

The background features a stylized phoenix logo. The left side of the phoenix is rendered in a gradient of orange and yellow, while the right side is in a gradient of blue. The wings are spread upwards and outwards, with white highlights on the inner edges. The tail feathers are visible at the bottom center, where the orange and blue colors meet.

PHOENIX ALLIANCE

Company Presentation

July 2022 – June 2023

Our mission

PHOENIX ALLIANCE planifies and realises organizations' tranformation through Microsoft products and services, in all Europe and Mediterranean area

The team in charge of realizing our mission is present in four countries and count around fourty people.



The Founders

Ghadir Saadé

As an expert of Microsoft collaborative solutions in the last 20 years, he also acts as a Scrum Master and Projects Director.

Ghadir oversees the management of large accounts.

Aurélien Prévot

Microsoft Cloud Architect passionate by business problematics and former Microsoft employee with 15 years of experience.

Aurélien studied at the Advanced National School of Social Security. He oversees SMB, SMC and Public Sector Market.

Our offers

Phoenix Packaged Services

Mostly focused on security topics, we provide packaged services including Build and Run for a fixed price, per user and per month

Third-party maintenance of applications

Tailored support and evolutivity of customized or standard cloud based solutions

Microsoft licensing and expertise

Including former Sales Microsoft employees, we provide licensing engineering and cloud licensing

Delegation of skills

We find you the right expert, at the right moment for the needed duration

Fixed-price projects

Based on both customer's fonctionnal or technical specifications, we commit on the development and implementation of your projects



Our technical domains of expertise

Security and Collaboration

We have a long history with SharePoint, Exchange and then Microsoft 365. We manage tenants from 2 to 200 000 users. Our main focuses are now on security (EMS) and collaboration (Office 365)

Business Process Automation

From the simplest to the most complicated business process, we leverage the Microsoft Power Platform (Dataverse, Power Apps, Power Automate, Logic App, Power BI) in order to improve your efficiency and reduce time, costs and mistakes



Cloud Architecture

Based on our long experience designing, deploying and exploiting highly complex Cloud infrastructures, we provide to our customers best-in class and cost effective scenarios regarding their business needs in efficiency and security, including IaaS, PaaS, CaaS and SaaS platforms

Tailored developments

Based on Microsoft languages (C#, TypeScript, .NET core, WPF, ...), frameworks (Xamarin, SharePoint Framework, ...) and platform (Azure, DevOps, ...) we develop tailored applications for all kind of devices, all kind of business and all kinds of scenarios – driven by Agile and Scrum methodologies



Our functional domains of expertise

Cloud Strategy Advising

This expertise is dedicated to IT and business decision makers whose want to quickly understand the best way to realize their digital transformation leveraging cloud technologies

Projects and Program Management

Thanks to our experience with large customers, we internally developed complex programs and projects management skills, driven and deeply inspired by Agile and SCRUM methodologies

Microsoft licensing and Compliance

Microsoft licensing is hard to understand, often turning your subscription shopping into a headache. Thanks to formers sales Microsoft employees, we help both IT and procurement divisions to find your path in the licensing forest and negotiate the best price

Change Management

Technology is nothing if it is not understood and deployed based on end-users needs. We provide complete change management strategies: design and execution of communication plans, CxO involvement, trainings, and of course definition and follow up on success metrics – the only way to measure the success of a change management strategy

Enterprise Content Management & Compliance

4 of our 6 top management members started their career with ECM missions. Enterprise Content Management is eventually part of our DNA. With years, we added the data compliance part to our skills in order to provide a complete and rational approach to ECM topics

Our references

Manufacturing



Health & Public Sector



Finance



Retail



Services



Our Organization

Top Management

Tarek
Global Sales Manager

Sophie
Global Financial Officer

Aurélien
Cloud Architect

Ghadir
Global Manager

Joe
Service Center Manager

Lamiaie
Service Center Manager

Sales

Marine
Local Sales & Partners Manager

Sales Team France

Sales Team Spain

Sales Team Greece

Sales Team next countries...

Production

Beirut
Service Center

Casa Blanca
Service Center

Paris
Service Center