



CASE STUDY

## Our support helped Microtech grow and achieve £100k in new revenue

We became the growth partner for Dillan's team, offering consistent support and expertise

With Exertis Cloud's support, the Microtech team successfully migrated a customer from a physical on-prem solution to cloud-based infrastructure, which opened up £100,000 in additional revenue for Microtech

**£100,000** additional revenue

## Overview of Microtech

Microtech is a trusted IT and cybersecurity partner that provides businesses with comprehensive solutions, bringing expertise to the table in Microsoft 365, advanced cybersecurity, and robust backup and storage services. Microtech empowers organisations to optimise their IT, enhance security, and achieve their digital goals.

[www.microtechdigital.net](http://www.microtechdigital.net)

### Microtech's goals

- To enhance the expansion and retention of their cloud customer base, Managing Partner Dillan Shikotra embarked on the strategic initiative of establishing a network of reliable advisors.
- Recognising the importance of strengthening their proficiency and enhancing customer service, Dillan and the team actively pursued Azure support and training.
- One of their major objectives was to move some of their customer's from on-prem to cloud solutions to help them achieve greater agility and scalability.

### Our solutions

We provided Microtech and the team with trusted guidance when they needed it the most, as well as extensive support to enhance their M365 experience and optimise internal processes

- ✓ We took the time to really get to know Dillan and his business through regular meetings and workshops, the result of this was smooth M365 management and an effective billing solution.
- ✓ Microtech attended workshops that equipped their technical team with Azure tools, enabling integration into their business practices.
- ✓ We helped Dillan and his team at Microtech to successfully migrate one of their key customers from on-premises IT infrastructure to a cloud-based solution. This successful migration not only boosted the client's confidence in Microtech's expertise and service delivery, but also opened up approximately £100,000 in additional revenue for Microtech to address the client's other IT needs.

### Benefits of Exertis:



#### People

A specialist team of real, UK-based people supports you strategically and operationally 24/7 - no unmanaged accounts or offshore support.



#### Platform

A #1 platform experience that will save you time, energy, and money with automated billing, native integrations and bespoke reporting.



#### Profitability

We offer enablement designed to help you grow including training workshops, rebate support, lead gen campaigns, free health checks, 365 optimisation, and more.



Exertis has been a game-changer for us at Microtech. Their trusted guidance, extensive support, and commitment to understanding our business have resulted in a seamlessly managed M365 experience and an optimised billing solution. With Exertis, we not only gain access to cutting-edge Azure tools through informative workshops but also benefit from their accessibility, agility, and cost-effective cloud solutions. Here's to a transformative cloud journey with Exertis – where real connections, efficiency, and innovation converge!"

**Dillan Shikotra**  
Managing Partner, Microtech