious? How about a lot.



Offices in Bath,
London, Bracknell,
Malta and Cape Town



4,000+ cloud
migrations



We have 300+ staff



"We are pleased to recognize Cloud Direct as an Azure Expert MSP. This new recognition offers our customers certainty that an organization provides excellent services on Azure."

Gavriella Schuster, Corporate Vice President,
One Commercial Partner at Microsoft Corp



Better Service

It's simple really, when you work with an expert, you get expert level service.



Closer Partnership

Being one of the few Azure Expert MSPs in the UK brings us much closer to Microsoft.



Broader Offerings

Whatever your business needs, we can deliver it.

We're the experts...

As of 2018, we're an Azure Expert MSP ; one of only 32 globally. Reaching this level wasn't easy. We had to jump through a lot of hoops. But every one of them was worth it because now we're better equipped to help our customers achieve 'Fearless Growth'.

We want to help ambitious organisations adopt the cloud and reap all its benefits. As an Azure Expert MSP, we can do so much more for you.

And we're not just Azure experts. We have six other Microsoft Gold

Partner accreditations and a dedicated modern workplace practice area which implemented the first Microsoft 365 solution in the UK.

Our modern workplace provides the tools that help you digitally transform your workplace, including Office 365, Microsoft 365 and Skype for Business. What's best is our workplace modernisation services are completely flexible. And that's why we're able to curate solutions that are thoughtfully tailored to your business needs.

What we do

We help ambitious organisations adopt Microsoft cloud. Our clients know that the right technology can boost productivity, slash costs and supercharge efficiency. Working with Cloud Direct to get it right results in fearless growth.

Infrastructure Modernisation

Microsoft Azure migration and managed services.



Application Modernisation

Office 365, Microsoft 365 and application development for cloud hosting



Security



Data Modernisation

Make sense of your data and make informed business decisions



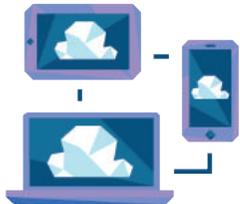
Managed Services

Support your business needs to achieve fearless growth.



An Azure migration like no other

Migrating to Microsoft Azure is about more than just infrastructure. We have the expertise to migrate and optimise your infrastructure, applications and data so you get the full benefits of moving to the cloud – backed by award winning support.

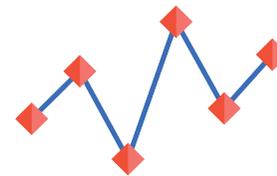


Infrastructure

Planning - Our consultancy services help organisations identify and plan their migration to Azure, whether you're at the very early stages or you need your plans reviewed for security we'll plan and detail your next steps.

Delivery – Our team of Microsoft Azure experts will optimise and migrate to ensure you fully benefit from moving to Microsoft Azure. This is no lift and shift!

Managed Services – Our Azure Scaffold service provides a fully managed service to make sure your Azure environment is cost optimised, secure and has the governance in place so you can use Azure at scale.



Data

Planning – We help identify, audit and plan for your data to be modernised and migrated to a platform that allows your business to get the most from it.

Delivery – Emerging technologies are only good if your data is ready. We help you access your data so you can make data-driven business decisions and take advantage of new ways of working.

Managed Services – Data is a strategic part of your business and you need it to always be available. We provide fully managed services to make sure how you use data in your business can grow efficiently and reliably.



Applications

Planning - You need to make sure your applications are safe, efficient and reliable when you're modernising your IT. We will help audit, assess and plan how you migrate your applications to cloud.

Delivery - Modernising your applications? We have it covered. We have a dedicated modern workplace team to manage migrations to Office 365 or Microsoft 365 plus a large development team to redesign or redevelop your applications to work in the cloud.

Managed Services - True end-to-end application modernisation means world-class support. Having your applications developed, migrated and supported by one company means joined-up delivery with no finger pointing!



Managed Services

You need your IT to be reliable, efficient and a strategic enabler. Our cloud consultants and developers are backed by a team of more than 100 world-class IT support staff to provide you a fully managed IT service.



7 Step migration process

Migration, whether it's to Office 365, Azure or another cloud application, is no walk in the park. It's complex. At Cloud Direct, we like to make things simple. Which is why our migration journey comprises seven stages.

It represents a careful combination of quality and control throughout the process to help us deliver the perfect solution for your business.

1. Discovery

Before we venture forward, we'll understand your business needs, analyse your current IT infrastructure and help you determine your destination. With this discovery in mind, we'll lead you through the whole process. And when you arrive, we'll even review the experience, adjusting accordingly.

2. Proposal

Now we know your requirements, we'll deliver a tailored proposal. This outlines the full solution we believe to be the best fit for your business.

First, we'll bring you up-to-speed with our recommendations. They're all advisory; nothing is set in stone at this stage.

3. Preparation

At this stage, we'll collaborate with you to agree deployment timescales, and we'll try to avoid any breaks in your business continuity. We'll then give you a comprehensive plan of what will happen with associated timescales. Transparency is everything.

4. Provisioning

To migrate efficiently, we must prepare your new cloud solution. Depending on your decisions, there may be design and configuration work involved. For example, we may need to arrange for superfast broadband or new handsets for business VoIP telephony if you're migrating to Office 365.

5. Deployment

Stage five is the go-live. This stage will likely involve multiple steps depending on your cloud migration solution. For example, we may need to migrate your data to the new service or fit new onsite equipment.

Whatever your requirements, we'll meet them. Your cloud solution will be efficiently functioning by the end of this stage.

6. Training

To help you and your team make the most of your new cloud services, we provide a wide range of training options tailored to your solution.

Delivered online or in person, we can train administrators, internal training staff and even end users. We also deliver a 'walk-around' service, where we come to your offices to deal with any queries that may arise.

7. Review

Here, we'll review the whole migration process and make sure you're happy with what we've done. No business is an island. We're in this together. This is your chance to offer feedback on your experience and clarify the value you should see for your business.

We're only happy when you're happy

We're a little proud of our support. In fact, more than that: it's a big deal for us. Every IT partner and cloud provider will tell you that support is their USP. But we can show you that it's ours. We have a talented support team of more than 100 employees that have a proven track record of providing first class service. And they're available 24/7.

We've designed comprehensive support plans for Azure, Microsoft 365 or Office 365. But it doesn't stop there. We also offer general customer support across the board to ensure everything's running smoothly.

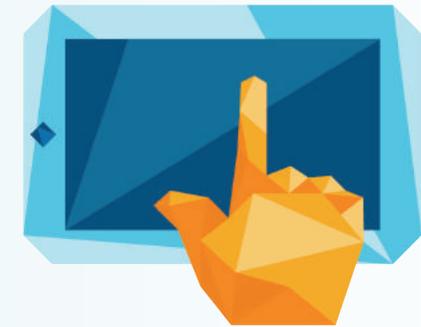
We love to share our expertise. Which is why we've created our very own Knowledge Base. If you're looking for something specific about cloud IT or digital transformation, our Knowledge Base has you covered. With all our information in one place, it's never been easier for you to find the answers you need. Whatever the question, we have the answer.

“With the Cloud Direct software you can immediately get that file back without any time lost or hassle.”

Tim Carney, AIMS accountant

We PROVIDE the best solutions

We've built our very own in-house PROVIDE portal. Giving our customers a centralised system to manage their IT. Our PROVIDE portal is the only place customers can manage all their billing and IT in one place. We're talking everything from predicting Microsoft Azure spend and raising support requests to managing and ordering Microsoft Office 365 licenses.

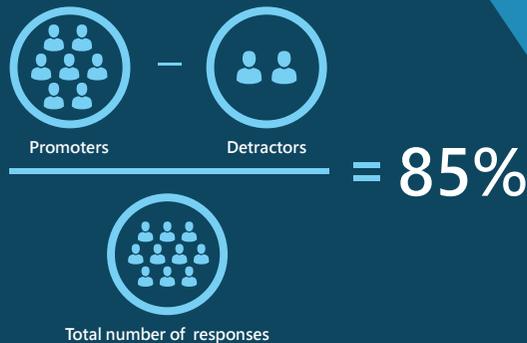
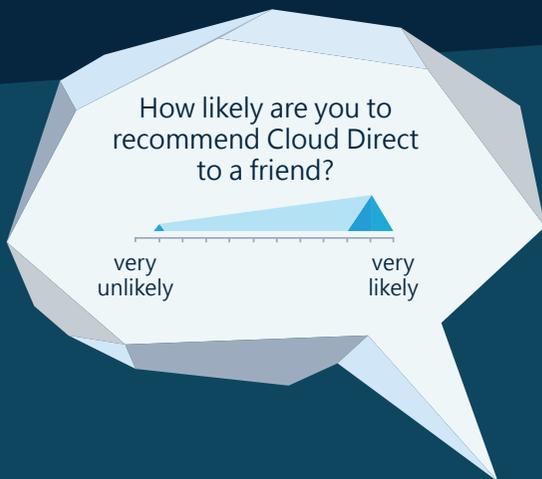


Don't just take our word for it...

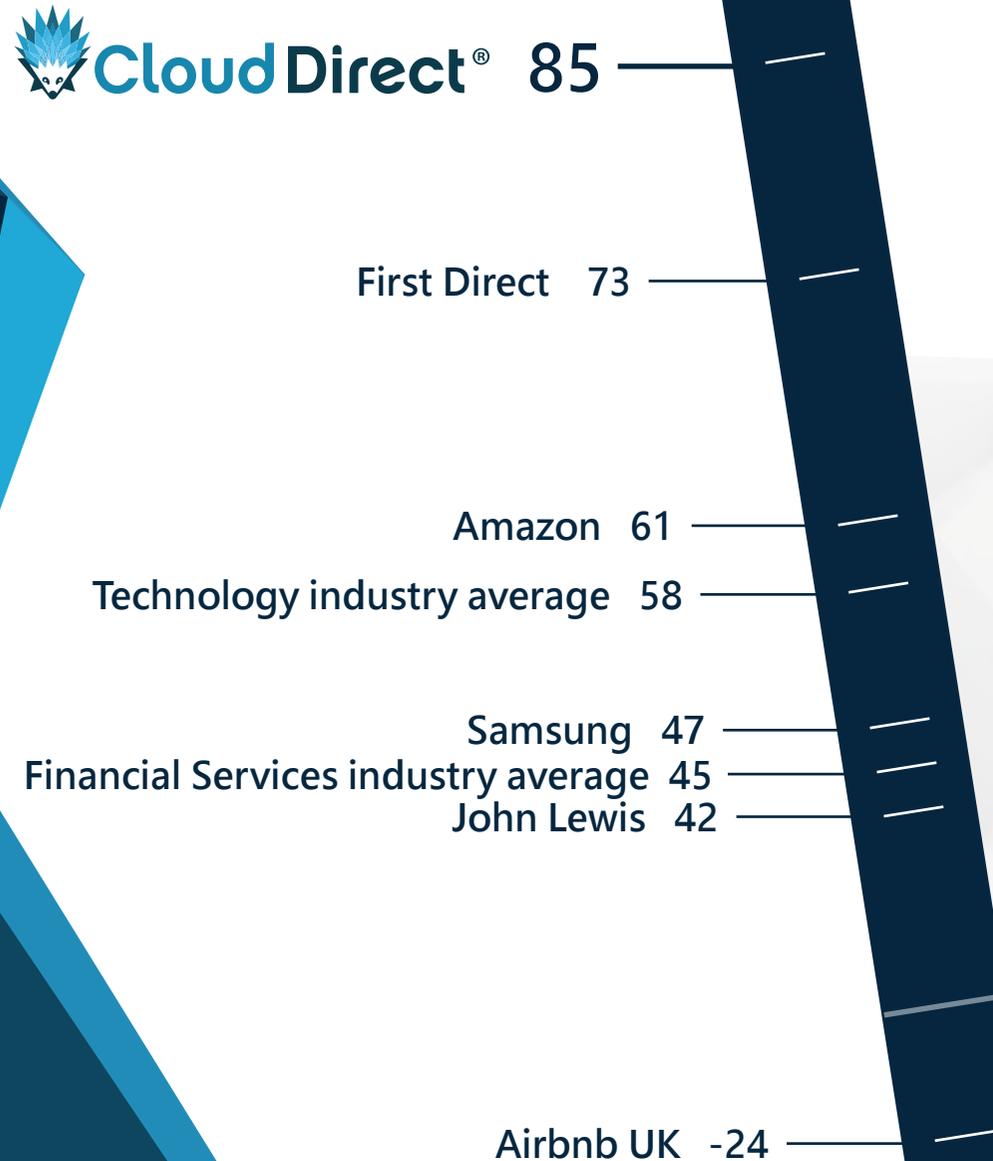
The truth is, we're only happy when you're happy, and our world-class Net Promoter Score of 85% proves how happy our customers truly are.

Our Net Promoter Score is figured out by asking one simple question. "How likely is it you would recommend us to a friend or colleague?". 85% of our customers responded with absolutely - that's one of the highest NPS in the world. And we're extremely proud of it. Perfection is unattainable, but you can bet we're going to keep aiming for it.

Our customers vote on a score out of 10



How We Compare



Consultancy services

Navigating the world of IT can be tricky. Luckily, we're here to support you every step of the way. Whether you're not sure if Azure or Microsoft 365 are right for you, or you know exactly what you need, but you're just not sure how to get there, we can help.

We have a range of packaged consultancy offers designed to help accelerate your journey to the cloud. You know where your business needs to be and you can't afford to get it wrong. That's why we provide fearless growth packages to help you scale-up in a structured and secure environment.

Choose the package that's right for you.



Azure 101

Ideal for getting your board up to speed on Azure and what it can do for your business.



Data Centre Modernisation

So you know you want to move to Azure, now let's plan how to do it.



Azure Enterprise Scaffold Set-up

If you're already doing a bit in Azure and want to scale up we'll help you put in place the governance, security and cost management you need.



Azure Technical Design Review

If you're already using Azure, or are about to, get your design reviewed by an expert.



Azure Security Design Review

Is your Azure environment secure? Get it reviewed by an Azure expert.

Our Partnerships

We partner with world class technology providers to bring our customers first class services that meet their ambitious business goals. You've probably heard of the two partners at the centre of our business. Microsoft and Citrix. Our unique position as a dual partner of these technology giants means we're able to offer our customers unparalleled access to their capabilities with integrated solution expertise.

Plus, as we might have already mentioned, as one of the few Microsoft Azure Expert Managed Service Providers in the UK our already close partnership with Microsoft is now even stronger. Reaching this level wasn't easy. We had to jump through a lot of hoops. But every one of them was worth it because now we're better equipped to help our customers achieve fearless growth.



Microsoft

CITRIX®

Who we work with

Our experience as an Azure Expert MSP allows us to uncover the insight our customers need to scale and succeed. Our customers' success is at the centre of approach. We're not just customer focused, we're customer obsessed. That's why we've got a world leading Net Promotor Score of 85% and are trusted by over 1,500 customers, including:

"Cloud Direct was a good fit for us. We are a medium sized but ambitious company. We wanted a cloud specialist that understands where we are heading and would give us great service."

Jason Moon, Head of IT, Simarco





Time to team up

To find out more about how we can help your business, contact us on:

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enquiries@clouddirect.net
www.clouddirect.net