



Pacific Controls Cloud Services (PCCS) to accelerate Customer Cloud adaption through Microsoft Cloud Solution Provider (CSP) Program

The Microsoft Cloud Solution Provider program allows PCCS to provide a range of cloud services, provision completely integrated PCCS and Microsoft solutions, establishing close customer relationship

September 21, 2015 - Dubai, United Arab

Emirates: PCCS, Middle East's Leading ICT enabled managed Services Company has today announced its participation in the Microsoft Cloud Solution Provider Program as a I-Tier CSP partner. The program allows partners to address customer IT needs across productivity and infrastructure dimensions by providing Office 365 and Azure, while other services such as Windows Intune, Enterprise Mobility Suite and CRM Online are going to be available in the region soon through PCCS. CSP is designed to strengthen customer relationships and expand cloud sales opportunities by enabling I-Tier partners to own entire customer relationship cycle, sell integrated offers and services in a single package, as well as enable direct provision and support, delivering great deal of convenience to customers.

Being a I-Tier partner, PCCS is able to provide its customers with a consistent experience throughout the complete customer lifecycle, allowing it to sell, provision, support and bill for Microsoft cloud services,

helping customers fully realize the benefits of the cloud. PCCS Microsoft's I-Tier partners are a select group of organizations with broad market reach, a 24/7 technical support capabilities, and the ability to deliver high quality customer experience.

Mr. Dilip Rahulan, Executive Chairman & CEO of PCCS said: "We are delighted to have been chosen by Microsoft as one of the few cloud providers to work with them on this CSP program in the Middle East. We are seeing tremendous interest in cloud technologies such as Office 365 and Azure. This program is particularly significant to PCCS, as this partnership allows us to not only provide consultative direction and comprehensive technical services, but also ongoing support services to best assure adoption of solutions and successful user engagement. Joining the Cloud Solution Provider program allows us to build stronger relationships with our customers and provide them with the best cloud solutions to propel their business."

Cloud Solutions Providers have the expanded capability to directly manage the entire lifecycle of their customers' cloud subscription – sell, bill, manage and support. Partners can easily package their own tools, products and services and combine them into one monthly or annual customer bill and can utilize in-product tools to directly provision, manage and support their customers' subscriptions. This delivers a great deal of convenience to customers in the form of end-to-end solution from one window.

“Through the Cloud Solution Provider program we work closely with our hosting partners to deliver flexible solutions that combine Microsoft technologies with partner expertise and services,” said Samer Abu-Ltaif, Regional General Manager, Microsoft Gulf
“This opens up massive opportunities for partners to

package their solutions with Microsoft cloud offerings and provides customers with a custom roadmap to the cloud.”

Pacific Controls has a long history of delivering high value solutions and services to customers, including IOT enablement, managed hosting, cloud Infrastructure as a Services, Software as a Services offerings, which makes it a logical partner for Microsoft Cloud Solution Partners. Microsoft seek to rapidly capitalize on the opportunity to deliver Office 365 and other Microsoft Azure services to their customers, understanding that Time-to-market and operational efficiency are vital for solution providers in today's cloud services markets.